

May 2020

Bay Leaves



— The —
Raines Family

LOVES OWNING A HISTORIC HOUSE

Photo by Boutique Photographer

Bay Leaves
www.bayleaves.com

The Official Village Weekly E-Newsletter



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Refuse and Recycling Spring Schedule Change:

Refuse and recycling normally picked up on Monday, May 25 will be picked up on Tuesday, May 26.

Property Tax Deadline:

Final Tax Installment Payment Due May 31

HOW DO I MAKE A PAYMENT?

- ▶ By Mail
 - ▷ Make check payable to the Village of Whitefish Bay
 - ▷ Send check to Village of Whitefish Bay, 5300 N. Marlborough Drive, Whitefish Bay, 53217
- ▶ In Person at Associated Bank, 430 E Silver Spring Drive, Whitefish Bay, 53217
 - ▷ Lobby Hours, M-F, 9am to 6pm, Saturday 9am to 1pm (Subject to change with regarding to COVID-19 restrictions)

- ▶ On the Village Website, www.wfbvillage.org
 - ▷ From website, click "Online Payments" on bottom of page
 - ▷ Processing Fees Currently Waived
- ▶ Village Hall 24-Hour Night Depository
 - ▷ Located in entrance of Village Hall
 - ▷ Deposits made prior to midnight will be processed using that day's date

WHAT HAPPENS IF I DO NOT PAY ON TIME?

- ▶ For any property tax bill where payment is not made timely, the bill is considered delinquent and the remaining balance is subject to interest and penalty. When paying in installments, if a payment is missed, the installment plan is no longer available and the balance is due in full. Pursuant to Wisconsin State Statutes and Village of Whitefish Bay Municipal Code, delinquent property tax bills are charged 1.5% interest and penalty per month (in the calculation of interest and penalty, a partial month is considered a full month). Interest and penalty are charged retroactive to February 1, 2020.

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BayLeaves Project Coordinator: Beth Raab

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Contact: Kathy Durand at (262) 716 4788, or kdurand@bestversionmedia.com and Christa Banholzer at cbanholzer@bestversionmedia.com

FEEDBACK/IDEAS/SUBMISSIONS

Have feedback, ideas or submissions? We are always happy to hear from you! Deadlines for submissions are the 20th of each month. You may also email your thoughts, ideas and photos to Christine McBride at cmcbride@bestversionmedia.com

CONTENT SUBMISSION DEADLINES

Content Due	Edition Date
December 20	February
January 20	March
February 20	April
March 20	May
April 20	June
May 20	July
June 20	August
July 20	September
August 20	October
September 20	November
October 20	December
November 20	January

IMPORTANT PHONE NUMBERS

Emergency	911
Police Administration	(414) 962-3830
Police (non-emergency)	(414) 351-9900
North Shore Fire Dept. (non-emergency)	(414) 357-0113
Village Hall	(414) 962-6690
Public Library	(414) 964-4380
Dept. of Recreation & Community Education	(414) 963-3947
Whitefish Bay School District	(414) 963-3921

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DEAR RESIDENTS,

Our publication is done months in advance, so the writing of this letter is during the first week of the COVID-19 quarantine. I've decided to try and lighten the mood and share a funny personal story from a few years ago.

It was August 2015 and we went to Green Meadows Petting Farm with another family. There was an enclosure with goats and you are able to buy feed for them outside of the gates. People are

also able to walk into the enclosure, so I bought some feed and entered it. Within seconds I had 15+ goats running up and jumping on me! Someone from outside yelled "Drop the feed!" so I dropped it but the goats kept jumping on me, assuming I had more. I ran out as fast as possible, and had to literally catch my breath from the ordeal. It was quickly pointed out to me the sign that read "DO NOT BRING FEED INTO THE ENCLOSURE" - wow, lesson learned to read all signs!



As a sign of the times, my friend took a photo of the goats attacking me. I hope this brought you a much needed laugh.

CHRISTINE MCBRIDE



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Once a year,
go someplace
you've never
been before.



DALAI LAMA

While many families take yearly vacations, for Stephanie Raines, the norm growing up was to stay in Wisconsin. It wasn't until she began dating adventure seeker Tom, that her desire to travel grew.

Both Stephanie and Tom grew up in the North Shore area of Milwaukee and graduated from Nicolet High School. Tom went to Cumberland for a few years before his parents moved from Whitefish Bay to Fox Point. Sadly at the age of 11, Tom's father passed away from brain cancer. This changed their family dynamic since his mom had to be the sole income earner and was often gone to work. "I have younger siblings and ended up essentially becoming the head of the household and taking the lead on a lot of things," said Tom. "I learned a lot through this forced independence and how to be comfortable being on my own. My desire to travel came from my parents and wanting to see different places and experience other cultures."

While Tom and Stephanie knew of each other in high school, it wasn't until their college years that they were connected through mutual friends. Shortly after they began dating, they backpacked together through Thailand. "The first airplane flight I took was going to Washington D.C. for an 8th grade class trip. Years later the second flight was on a 24 hour ride to Thailand," said Stephanie. "The trip changed my entire outlook on life and gave me the travel bug."

After dating for a few years the couple decided to get married in Jamaica. Prior to leaving they had been looking at purchasing a house somewhere in the Milwaukee-area. They ended up finding their dream house while away and signing the closing papers from Jamaica. "We had mainly been looking on the Eastside because we love the character of houses in that area," said Tom. "At the time we didn't have kids, so the neighborhood aspect of buying a house wasn't even a consideration for us. Now of course we are so happy that we ended up in Whitefish Bay. However it truly was the style of the house that just captivated us and sold us on purchasing in Whitefish Bay."

Their house was built in 1922 on the Register of Historic Houses. "We love all the character of the house from the arched

walkways, wrought-iron windows, and unique upper patio area," said Stephanie. The Raines make sure that any updates done to the house stay within the original design of the house.

What Stephanie and Tom didn't expect was to also fall in love with Whitefish Bay and raising their children here. Shortly after moving into the house, Stephanie was expecting their first child, Sean (9). "Since we were still so young and the only one of our friends to have a child, we literally took Sean everywhere with us. We lovingly referred to ourselves as 'The Three Amigos' and we were all always together," Tom said. Two years ago their daughter Kelly was born. While there is a large age gap between Sean and Kelly, the two love being together and Sean is an extremely devoted older brother.

Tom and Stephanie are hoping to pass down their passion for travel to their children. In 2019, when Kelly was just 10-months-old, they took a trip to Chile and Easter Island. They also plan a few yearly trips to different cities within the



The Raines Family
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US and enjoy traveling with their children. "Having my own father pass away when I was a kid made me prioritize spending time with my own children," said Tom. "We have always tried to include our children in our interests and love seeing the world through their eyes."

When not traveling the world, they love to host house parties throughout the year starting with Halloween and wrapping up with a 4th of July celebration. Tom and Stephanie are both self-proclaimed 'gym rats' and making fitness a top priority. Stephanie is also a registered dietitian and started fitness modeling last year. "We love being part of this community," said Stephanie. "Doing local things like Sounds of Summer or biking to meet friends at the beer garden are what make this area such a great place to live. Out of all the places in the world we've visited, returning home is always the best."

BY CHRISTINE MCBRIDE
PHOTOS BY BOUTIQUE PHOTOGRAPHER



MAY Word search

By Felicia Romano

B	W	B	S	R	E	W	O	L	F	Y	A	M	V
A	A	D	O	K	M	D	I	V	B	L	K	I	E
R	L	C	F	Q	L	O	H	G	W	J	C	U	R
B	O	D	K	U	V	I	O	L	E	T	S	N	I
E	G	B	T	Y	F	R	P	T	O	Q	Y	Y	X
C	B	E	I	Y	A	D	S	R	E	H	T	O	M
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O	T	S	M	U	I	L	L	I	R	T	K	F	O
Y	D	S	E	E	B	E	L	B	M	U	B	S	Z

WORDS:

- MOTHER'S DAY
- GARDENING
- MAY FLOWERS
- BARBECUES
- BACKYARD DECKS
- TRILLIUMS
- VIOLETS
- ROBINS
- BUMBLE BEES
- VICTORIA DAY



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IT IS MAY - the sun is shining, and the flowers are beginning to show themselves. It will be May Day, Bay Day (which has been cancelled for 2020), Cinco de Mayo, Mother's Day, Memorial Day Weekend and my personal favorite No Diet Day. As I write this piece today on March 18th, 2020 for the May 2020 Bay Leaves I do not know where to begin. As of today, the country is dealing with a pandemic of COVID-19. It has closed schools, business and restaurants can only offer carry out or delivery, it has created a sense of fear/panic in everyone. The Merchants of Whitefish Bay consist of small businesses that employ themselves and a small staff that count on their paycheck. They have been greatly affected by this. My hope is that today, we have a another new normal and there is some sense of getting back to business as usual. I cannot stress to you the importance of #ShopLocal, #SupportLocal at this time. Pop into one of the businesses, buy a gift certificate to use at a later date, dine local even if it is just for an appetizer and a drink. Visit a business that you maybe have not in the past. Thank them for doing all that they did to stay open during this horrible situation. We need to come together as a community to support local businesses!



BY KATIE COMMER

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Whitefish Bay Library

THE SAFETY OF OUR PATRONS AND EMPLOYEES is a priority to Whitefish Bay Public Library (WFBPL). We are working to stay on top of this evolving COVID-19 situation by following guidelines from the Centers for Disease Control, WI Department of Health Services, and the North Shore Health Department. The Whitefish Bay Public Library will be closed until further notice. Email questions to reference@wfblibrary.org. Thank you for your patience and understanding during these unusual times. To stay up to date on library information check this page- https://www.wfblibrary.org/about/covid_and_our_community.php

Have questions about materials you have checked out? Worried about your card expiring? Read about the changes implemented by the library system at our website.

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BY SCOTT LENSKI, COMMUNITY & ADULT SERVICES LIBRARIAN



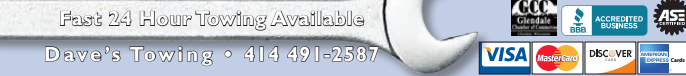
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REAL ESTATE Q AND A
Q: Where was Whitefish Bay's first school built?
A: Old Schoolhouse Park across from today's public library!

PLEASE NOTE ALL OF THESE DATES ARE TENTATIVELY PLANNED AS OF THE PRINTING OF OUR ISSUE. THERE MIGHT BE CANCELLATIONS DUE TO COVID-19.

Thinking of selling in 2020?

The Spring market is in full swing!
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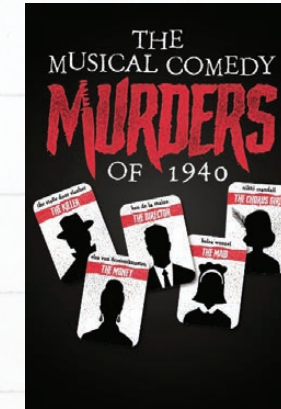



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Whitefish Bay High School Theater Presents: Save the Dates!
The Musical Comedy Murders of 1940



The creative team responsible for a recent Broadway flop (in which three chorus girls were murdered by the mysterious "Stage Door Slasher") assembles for their new show at the estate of a wealthy "angel." The house is replete with sliding panels, secret passageways, and more when the infamous "Slasher" makes their reappearance and strikes again—and again.

As the composer, lyricist, actors, and director prepare for their performance, and a blizzard cuts off any possible retreat, bodies start to drop in plain sight, knives spring out of nowhere, and accusing fingers point in all directions.

However, and with no thanks to the bumbling police inspector who snowshoes in to investigate, the mystery is solved in the nick of time and the "Slasher" is unmasked—but not before the audience has been treated to a sidesplitting good time and a generous serving of the author's biting, satiric, and refreshingly irreverent wit.

Come join us for a wickedly good time!

- ▶ **When:** 7:00 on May 15th and 16th & 2:00 on May 17th
- ▶ **Where:** Whitefish Bay High School Auditorium
- ▶ **Tickets:** \$10.00 for Adults & \$5.00 for Students and Seniors
- ▶ **Ticket Information:** WFBHSTHEATER.COM

Can't wait to see you there!

- ▶ **May 5, 7:00 PM,** CU 4th Grade Orchestra Concert
- ▶ **May 7, 7:00 PM,** RI 4th Grade Orchestra Concert
- ▶ **May 12, 7:30 PM,** 5th-12th grades Band-O-Rama @ HS Fieldhouse
- ▶ **May 14, 7:00 PM,** CU 5th Grade Orchestra Concert
- ▶ **May 15-17,** HS Play—The Musical Comedy Murders of 1940
- ▶ **May 19, 7:30 PM,** MS/HS Orchestra Concert
- ▶ **May 21, 7:30 PM,** HS Choir Concert
- ▶ **May 25** No School
- ▶ **May 26,** Bay Film Festival
- ▶ **May 28, 7:30 PM,** HS Band Concert

ALUMNI

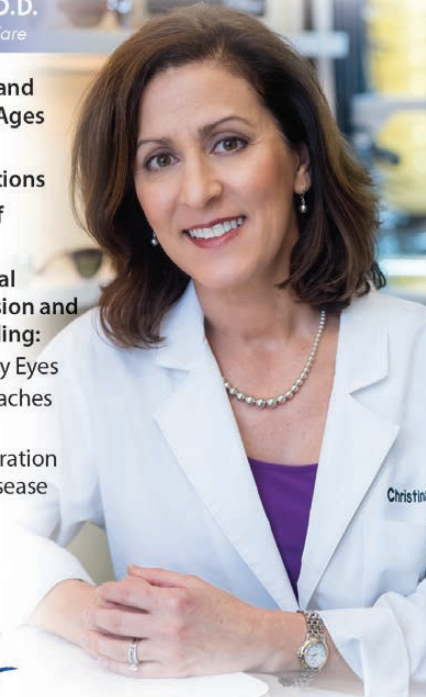
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BY PATRICE MILZER,
ASSISTANT TO THE SUPERINTENDENT

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ONE NURSE'S NOTES

AS I WRITE THIS ON MARCH 17, we are amid rising numbers of COVID 19 (novel coronavirus) infections here in Wisconsin. Cases have been diagnosed throughout the state, schools and restaurants have been closed, events have been cancelled and tensions are high. This will be published in two months' time and I don't know exactly what the future will hold.

What I do know is that the North Shore Health Department of seven employees has been working to keep abreast of this ever changing and serious public health crisis. We have listened to hours of webinars by the CDC and the Wisconsin State Department of Health Services. We have fielded hundreds of calls from medical providers, police, fire, long term care facilities, day care providers, clinics, nurses, schools, teachers, senior citizens, patients, event planners, concerned citizens and more. To date, we have monitored returned travelers, investigated and followed all patients tested and their contacts living in our jurisdiction educating them about quarantine and isolation requirements. Our Health officer has collaborated with the state and other local health depart-

ments as well as local authorities bringing the public health perspective to important decisions affecting all of us.

I would like to repeat recommendations about infection prevention as it is just sound advice for all times, not just during a pandemic:

- ▶ If you are feeling sick, please stay home; away from work, school, all public places and public transportation.
- ▶ Wash your hands-for a full 20 seconds with soap and warm water-or use a hand sanitizer-after toileting, before eating, when visibly soiled, before food preparation and upon entering your home from the outside.
- ▶ Stay hydrated and get 8 hours of sleep.

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Summer means Swimming and Tennis in Bay!

Splish, Splash!

Wanting your child to learn how to swim? Well you are in luck! Beginners to the more advance swimmers looking to perfect their skills are encouraged to register to WFB Recreation and CE Swim Lessons. Lessons are certified by the Red Cross and take place in the two Whitefish Bay High School indoor pools. Private swim lessons are also available for swimmers ages 5 and older. All registration materials and a full lesson schedule can be found in the Summer 2020 Recreation Guide.

Community 2020 Open Swim at The HS Field House Pool

SCHEDULE AND FEES

- ▶ **Sunday-Saturday**
 - ▷ June 15 -Aug 16 | 1:00-3:45pm
- ▶ **Tuesday, Thursday Evenings**
 - ▷ June 16- Aug 16 | 7:00-8:45pm
- ▶ **FEES**
 - ▷ Students/Children ages 3-18 years of age \$3.00
 - ▷ Adults \$4.00
 - ▷ Seniors and Children 2 and Under FREE
 - ▷ Family Swim Pass is \$75.00 for 30 swims
 - » Swim passes are available to purchase at the Whitefish Bay Recreation Department.

Tennis Anyone?

The summer Whitefish Bay Recreation Program offers youth (starting at age 4) thru adult lessons with Tennis Pro Phil Kelbe and staff. First session starts June 15th. Have a more advanced player? The Recreation Department also offers a youth league program, JR SEPRC League, where players will competitive in meets against other local Recreation Departments. All players must be pre-registered and summer tennis lesson do fill quickly so don't wait to sign up. Adults interested in league play should inquire with the WFB Adult Tennis Club via email at whitefishbay.tennis@gmail.com.

WAR HERO BOB MCCAHILL



Bob McCahill was one of Whitefish Bay High School's greatest athletes, and also a war hero. A nine-letter man earning three each in football, basketball, and track, he was All-Suburban in football, and a key member of the 1937 and 1938 Bay track teams that won State titles. After graduating in 1938, Bob attended Marquette University where he was a multi-year starter in football and earned three track letters. Bob was drafted by the NFL's Cleveland Rams in 1942, but enlisted in the Marine Corps, attended Officer Candidate School, and trained as a Parachute Specialist.

Bob was stationed in the Pacific from March, 1943 to February, 1944, seeing action in the Solomon Islands. He was reassigned stateside for six months, during which time he married fellow Marquette grad Nancy Van Roo on March 21, 1944 at St. Monica's Church in Whitefish Bay. Bob returned to the Pacific Theater with the 27th Marine Regiment. He was in the first wave of the Iwo Jima invasion force and died February 20, 1945 in the battle for control of an airfield. He lost his life along with three others when a mortar shell fell into a hole being used as a command post. He was the commanding officer. He was posthumously awarded the Bronze Star for heroism. He was buried at sea and is listed on the Courts of the Missing at National Memorial Cemetery of the Pacific in

Honolulu, Hawaii. In 1961 a marker in Bob's memory was placed at Arlington National Cemetery. He is listed among Bay's war dead at the high school's Memorial Gym.

Bob's parents established the Robert L. McCahill Award at Marquette in 1946. Bob's older brother Bill, a Bay grad, was also an outstanding athlete at Marquette. After Bill's death in 1999 the award was renamed to also honor him. The McCahill Award honors the senior athlete who demonstrates the highest performance in scholarship, leadership, and athletics.

Nancy Van Roo McCahill Fox remarried, had a family, and was a long-time teacher in the Wauwatosa public school system. She died on February 28, 2008.



BY JEFF AIKIN



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Looking forward to a respite from isolation?



ARTISANS IN THE GARDEN • SUNDAY, JULY 26, 2020
 11 A.M. until 4 P.M. rain or shine • \$10 in advance, \$12 at the event

ARTISANS IN THE GARDEN walk will be a respite through beauty and culture. This exceptional event will present 10 stunning gardens featuring Artisans performing or displaying their art. Here is a sneak peek at one of our outstanding spaces. This yard is truly a Zen garden that creates an interruption from the world. Chimes, stones, water features, and climbing plants offer a retreat from one's cares. A charming shed provides a work and storage space for this gardener. In July you will be able to journey through this Zen space. Won't you walk with us to build a more beautiful and healthier village, one garden at a time?

If you would like to help sponsor the walk or have questions about our notable event, email us at wfbgardenclub@gmail.com or visit our website at www.whitefishbaygardenclub.com

BY JILL GRIFFEE ROSS • PHOTOS BY LAURA NANKIN

WHITEFISH BAY RECREATION DEPARTMENT SENIOR "55 AND BETTER" PROGRAMS

Lunch and Lecture

MAY 26- **Mindful-living**

- ▶ **Health and wellness**, we all want it and sustain it! In this presentation, we will learn life tools on how you can reduce the negative reactions we immediately feel during stressful situations. How to make calm mindfulness work every day in today's real world! We also will gain knowledge on how to get a more restful sleep!
- ▶ **Presentation given by** Lynne Shaner PH. D. in Mind and Body Health.
- ▶ **Doors open at** 11:30 to socialize, 12:00 lunch and 12:45 program.
- ▶ **Menu:** maple apple glazed pork tenderloin, whipped potatoes, green beans, coleslaw, rolls, chocolate cake. Cost \$9.00. Must be registered by May 20.

Foundation site featuring the works of immigrant artist/ farmer Nick Engelbert. Then taking the country roads to Circle M Farm in the beautiful driftless region. This is an old fashion farm with all the barn yard animals and garden! You can even needle felt with wool and take home your square! We will have a fabulous "farm to table" lunch (can't get any closer than this!) We end our tour with Hook Cheese where they been making cheese for 45 years! 50 different varieties to choose, and you get 1 pound to take home!

- ▶ **Depart:** Lydell at 6:30am return at 7:15pm Cost: \$125.00 Seats still available, please contact for availability.

Extended Trip

JUNE 12-14

Door County Getaway Weekend!

- ▶ Deluxe transportation, 2 night stay at Rowley Bay Resort, 3 breakfasts, 1 lunch and 2 dinners.
- ▶ **Highlights of tour:** Red Oak Vineyard, Fireboat Cruise on Sturgeon Bay, Door 44 Winery, Egg Harbor Supper Club, Cave Point County Park, Lautenbach's Orchard Winery, Harbor Ridge Winery, Peninsula State Park, Sven's Bluff, famous fish boil insister Bay, Von Stiehl Winery, time for shopping too!
- ▶ **Cost:** \$675.00 per person for double occupancy, \$789 for solo traveler. ** Registration deadline May 4

May 26- Free Blood Pressure Clinic

- ▶ **1:30-2:30**
- ▶ **This is a Free service provided by** The North Shore Health Department. Lydell Community Center room 15. No preregistration required.

Day Trips

MAY 20- **How is it Made? - Grant County, Wisconsin**

- ▶ **The Mustard Museum and Mustard Piece Theatre of course!** Samples and mustard to take home, then on to Grandview Folk Art Sculpture Garden in Hollandale. This is a Kohler

JUNE 3- **Dairy Air of Two Rivers - Two Rivers, Wisconsin**

- ▶ **We will visit this fourth generation livestock far.** The London Dairy Alpacas farm has had Alpacas since 1995. On this interactive tour you can participate in feeding, petting and fiber sorting. There is an Alpaca Threads gift shop on sight to purchase a unique gift! We will have a spectacular lunch at the beautiful Lighthouse Inn with panoramic views looking over Lake Michigan! Our last stop will be the ever so popular Cedar Crest Ice Cream Factory for a delicious scoop!
- ▶ **Departs:** Lydell at 8:30am returns at 4:45pm
- ▶ **Cost:** \$95.00**Registration deadline May 4

All programs required pre-registration unless noted. For program and registration information, Contact Carolyn Noori, WFB Senior Program Supervisor at 963-3992.



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5138 N Bay Ridge Ave.	\$314,900	\$310,000	4630 N Morris Blvd.	\$479,000	\$479,000
929 E Hampton Rd.	\$359,900	\$353,000	4838 N Cumberland Blvd.	\$489,000	\$502,500
6245 N Bay Ridge Ave.	\$389,900	\$390,000	1621 E Blackthorne Pl.	\$499,900	\$500,000
5074 N Woodburn St.	\$389,900	\$397,000			

PENDING


Address	List Price	Address	List Price
4828 N Elkhart Ave.	\$219,900	4779 N Larkin St.	\$499,900
5067 N Cumberland Blvd.	\$399,000	6229 N Bay Ridge Ave.	\$660,000
5700 N Lake Dr.	\$375,000	1001 E Lexington Blvd.	\$699,900
5440 N Santa Monica Blvd.	\$449,000	5101 N Lake Dr.	\$749,000
5165 N Kimbark Pl.	\$479,900		

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SELLING YOUR HOME? Get Ready for the Home Inspection

HOME INSPECTIONS are an important part of the selling process. So, whether your home is currently on the market or you're thinking about selling it's essential that you know what to expect. Being unprepared can result in frustration and a big loss of equity.

The vast majority of offers include a provision which makes the purchase of your home subject to an evaluation of its condition by a licensed home inspector. With hundreds of thousands of dollars on the line, buyers naturally want to be sure that there are no meaningful "defects". The State of Wisconsin offer to purchase defines a defect as a condition that would have a significant adverse effect on the value of the property, significantly impair the health or safety of the occupants, or if not addressed would significantly shorten the expected normal life of the premises.

This definition while helpful, is also sufficiently ambiguous enough to create confusion in a transaction. Most parties agree that a horizontal crack in the foundation is a defect. That's an easy one. But what about a furnace that's 23 years old and properly heats the home? Defect or no defect? It all depends on who you ask. A seller might say that it runs like a champ. The inspector will tell the buyer that it's at the end of its useful life. These are the gray areas in which skilled Realtors work to protect their clients.

THE INSPECTION

It's the job of the home inspector to provide the buyer with a thorough assessment of a home's condition. During a typical 2 to 4 hour inspection they will evaluate the roof, chimney, gutters, siding, windows, foundation, plumbing, electrical system, furnace, water heater, garage, decks, sidewalks, grading and much more. That can be a challenge for homes like ours that are often built in the early 1900s. I've seen inspection reports as long as 60 pages!

REALTOR WALK THROUGH

So how do you protect yourself against significant erosion of equity post-inspection? The first step is to conduct a walk-through of the home with your Realtor prior to going on the market. Point out items that aren't working right, past incidents of basement seepage, and other potential flaws and foibles. Don't be shy. Get it all out on the table so your Realtor can best advise on the right strategy. Together you can decide what items should be repaired in advance and what items can be left alone.

PRE-SALE INSPECTION

In some cases, a pre-sale home inspection paid for by the seller makes sense. This strategy is used to help identify in advance what the buyer's home inspector might uncover. This way you can proactively make needed repairs in the most cost-effective manner and avoid a negotiation where the buyer demands the "Cadillac" solution.

DISCLOSE, DISCLOSE, DISCLOSE

The best way to protect yourself from post inspection frustration and transactional complications is to disclose known defects. Had seepage in the basement? Disclose. Windows don't open? Disclose. Chimney need tuckpointing? Disclose. You might think that these disclosures discourage buyers. Not so. Buyers are far more understanding of issues when they are known upfront. It's surprises that they despise. In fact, disclosures cause buyers to feel trust and confidence in the seller. That's exactly the kind of relationship that helps deliver the best negotiation outcomes. Furthermore, items that the buyer knew about prior to writing the offer are often eliminated from the post-inspection negotiation as they are already factored into the original offer price.

FIND REASONABLE SOLUTIONS

Something is bound to come up in the home inspection that was unforeseen. It's quite rare that a home comes out of an inspection unscathed. Therefore, don't take it personally, just expect some level of post-inspection negotiation and compromise. An experienced Realtor will negotiate ways to reduce the hassle of repairs, minimizes the expense to you, and keep the buyer in the deal.

HOME CARE IN GENERAL

The truth is, homes that are not well maintained take a big hit. Maintenance work that has been put off over the years will come back to haunt a homeowner when it's time to sell because buyers will demand deep discounts to address neglected repairs. In other words, take care of your home during your time of ownership and enjoy the benefits rather than spending lots of money to make repairs for the buyer (that you will never enjoy).

GENERAL INSPECTION BITS

- ▶ Inspections are must be done by inspectors licensed by the State of Wisconsin.
- ▶ The cost is typically \$300 to \$500 paid for by the Buyer.
- ▶ The inspection period is frequently 7 to 15 days.
- ▶ Always disclose defects to prospective Buyers.
- ▶ You can either agree to make requested repairs or offer monetary compensation.

Good luck with the sale of your home! Working with a capable Realtor, will help you navigate the entire sale process and get you moving towards your next stage of life.



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