



September | October 2016

AN EXCLUSIVE NEWSLETTER FOR THE RESIDENTS OF LAKE WISCONSIN

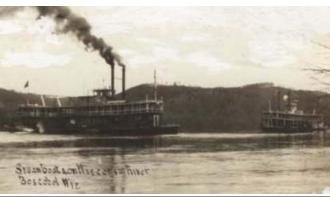
Steamships on the Wisconsin River

Submitted by Greg Stangl

The little paddle-wheeler *Aquila* chugged and rattled up the Mississippi on her first journey ever. She turned onto the Wisconsin River and sailed into steamship history. Built in 1855-56 she was piloted by Captain Steven Hotaling who had brought her down the Ohio from a shipyard in Pittsburgh. Although travel on steamships up and down the Mississippi was fairly common in those days, this was to be the first ever attempt at sailing all the way up the Wisconsin River, through the Portage canal, and down the Fox River to Appleton and on to the Great Lakes.

The land lying between the Fox and the Wisconsin rivers in the early days was known as a "portage." A portage is the act of transporting boats and supplies from one waterway to another. It is unique, as it is part of a natural water-shed or is called a "continental divide." The Fox River flows from South to North emptying into Lake Michigan while the Wisconsin River flows from North to South emptying into the Mississippi, and eventually to the Gulf of Mexico.

The Indians called the "portage" Wau-wau-o-nah, which means "the place where



Steamships on the Wisconsin River.

one takes up his canoe and carries it on his back." The one and four-tenths mile trail through this marshy area was very difficult. Sometimes during high water, boats could paddle from one river to the other. In 1828, the U.S. Department of Army sent soldiers to erect a fort at the portage to protect the white settlers and to keep the Indians in order. The Indians were charging tolls to "portage" across their land and the white settlers did not want to pay. There was a need for a better means of transportation between the two rivers.

For years loggers, business developers and politicians dreamed of a way to link the Great Lakes with the



The Steamship "Grand" stranded near Boscobel, WI on the Wisconsin River.

Mississippi River. In those early days, rivers were the super-highways of transportation and having access to the Gulf of Mexico promised great wealth.

In the mid-19th century, the Portage area waterway was improved with numerous locks, dams and canals, including the 2-mile (3 km) Portage Canal between the Fox and Wisconsin Rivers. All the locks were not completed until well after the 96 mile Illinois and Michigan Canal opened in 1848. This was at the point where the move from canals to railroads was in full swing.

The locks on the Lower Fox River were built for steamboats. When construction of the locks began in

Continued on page 4...

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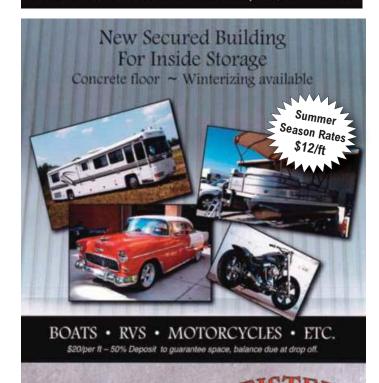
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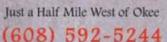
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A Kayaker's **DELIGHT** on Lake Wisconsin By Greg Stangl



Toby Grabs has been coming to Lake Wisconsin for most of his life. "It's a heart place." he says, "It's a part of me. I have been coming up here since my parents bought their first place on Idlewild Road back in 1972."

Toby started kayaking during the summers when he lived on the eastern shores of Lake Michigan and has been kayaking ever since... "I love the intimacy a kayak offers the paddler to the water." he says. "You are literally inches from the water." He feels that "kayaking is great exercise, fairly inexpensive and very peaceful. Because the kayak is so quiet you are able to get really close to wildlife. "

"Lake Wisconsin is a very nice lake for kayaking. It's not too big so the waves and wind usually are not much of a problem. Also, there are several destinations that are fun to kayak to: Stoners Bay, Fitz's, Lucky's and the railroad bridge." He continued, "I really enjoy just paddling along saying "hi" to people on their docks."

Toby prefers a kayak with a tight fit, so he practiced doing wet exits (or an upside down underwater escape) in shallow water until he mastered it. He also stressed the importance of always wearing a properly fitted and adjusted PFD (Personal Floatation Device) for safety.

When looking for the right kayak for Lake Wisconsin, Toby shopped carefully. "I have a Dagger Alchemy 14 b/c. It's truly a jack of all trades. It can be used on large or small lakes, can paddle rapids up to class II, and has three cargo holds for overnight tours. It is maneuverable for river paddling but has a retractable skeg for better tracking when on the lake."

Kayaking is one of the fastest growing sports in North America according to a recent article in Time Magazine. In addition, the National Sporting Goods Association reports that the sport has grown to nearly 8 million active participants in the U.S. alone. This growth marks an increase from 3.5 million only 10 years ago with numbers evenly split between males and females.

Toby says that he loves all of the seasons of Lake Wisconsin, even the winter! "There is something magical every time the lake freezes over and the previously liquid lake can be walked on... Even though he is not able to kayak when the lake is frozen, his family loves to slide around on the lake, have snowball fights, play hockey, go for long walks and even have fires out on the lake. Sometimes in the winter when the lake is frozen over, Toby goes out on the lake and lies on the ice, looks up to the sky and takes in all of the beauty.

Lake Wisconsin has always been an important part of Toby's life. He remembers when he was very young and so looked forward to seeing the ferry... "Sometimes I would go down to the lake to talk to the ferry and ask how it's been," Toby reflects. In more recent years, Toby proposed to his wife while paddling around the lake.

Another one of Toby's favorite memories of Lake Wisconsin involves his brother John. "One year we were up for the 4th of July and we were so happy to be here that we stayed late into the evening watching the bats and looking at the stars. At some point we decided to take our boats out into the middle of the lake to get a better view of the sky. We sat out there talking and cracking

jokes and watching stars until the sun came up. It's a memory of a life time!"



Appleton each week. Steamboats on the

Wisconsin River performed a variety of

tasks in addition to carrying passengers.

They commonly hauled lumber, grain and

coal. The fuel for their boilers came from

huge stacks of wood farmers cut in the

cords. A cord was four feet wide, eight

feet high and eighty feet long and sold for

winter and stacked along the river in

fifty dollars and would last for about

twenty five to thirty miles before it was

time for the steamer to "wood up" again.

historic journey, the railroad reached the

competition to steamboat Commerce. By

River. With the completion of the damn

in Prairie Du Sac in 1913, the river was

effectively closed to commercial traffic.

sad fate. The ungainly "Mudtub" was

The Aquila was met with an equally

dismantled in 1860 at the start of the Civil

she was the pride of the Wisconsin River.

War. But for one brief shining moment,

Lower Fox Valley and offered fierce

1930, the railroad and highways had

eclipsed the steamboat era on the Fox

Just four years later after the Aquila's

Steamboats, continued from front page...

the 1850s, steampowered vessels had replaced barges towed by mules and flat boats pushed by hand with long poles. The narrow locks favored steamboats with paddlewheels mounted in the stern (back) of the vessels over those mounted on the side. Sternwheelers offered more deck space for passengers and freight than did side-wheelers. The vessels were designed to negotiate bends in the winding river and large waves on Lake Winnebago's open water. After the locks

The *Ellen Hardy* tied up near Prairie du Sac.

were completed in 1856, steam traffic on the Fox River boomed.

The Aquila's two smoke stacks just barely protruded above her side paddles. Built low and wide to navigate the shallow Wisconsin River, locals called her the "Mudtub". As she pounded up the river, heads turned, not used to seeing steamships in this part of the Wisconsin. Passing Sauk Prairie, Prairie Du Sac and Merrimack, passengers on the ship marveled at the beautiful bluffs on both sides of the boat. Progress slowed when she crossed the future Lake Wisconsin as she passed the many sandbars and tree stumps.

After making her way through Portage and just below the Neenah lock, the *Aquila's* trip suddenly seemed doomed. The mighty boat bottomed out and Captain Hotaling found himself playing a game of "scratch gravel." For several hours the *Aquila* lay stuck on the river bottom until someone suggested that they remove some of the passengers and cargo. With that done, the boat was able to float again and continue its historic journey.

The Appleton Crescent of June 7th 1856 relayed the following: As the Aquila came around the bend into the basin, the hundreds that were *lining the banks of the* canal began cheering! A band was discoursing elegant strains, and flags and banners were flying. Steam whistles screamed *at the celebration of the* ceremonial joining of the waters of the Mississippi and Lake Michigan.

All along the banks crowds appeared in a festive mood. Captain Hotaling sounded the steam whistle and the crowds cheered back. Men left their work places and women abandoned their laundry while children on summer

vacation ran along the banks to cheer the boat on.

The historic trip of the steamship *Aquila* was just a preview of things to come. By 1858, twentyfour steamboats passed through



The Steamship "Lookout" on the Wisconsin River.



Submitted by Greg Stangl, resident of Lake Wisconsin. Greg has a Master's Degree in photography and has been a writer, photographer and speaker for close to 45 years. He and his wife, Colleen, have owned a cabin on Lake Wisconsin for 25 years... Greg enjoys researching and reading about some of the history of the Lake Wisconsin area. You will be hearing more from Greg in future issues of the Lake Wisconsin Living newsletter. Comments on this article, please contact the author at profotoguy@hotmail.com.

Lake Wisconsin *Living*







What are the CHANGES for Wisconsin Shoreland Zoning?

ounties are no longer allowed to exceed state shoreland zoning standards. Before Act 55, the state budget for 2015-17 change in law, counties were required to enact a shoreland zoning ordinance that at least met the minimum shoreland zoning standards (as set by DNR in NR115), but had the option of going beyond those standards. This option was used by a number of counties, including those that adopted a system of "lake classification", in which lakes were assigned to different classes, each of which had a different set of shoreland zoning standards.

Under the new law, counties may not enact ordinances stronger than the state's shoreland zoning standards in NR115. In addition, any existing ordinance provisions that are stronger than the NR115 standards are unenforceable. Counties are, however, allowed to enact a shoreland zoning ordinance or ordinance provision that "is not regulated by a shoreland zoning standard."

For more information on the Wisconsin DNR's Administrative Code Chapter NR115 visit the DNR website at http://dnr.wi.gov/topic/ShorelandZoning/documents/chapternr115.pdf

Do you have a question about Lake Wisconsin or the Wisconsin River? *If so, send your question to newsletter@TFMwisconsin.com.*

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The pumpkin patch to pick out your favorite pumpkin for the fall season.

Every autumn you will see pumpkin patch signs in many locations throughout the state of Wisconsin helping to entice everyone to seek out their local pumpkin patch / market in search of the best. Sometimes that means tall and skinny, sometimes short and round, sometimes even green and misshapen; the perfect pumpkin is loosely defined and its beauty is in the eye of the beholder.

So whether you want to choose your own pumpkin to take home, are craving a slice of pumpkin pie or just want to celebrate its existence, there are tons of ways to enjoy the power of the pumpkin in Wisconsin. Here's a sampling of some of the great pumpkin patches / markets around this area.

TREINEN FARM - LODI

Treinen boasts Wisconsin's largest corn maze, horse drawn wagon rides to the pumpkin patch, a tube slide, tractor tire playground, mini-maze, pumpkin slingshot, farm animals, and plenty of seasonal fall foods. They even offer a Pumpkin "Daycare" so your pumpkins are safe while you have fun. For more information visit their website at www.treinenfarm.com



CREEK BED COUNTRY FARMACY - POYNETTE

Twist and turn through the 18-acre Corn Maze. Board a Hay Ride to the pumpkin patch, have the kids play in the Farmacy's "Back 40" Playground, complete with swings, corn sensory tables, play structures and a 70' gunny sack

Where Can I Find **Pumpkins** Near Lake Wisconsin?

slide. For more information visit www.creekbedcountryfarmacy.com

COUNTRY BUMPKIN FARM MARKET -WISCONSIN DELLS

Fall is great time for a visit to Country Bumpkin Farm Market. Here you'll find many varieties of pumpkins, colorful broom corn, Indian corn, various shaped gourds and squash, and fall décor items to make this time of year fun, festive, and easy. They also make nice, thick & strong, corn shock bundles and hay bales. Open every day from 9am-6pm. For more information visit their website at www.countrybumpkinent.com

SKI-HI FRUIT FARM - BARABOO

Ski-Hi Orchard is located just off Highway 12 near Devil's Lake State Park and is another fine choice for an autumn day. Ski-Hi has lots of great products and snacks to take home or to enjoy on their deck or out in the vast picnic area. They have squash, gourds and some pumpkins, but mostly apple orchards galore and anything "apple." Be sure to take a walk down the hill to find the picturesque log cabin. For more information you can LIKE them on Facebook.

KALSCHEUER'S PUMPKIN FARM - ASHTON

Get the perfect pumpkin at Kalscheuer's Pumpkin Farm. In

addition to pumpkins, they offer pumpkins, gourds, corn, corn bundles, straw bales, white pumpkins, squash, and long neck gourds. They also have cows, calves, pigs, kittens and rabbits for the kids to see! Easy to locate just a short distance off Hwy 12 on County Hwy K, just north of Middleton. Open the last week of September, their hours will be 12 noon - 6:30 pm



M-F, and 9:30 am - 6:30 pm Saturday and Sunday. For more information call 608-836-3592 or visit their Facebook page at https://www.facebook.com/Kalscheuers-Pumpkin-Farm-241551909227143/

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Fishing on Lake Wisconsin and the Wisconsin River

By Gary Sanders | Lake Wisconsin Walleyes, LLC | www.lakewisconsinwalleyes.com

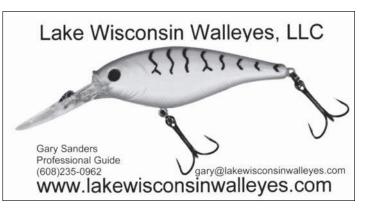
ontrary to popular belief, the month of September does not mark the start of fall fishing. September may be more accurately described as the last month of summer, and a time of transition for fish.

Changes in day length combined with wild temperature swings from day to night, add an element of instability to the environment. The result of these seasonal changes are somewhat analogous to having a cold front come through on a daily basis. It takes some time for fish to get used to these changes, and the bite in September can sometimes be inconsistent because of it.

Traditional techniques and locations that have been working all summer can be good one day and not work the next. Jigging and rigging with live bait such as crawlers, leeches or minnows are sure to coax bites out of fish that are feeling the September funk.

Once October rolls around, we start to see a decidedly downward trend in water temperatures and significantly improved water clarity. This decline in both air and water temperatures kicks off what I consider to be the beginning of "fall fishing". This cooling off of the water impacts baitfish in such a way, that they will start to seek out the warmest water available. That usually means shallow, but remember, "shallow" is a relative term, and can also mean the upper part of the water column depending on where you are fishing, not just the actual depth of the water.

October can be an excellent time to grab your head lamp, waders and favorite spinning rod to pursue night feeding walleyes that come in shallow where the baitfish are. Both swim baits and jerkbaits can be effective at this time. *Tight Lines...*









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To make your newsletter even better, we invite you to submit your information to be published in Lake Wisconsin *Living*.

Do you want to highlight stories about your friends, family activities you have experienced, etc.?

Let us know by emailing your information to newsletter@TFMwisconsin.com.

We look forward to hearing from you!

ATTENTION!

Lake Wisconsin HOMEOWNERS...

We are going to write a future article on some of the resorts that used to be on Lake Wisconsin. If anyone has any information, pictures or knowledge of any of the resorts, please contact Greg at profotoguy@hotmail.com. *Thanks in advance...*



Old resort was located right near the Ferry Landing on Lake Wisconsin

Lake Wisconsin Alliance to Host LAKE WISCONSIN **FISH** Shocking Demonstration September 13th ALLIANCE



Nate Nye, WDNR Fish Biologist show cases the fish species captured during the fish shocking demonstration held in October 2015.

Additional LWA Upcoming **Meetings & Events**

• Tuesday, September 13, 2016 - 6-8 p.m. - Fish Shocking Demo, Location TBD - Check LWA website to verify location • Thursday, September 22, 2016 - LWA Board Meeting - 6:30 p.m., Location TBD - Check LWA website to verify location • Thursday, October 27, 2016 - LWA Board Meeting - 6:30 p.m., Location TBD - Check LWA website to verify location

The Lake Wisconsin Alliance (LWA) will host a fish shocking

demonstration at Whalen Grade, Hwy CS & Hwy V, on Tuesday, September 13th from 6:00 to 8:00 pm. This demonstration will provide you with the chance to see different fish species present in Lake Wisconsin and learn how fish surveys can help estimate fish populations and the overall health of the lake.

We will first gather at Whalen Grade public boat landing for a short presentation by Nate Nye, Fisheries Biologist with Wisconsin DNR. Then, we will follow Nate and his crew along the grade as he collects fish. At the end, we will gather at the bridge along Hwy V to discuss the results.

In case of inclement weather, LWA will announce the cancellation of the seminar via the Lake Wisconsin Alliance Website (www.lakewisconsinalliance.org) and an announcement will be made on local radio stations.

If you have questions about this event or any other LWA educational event(s), feel free to contact Melissa Keenan at 608-355-4838 or mkeenan@co.sauk.wi.us.

Lake Wisconsin Alliance (LWA) - a recently developed, non-profit (501(c) 3, citizen advocacy organization with a mission to endeavor to balance the diverse interests of the Lake Wisconsin community while improving recreational opportunities, water quality, and sustaining a healthy ecosystem within the Lake Wisconsin watershed.

LAKE WISCONSIN

LWA would like to ALLIANCE extend a

sincere THANK YOU to Lake Wisconsin Living and Terra Firma Realty for allowing us to share our educational events, fundraising and mission in this publication at no cost to our non-profit organization.

We appreciate your support!

Volunteer Help NEEDED to Make LWA Even Better!

Lake Wisconsin Alliance (LWA) would like to invite you to please consider volunteering to help the organization continue its good work. There are many ways in which you can become involved in LWA ranging from participation in one-time events /



activities, serving on a standing committee, or accepting a role of leadership as a member of the Board of Directors. In order to be considered, you must be a current member in good standing. Please see our website for more information as to how you can get involved and make a difference in regards to Lake Wisconsin, your lake. Link to volunteer:

http://lakewisconsinalliance.org/how-you-can-help/volunteer-opportunities/

ICE AGE TRAIL(IATA)



Join the IATA Lodi Valley Chapter for the Following Fall Events

GUIDED HIKES

You will enjoy participating in the IATA Lodi Valley Chapter full moon hike on Wednesday, September 14th. Meet at the Twin Pines parking area on Lodi Springfield Road at 7 pm. For directions visit https://goo.gl/maps/RvNFo

They will also be coordinating another full moon hike on Sunday, October 16th at 7 pm. Meet at the Slack Road trailhead at 7 pm. For directions visit https://goo.gl/maps/f5TIJ

Wear appropriate clothing and shoes for the weather. Bring a light as it may be dark at times. Well behaved, leashed dogs are welcome. For more information contact Bill at 608-843-3926 or email billpatti@charter.net.

CHAPTER MEETINGS

Thursday, September 15th at 7 pm and Thursday, October 20th at 7 pm. Both meetings will be held at the Lodi Medical Clinic, 160 Valley Drive. Please join us to learn more about what is happening with the Ice Age Trail and to spend time with Terrific Trail people! We hope to see you there! For more information, call Joanna at 608-577-9984.

TRAIL IMPROVEMENT EVENTS

Join the IATA Lodi Valley Chapter for trail improvement on Saturday, September 10th from 9 am - 12 noon, at the South wayside of Merrimac Ferry. For directions visit

https://goo.gl/maps/5SdNk. There will also be another trail improvement event on Saturday, October 15th from 9 am -12 noon. Place to be

determined. Help out for as little or as long as you like. All tools will be provided - just bring your muscles! Also, bring work gloves and water, wear hefty shoes, long sleeves and bring an energetic attitude. For questions contact Bill at 608-843-3926 or billpatti@charter.net

WISCONSIN FALL COLORS RUN & HIKE

Saturday, October 22nd in the morning. For details and info visit www.fontanasports.com/info/events/wisconsin-fall-colors-run/



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September | October 2016



Calendar of Events

TASTE OF MADISON – September 3rd & 4th, Around the Capitol Square. A celebration of food, entertainment, and fun for the past 33 years. This year, Taste of Madison features 80 restaurants and over 200 menu items, 26 beverage stands, 3 entertainment stages, and over 35 live musical performances. FREE admission to this event! www.tasteofmadison.com

LODI CITY WIDE GARAGE SALES - September 16th-18th. Make sure to contact Lodi Enterprise to reserve your spot on the map! <u>www.information@lodiwisconsin.com</u>

7th Annual YAHARA RIVERFEST – September 10th, 12-5pm, Conservancy Commons Park, DeForest. Children's games and family activities all day. Rubber Duck Races (come and decorate your own duck!), Riverfest Trail Tromp Run/Walk, Tractor/Horse Drawn Wagon Rides, Youth Fishing Clinic, Self-Guided Trail Tours, food for sale and live music. www.yaharariverfest.com

49th Annual PARDEEVILLE WATERMELON FESTIVAL – September 10th, starts at 10am. Speed-Eating and Seed-Spitting Championship, Inc. - Chandler Park, Pardeeville. Family Friendly Festival, featuring free sliced watermelon, kid's games, entertainment, craft vendors and watermelon contests with seed spitting and carving – Todd Hepler, 608-697-6198 www.pardeevillewatermelonfestival.com

WISCONSIN DELLS WO-ZHA-WA FALL FESTIVAL 2016 – September 16th-18th. A festive celebration of autumn including an arts and crafts fair, antique flea market, Maxwell Street Days, live entertainment and a 100-unit parade (1:30pm Sunday). Enjoy great food from service clubs and downtown restaurants, visit attractions and the street carnival. All activities located in Downtown Wisconsin Dells & Bowman Park. <u>www.wozhawa.com</u>

WO-ZHA-WA RUN 2016 – Sat, September 17th. The 49th running of Wisconsin's Oldest Long Distance Race. Once again we offer a challenging half-marathon and four-mile courses plus a weekend of fun in Wisconsin Dells. Both races begin at 8:00 am with start and finish at Wisconsin Dells High School. For full details: <u>www.wozhawarun.com</u>

ANNUAL TRI-LAZY TRIATHLON – Sat, September 17th. Tri-Lazy Triathlon is a biking, canoeing and running event. Sponsored by the Fall River Pirate Foundation. For additional information: www.fallriverpiratefoundation.com

DEVIL'S CHALLENGE TRIATHLON – September 17th-18th. The Devil's Challenge Triathlon closes out the 2016 WI Tri



Series racing on **Sun**, **9/18**! After a swim in Devil's Lake, challenge yourself with a hilly bike ride through the beautiful Baraboo bluffs and a 5K run through the quiet park roads of Devil's Lake

State Park. On **Sat**, **9/17**, is the Devil's Challenge Off-Road Triathlon – returning for the 3rd year, is the only off-road triathlon in central Wisconsin. <u>www.devilschallengetri.com</u>

BREW-B-QUE DOWNTOWN BLOCK PARTY - September 24th, 10am-6pm. Join us for the 9th Annual Lodi & Lake Wisconsin Brew-B-Que in downtown Lodi. This great event takes a Backyard BBQ and turns it into a Huge Block Party as we close Main Street for the day and offer great food, a Kids Zone, live music and craft beer. Gates open at 10 am. Grounds Admission is Free!! www.lodilakewisconsin.org FALL FAIR ON THE SQUARE – October 8th, 9 am-4 pm. Downtown Baraboo, 150+ Artisans and Crafters, Food, Live Music, Entertainment, and Kids Area. Street closed around the square. <u>www.downtownbaraboo.com</u>

FALL FESTIVAL AT THE GLEN – DURWARD'S GLEN RETREAT CENTER, Baraboo – October 8th, 10am-4pm. Guided tractor tours of our historic grounds, flea market, antique show, arts/crafts, and other vendors, bakery goods, brats and refreshments. Free. Donations warmly welcomed. For Additional Information: <u>www.durwardsglen.org</u>

CHAMBER OF HORRORS AWARD WINNING HAUNTED HOUSE – October 7, 8, 14, 15, 21, 22, 28, 29, 7pm-10pm. Voted last 4 years as Winner of Visitor's Choice award for Favorite in SW Region of Wisconsin Haunted House, is located on Heppe Rd. Fall River, WI – Sponsored by Fall River Chamber of Commerce. For Additional Information: www.fallriverhauntedhouse.com



FALL FESTIVAL WEEKEND 2016 - October 14th-15th. Downtown Wisconsin Dells on LaCrosse St. Includes a craft beer walk, food, "Dells On Tap" Microbrew tasting, family activities, arts & crafts, entertainment, and Dells Monster Dash 5K run/walk. This is the most colorful weekend in Wisconsin. Fun for the whole family. www.wisdells.com

TREINEN FARM CORN MAZE & Pumpkin Patch – Sept. 23rd – October 30th. *Named one of the best fall corn mazes by USA Today!* Located on Highway 60, halfway between Lodi and Sauk City; join other costumed visitors and journey through the 15-acre corn maze in the dark. For more information, call 608-622-7407 or visit <u>www.treinenfarm.com</u>

LUCKY'S BAR & GRILLE on the LAKE

W11579 Hwy V, Lodi, WI 608-592-LUCK (5825) or www.luckysbarandgrille.com

- Tiki Bar, Gas fire pits and lower level patio
 - Friday Fish Fry; groups of 6 or more need reservations BANDS
 - Sept 2nd 6pm, Back-to-Back Acoustic
 - Sept 2^{-d} opin, Back-to-Back Acoustic
 Sept 3rd 2:30pm, UW Badgers vs LSU Football
 - Sept 3rd 6pm, John Masino Band
 - Sept 3th 1pm, Pat McCurdy
 - Sept 4th- 6pm, Country Wide Rocks

LOCAL FARMERS' MARKETS

- Baraboo, Wed & Sat, 7:30am-1pm, Downtown Courthouse Square on Oak St between 3rd & 4th St
- DeForest, Tues, 3-6pm, Veteran's Memorial Park, Main St
- Lodi Valley, Fri, 2-6pm, Village Green next to Koltes Do-It-Best, 902 N. Main St
- Poynette, Sat, 8-11:30am, Pauquette Park parking lot, 106 S. Main St
- Portage, Thur, 12noon-6pm, Commerce Plaza (corner of Cook & Wisconsin Streets)
- Sauk Prairie, 2nd & 4th Sat, 9am-1pm, across from Blue Spoon Café, downtown Prairie du Sac
- Sun Prairie, Sat, 7am-12noon, Municipal parking lot behind City of Sun Prairie Bldg, 300 E. Main St
- Sun Prairie, Tues, 2:30-6pm, West Main Shopping Center Parking Lot
- Wisconsin Dells, Sun, 9am-1pm, Thunder Valley Inn, W15334 Waubeek Road

Lake Wisconsin *Living*



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Michael Coke Broker/Owner

Hire a **PRO** to **SELL** Your House

In today's market, with home prices rising and a lack of inventory, some homeowners may consider trying to sell their home on their own, known in the industry as a For Sale By Owner (FSBO).

Even though homeowners obviously know their homes better than anyone and often want to try and save commission dollars, there are several reasons why this might not be a good idea for the vast majority of sellers.

Statistics show that selling your home with the assistance of a professional real estate agent will garner you a higher profit, enough to cover the commission as well as put more money in your pocket. According to the National Association of Realtor's (NAR's) **2013 PROFILE OF HOME BUYERS AND SELLERS**, the average FSBO sales price was \$174,900 while the average price for a home represented by an agent was \$215,000, a difference of \$40,100. In a more recent 2015 report from NAR, FSBOs typically sold for less than the selling price of agent-assisted homes with FSBO homes selling at a median of \$210,000, which was lower than the median of all homes sold at \$245,000.

WHY TO SELL WITH A REALTOR

Choosing to sell with a professional rather than on your own makes sense for a variety of

reasons:
 Realtors have access to market

data about recent sales and other homes on the market that can be used to price your home appropriately. Studies show that homes priced right when first listed sell more quickly and for a higher price that those that linger on the market.



• Realtors can show your home

when you aren't available, respond to inquiries, and get valuable feedback from visitors. All things that save you time.

 Realtors can look at your home objectively and suggest ways to improve its appearance-by staging and minor repairs – making it more appealing to the buyer.

• Buyers typically prefer to look at a home without the seller present so they can feel more comfortable exploring the rooms and visualizing themselves in the property. At a FSBO sale, the seller must be present.

• Realtors have professional marketing expertise, contacts with other Realtors who work with buyers, and the support of a

brokerage that can market your home more widely than you can as an individual. In some instances they may have potential buyers for your home already in their database.

• Realtors can help you negotiate a contract that not only garners you an appropriate price for your home, but that meets your needs for a settlement date and perhaps includes a period when you rent back your home from the buyer. In addition, a Realtor can make sure your contract is in compliance with all local regulations.

EVEN FANNIE MAE AGREES

Here's what Fannie Mae suggests to sellers on the "Know Your Options" section of their website:

"Select how you'll market and list the home (e.g., with a real estate agent or for sale by owner). There are pros and cons to each, but unless you are experienced at selling homes, it usually makes financial sense to get professional help – homes sold by agents typically sell at a higher price and spend less time on the market. An agent will also help you determine the best pricing for the house, they'll market the home, and they'll be your advocate throughout the process."

FSBO DANGERS

Many buyers today work with a Buyer's Agent to represent their interests. If you choose to sell your home on your own, you'll be negotiating with a professional and relying on your own skill to finalize a contract. Not only could you end up selling your home for less money, you could leave yourself open to potential legal problems unless you have the contract vetted by an experienced real estate attorney.

In addition to negotiating with the buyer and the Buyer's Agent, you might also find yourself having to negotiate with home inspection companies (which work for the buyer and will almost always find some problems with the house), the appraiser (if there is a question of value), and the buyer's attorney (in some parts of the country).

FSBO transactions can be successful, of course, but 90% of homeowners prefer to work with a professional rather than risk an unsatisfactory home selling experience. After all, a homeowner's top priority is to get the best dollar for their asset while keeping it safe and secure... A professional Realtor can do

both. If Fannie Mae says that using an agent probably makes sense, you should consider interviewing an agent before putting your house up for sale.





Lake Wisconsin Living

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c/o 5008 Linde Lane, Suite 400 DeForest. WI 53532

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Kyle Ballweg