Bay Leaves

JULY 2018

Celebrating the 4th of July with the Buresh Family

Cover Photo by Boutique Photographer Linda Smallpage
If you need home coverage, I can help. I live and work right here in our community. I know what the homes are like in the area. So I can offer advice you can trust to help you get the protection that fits your needs. If you’re ready to talk home insurance or need some advice about protecting all that’s important to you, call me today.

Andrew J. McCabe
414-961-1166
4010 N. Oakland Ave.
Shorewood, WI 53211
andrewmccabe@allstate.com

Protect the home you love.

© 2015 Allstate Insurance Co.

Sommer’s
Love the Difference

2018 Buick Regal TourX

2018 GMC Yukon

MEQUON • 262.242.0100 • www.SomersBuickGMC.com
Dear Residents,

In true Milwaukee fashion whenever I feature a family even if I didn’t know them beforehand, there ultimately ends up being some type of connection between us. With the Buresh family the connection goes back to my years in grade school when John and I were both students at St. Monica’s, John being a year ahead of me. Fast-forward to 2013 when my son Chip and their middle son Jimmy ended up being in preschool together at Tree of Life. While John and Michelle bear no resemblance to my husband and me, somehow our sons looked like identical twins. So much so, that when Chip walked down the aisle at a school event, John turned to Michelle and asked "Is that a new outfit Jimmy has on?" to which Michelle responded "That’s not Jimmy, that’s Chip!" Since preschool the two boys have developed a little more individuality but there are still similarities. Enjoy reading about this fun loving family and learning why their connection to their house goes back to the previous owners from 50 years ago.

Chip fits right in with the blonde Buresh boys.

Happy 4th of July!
Christine McBride
Content Coordinator
cmcbride@bestversionmedia.com

Expert Contributors:
To learn more about becoming an expert contributor, contact Kathy Durand at (262) 716 4788 and kdurand@bestversionmedia.com, or Christa Banholzer at cbanholzer@bestversionmedia.com

Village of Whitefish Bay Wisconsin
Julie Siegel .......................... Village President
Jenny Heyden ................. Communications Specialist
Bay Leaves is mailed directly to your home through the courtesy of our advertisers at NO COST to you or the Village of Whitefish Bay. We encourage you to thank them with your support.

Content Submission Deadlines

<table>
<thead>
<tr>
<th>Content Due</th>
<th>Edition Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>November 20</td>
<td>January 20</td>
</tr>
<tr>
<td>December 20</td>
<td>February 20</td>
</tr>
<tr>
<td>January 20</td>
<td>March 20</td>
</tr>
<tr>
<td>February 20</td>
<td>April 20</td>
</tr>
<tr>
<td>March 20</td>
<td>May 20</td>
</tr>
<tr>
<td>April 20</td>
<td>June 20</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Content Due</th>
<th>Edition Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>May 20</td>
<td>July 20</td>
</tr>
<tr>
<td>June 20</td>
<td>August 20</td>
</tr>
<tr>
<td>July 20</td>
<td>September 20</td>
</tr>
<tr>
<td>August 20</td>
<td>October 20</td>
</tr>
<tr>
<td>September 20</td>
<td>November 20</td>
</tr>
<tr>
<td>October 20</td>
<td>December 20</td>
</tr>
</tbody>
</table>

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
- Dep. of Recreation & Community Education .......... (414) 963-3947
- Whitefish Bay School District ...........................(414) 963-3921

Any content, resident submissions, guest columns, advertisements and advertorials are not necessarily endorsed or represent the views of Best Version Media (BVM) or any municipality, homeowners associations, businesses or organizations that this publication serves. BVM is not responsible for the reliability, suitability or timeliness of any content submitted. All content submitted is done so at the sole discretion of the submitting party. ©2018 Best Version Media. All rights reserved.

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

Publications: Christa Banholzer and Kathy Durand
Content Coordinator: Christine McBride
Designer: Colleen Collerton Dunkel
Contributing Photographer: Linda Smallpage, Boutique Photographer

Advertising
Interested in advertising in any of the following Wisconsin communities? Appleton/Neenah, Bayride, Bay View, Brookfield, Cedarburg, Deldafield, Fond du Lac, Fox Point, Franklin, Germantown, Grafton, Green Bay, Hartland, Madison area, Menomone Falls, Mequon, New Berlin, North Point, Oak Creek, Oconomowoc, Oshkosh, Pewaukee, Racine, River Hills, Waukesha, Wausau, Wauwatosa, Whitefish Bay.

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
To Subscribe to the Village Weekly Newsletter
Be the first to know about What’s Up at the Village! Subscribe to the free weekly Official Village Online Newsletter: Send your Email address to Jenny Heyden, Communications Specialist, j.heyden@wfbvillage.org or subscribe at bit.ly/1U49dmE

Holiday Refuse and Recycling Pickup Schedule

4th of July: Refuse and recycling normally picked up on Wednesday, July 4, will be picked up on Thursday, July 5.

Customer Service

The Following Customer Services will be handled at the DPW Customer Service Window until fall 2018.

Location: 155 W. Fairmount Ave, with the entrance on Lydell, closest to the parking lot.
- Building Services: M-F 8:00am-4:30pm
- Financial Services: M-F 8:00am-4:30pm
- Police Department and Municipal Court Clerk: M-F 8:00am-5:00pm

Department of Public Works

Residential Refuse and Recycling Collection Program

- New Refuse Cart Delivery date and Program Details will be announced in a postcard mailing coming soon.
- Cart Placement will be three feet from curb, opening towards street, and all items containerized in carts: Recycling in existing Blue Cart, Refuse fits inside new Gray Cart. Special Pickups and other information included with cart delivery.
- More information at www.wfbvillage.org/trashrecycle
- Call or Email with any questions: Jenny Heyden, Communications Specialist, 414-962-6690 Ext. 495 or j.heyden@wfbvillage.org

Panda Home Improvement LLC Whole Home Remodelers
262-505-6262 | www.pandahomeonline.com

"We take your home from unbearable to Panda Perfect!"

Marineland Pets
311 W. Silver Spring Dr. • 414-249-4110
Marinelandpets@facebook
Mon-Fri 10-8 • Sat 10-6 • Sun 12-5

• Crickets & Mealworms
• Small Animals
• Turtles
Paul Sandvick DDS
The Gentle Art of Conservative Dentistry

6070 N. Port Washington Road
414-962-4100
Paul Sandvick DDS
Lauren Mies DDS • Aaron Mason DDS

NEW PATIENTS!
Mention “Smiling for Impact” and we’ll donate $25 from your initial exam to the Silver Spring Neighborhood Center

LAKESIDE STONWORKS
5333 Beaver Creek Parkway • Brown Deer, WI
414-354-6100 • lakesidestoneworks.com

Tile & Stone Showroom
Open to Public

A1 GARAGE DOOR PROBLEMS?
We have the BEST PRICES, the BEST PARTS, and the BEST WARRANTY
Repair - Installation - Sales - Maintenance

We Service All Makes & Models
OVER 10 YEARS IN BUSINESS
✓ 24/7 Emergency Service
✓ Licensed Bonded & Insured
✓ Lifetime Warranties
✓ Military & Senior Discounts
✓ Financing Available

Call Today (414) 253-8132
A1Garage.com/Milwaukee

EXPERIENCE LIFE WITH
Great Vision

CHRISTINA PETROU, O.D.

- Detailed Eye Health and Vision Exams for All Ages
- Custom Glasses and Contact Lens Evaluations
- Experienced Team of Eye Wear Stylists
- Specializing in Optical Consulting for All Vision and Eye Problems, Including:
  - Red, Irritated or Dry Eyes
  - Eye Strain or Headaches
  - Blur due to:
    - Macular Degeneration
    - Autoimmune Disease
    - Cataracts
    - Glaucoma
    - Diabetes

petroueyecare.com
414.247.2020 | Glendale
Recreation Flag Football League Registration in Process

Are you ready for some football? Youth grades 1-4 are encouraged to register for the WFB Recreation Department’s Fall Flag Football Leagues. Each week, players will have a half-hour practice session followed by a game. Volunteer parent coaches are needed. A coach’s meeting is set for Wednesday, September 5th at 6:00pm at the Lydell Community Center. Parents are to indicate their interest in coaching on their child’s registration form. Location of the practice and games take place at WFB High School Practice Fields. More info and registration materials can be found at http://www.wfbschools.com/recreation/. Deadline to register is August 10th.

Fall Flag League Schedule

Saturdays
Sept 8 – Oct 27
12:30-4:00 pm
Grades: 1 and 2, 3 and 4, 5 and 6

Connects Before and After School Program is Currently Accepting Registration for the 2018-2019 school year

The start of school is right around the corner. Do you have your before and after school child care arrangements made yet? The Whitefish Bay School District provides Before, After and K4 Wrap-Around Care through its Connects Program for its students that attend Richard and Cumberland Elementary Schools. Registration for the 201-2019 school year is currently in session. All registration takes place at Lydell Community Center (414)963-3801 for registration materials and assistance.

Sunday Supper Club Series: One Sunday a month we will take a tour and enjoy a well-known Wisconsin Supper Club

Sunday, July 8 — Blanck’s Lake Aire Supper Club on Lake Winnebago.

Our day begins at the iconic Benson’s Hideaway situated in the Kettle Moraine Forest on Long Lake. Billy Benson will be on hand telling tales, sharing photos and artifacts from this well-known UFO spot! Then on to Blanck’s Lake Aire Supper Club for a traditional supper club menu including soup, salad bar, entrée choices of Porterhouse Steak, Grilled Chicken, ½ Broasted Chicken, Pork Chops, Perch, Haddock or Shrimp Alfredo! Along with coffee, tea, milk and dessert! All including transportation from Lydell at 12:15 returning at 5:30. Cost $75.00.

Sunday, August 5 — Helgesen’s Harpos Supper Club with tour to the Apple Barn Orchard and Winery.

Learn about the art of the winery from master wine maker Jake Drefs! Menu choices at Helgren’s Harpos Supper Club are Prime Rib, Chicken Oscar, Salmon Caprese, salad, bread pudding, coffee and milk included! All including transportation from Lydell at 12:00 returning at 7:30. Cost $79.00.

Sunday, September 5 – Golden Mast and Ockauchee Lake boat tour.

All program registration takes place at Lydell Community Center.

Home Helpers®
www.HomeHelpersWI.com

LET US HELP YOU STAY IN YOUR HOME!

Help from 1 hour/day to 24/7 care—your choice
All care is monitored and managed by our Nursing Team

SERVICES PROVIDED
Alzheimer’s care, Dementia care, Meal preparation, Live-in care, Respite care, Laundry, Personal hygiene, Dressing, Light housekeeping, Transportation, Injections, Companionship, Medication management, Wound care, Nursing assessments, Ostomy/Colostomy care, Catheter care, etc.

CALL TODAY FOR A FREE CONSULTATION 262-365-1443

For three straight years, Home Helpers has been ranked a top provider of home care according to Home Care Pulse, an independent survey organization.

© 2018 H H Franchising Systems, Inc., Each Home Helpers office is independently owned and operated.

Info@HomeHelpersWI.com
Registration for new families to the Village of Whitefish Bay with school age children is ongoing. Please contact your school for assistance with registering for the fall. Kindergarten Registration for 2018-19 in Progress

Junior Kindergarten 4 years old on or before September 1, 2018

Senior Kindergarten 5 years old on or before September 1, 2018

Please contact the school offices for more information.
Cumberland School (414) 963-3943
Richards School (414) 963-3951

New Financial Transparency Center

Powered by ClearGov
Explore our finances, student demographics, staffing trends, test scores and much more at: wfbschools.com

Community E-Newsletter

Our Community Newsletters are one of several ways the District works toward comprehensive communications with the community. If you would like to receive these monthly during the school year, please send your interest through email to districtnews@wfbschools.com

Are you a WFB Alum?
If you have good news to share we would love to hear from you! Please email: districtnews@wfbschools.com

Thanks for Your Past Business

For Over 35 Years

Save $100! Bonus Discount

Ultra Oil Change & Filter

$24.95 Includes 22 Point Inspection

Up to 5 quarts on most cars, 5W30 or 10W30. Synthetic oil & special filters extra. Plus environmental fee by appointment only. No other discount applies. Expires 7/31/18.

Fixed Right the First Time! Fast 24 Hour Towing Available

Ultra Oil Change & Filter

$24.95 Includes 22 Point Inspection

Up to 5 quarts on most cars, 5W30 or 10W30. Synthetic oil & special filters extra. Plus environmental fee by appointment only. No other discount applies. Expires 7/31/18.

In The Villages

North Shore’s Premier Auto Repair Facility

We’ll repair your car for less! FAST!

Silver Spring Automotive, Inc.
2003 W. Bender Road, Glendale, 53209
2 blocks west of Green Bay Ave, Speedway & The Green 7
414-351-5080
silverspringautomotive.com

GEORGE & GUY
REAL ESTATE PARTNERS

GEORGE FOLLIARD
gfolliard@powersrealty.com
414.315.5877

GUY NICOLET
gnicolet@powersrealty.com
414.339.7066

BAY LEAVES / VILLAGE OF WHITEFISH BAY
Buresh Family Loves Sports and Sparklers
In Whitefish Bay, houses are typically known by the last name of the owners instead of the outside design of the house. For almost five decades the Mullaney family occupied a gorgeous white colonial house on the west side of Lake Drive. Because Mary Anne Mullaney is a beloved kindergarten teacher at St. Monica’s for almost four decades, her house has always been known by John Buresh and other students as the Mullaney house. Little did John know that eventually the house would mean much more to him once he had a family of his own.

While John was born and raised in Whitefish Bay, his wife Michelle hails from Indiana and both attended Indiana University as undergrads. Ironically they didn’t meet while on campus, but rather in Amsterdam when both were doing a semester abroad, John based in the Netherlands and Michelle based in Spain. They met while visiting Amsterdam for a weekend with mutual friends. They didn’t see each other again for six
months when they ran into each other at an Indiana tailgate party. From there they began dating for their senior years of college. Upon graduation John moved to Chicago to take a job in finance and Michelle went onto graduate school at the University of Cincinnati for speech pathology. The couple remained together despite the distance from Chicago to Cincinnati, rotating who would travel during their weekend visits.

After Michelle finished graduate school she moved to Chicago and a few years later they planned their wedding in Chicago at the Palmer Hotel. "Our first son, Jack was born in Chicago and while we enjoyed the city life, it was always in the back of John's mind to raise his family in Whitefish Bay," said Michelle. Having visited Whitefish Bay for numerous 4th of July celebrations over the years, she also loved the idea of relocating their family here. "When we first bought our house here in 2009 I kept thinking 'are people really this nice' because it was such a drastic change being waved at and greeted by strangers while walking on the streets," said Michelle.

Their first house was located on Berkeley and after having two more boys, Jimmy (7) and Teddy (5) they began to look for more space for their active boys to play. "When we were house hunting we pulled into the driveway and John just kept saying 'this is the Mullaney house' and I found it so sweet that we were looking at the house owned by his kindergarten teacher," said Michelle. "While the house is on the west side of Lake Drive we actually love having people honk and wave at us all day long when driving by. The backyard is large enough to contain our three sons and dog, Winston. We were apprehensive about buying a house on Lake Drive but it just felt right and we have been so happy living here the last 4 years."

Not only was Ms. Mullaney John's kindergarten teacher back in 1985, she was also their son Teddy's kindergarten teacher in 2017. "I have great memories from my grade school years and time in Ms. Mullaney's class," said John. "It is very unique that our son also had her as his teacher and we purchased the house their family owned for 49 years. We plan on making this our forever home and enjoying it for decades like the Mullaney's did."

The Buresh family has made some of their own traditions in the house, including making family dinner a priority. "Even with busy sport and work schedules, we make it a top priority to sit down together and enjoy a family dinner," said Michelle. "At dinner we share our highlight and lowlight of each day and then discuss what happened with everyone else. John and the boys are often seen out front playing sports and love when friends drive by and honk."

John grew up an avid baseball player, spending years on the same little league field that their children play on today. "My claim to fame is that I played for the same high school baseball coach that Craig Counsell played for," John said jokingly. For the last five years John has coached the little league teams and is also known for his comical e-mails sent to parents after games.

The winter months are spent on the ice rink playing hockey for Milwaukee Winter Club. John loved hockey growing up and taught himself the sport through pick up games at Klode Park. When he was a student at Whitefish Bay High School word reached the hockey coach that while John had never played on a official team, he was good at hockey. So he was thrown a bag of equipment and was on the team for two years of high school. John has passed on his love of the sport to all three of his sons and helps coach their teams. Jimmy also loves piano and he practices on the piano that the Mullaney's left behind.

In the summer months the family enjoys tennis, swimming and riding their bikes anywhere they can. The highlight of their summer is the festive 4th of July celebration in Whitefish Bay. "Our typical 4th of July day starts off in the early morning riding our bikes from various parties," said Michelle. "We then enjoy the parade and head to the celebration at Klode park. We try and sneak in a nap to refuel for the evening, heading to a friends house for dinner and another for the fireworks. As anyone who has ever celebrated the 4th in Whitefish Bay knows, it really is the best day in the Bay."
The Barn
at The Bog

COMING...
spring 2019

- Weddings
- Golf Outings
- Special Events

Saukville, WI

For further information, contact us today!
(262) 292-0740  events@golfthebog.com

2018 Summer of
Performing Arts

- dance intensives
- master classes and dance parties
- musical theatre
- acting camps

J X
MKE

jordipher creative

SILVER SPRING DR. • WHITEFISH BAY

SIGN UP NOW at
www.jordipher.com

DeLeers
CONSTRUCTION, INC.

Discover the Art of Dr. Seuss Collection
at Gallery 505

www.gallery-505.com

517 E. Silver Spring Dr | Whitefish Bay, WI 53217 | 414.962.6302

Call us today to find out about how DeLeers Service Division can help with your small project, remodel, miscellaneous repairs, maintenance, and more.

414-446-9305 | deleers.com
Good news! There is still so much time to sign up for summer reading at the Whitefish Bay Public Library. Whether you’re 2 or 92, the library has a summer reading program just for you! Do what you already love doing (reading) and get rewarded for it. Every adult that signs up for summer reading will receive a tote bag with our brand new library logo on it! We’ve also got great giveaways for kids and teens, so stop by the library and get reading.

The library has tons of fun activities happening this summer. Join us for our **Pint Size Polka in the Park on Tuesday, July 10 at 7pm** in School House Park right across from the library. This concert is all ages and no registration is required. Pint Size Polka is tons of fun for the whole family with comedy, music, and lots of audience participation. The rain site for this program will be in the children’s area of the library.

For teens we’re hosting our **3rd annual Lock-In on Friday, August 3 from 5-7pm**. Celebrate the end of the Summer Reading Program with our annual Teen Lock In. There will be games, foods, and crafts. Registration, along with a permission slip, is required.

Also snap those pictures because we’re hosting our **annual amateur photo contest**. We’ve got a Best in Show cash prize of $250! Stop by the library to find out more or visit our website at www.wfblibrary.org.
As we draw near to the July 4th festivities, North Shore Fire/Rescue would like to take an opportunity to remind everyone that there are numerous options for viewing professional fireworks displays throughout the seven North Shore communities. Likewise, we would like to stress how dangerous setting off fireworks privately can be.

Each year on Independence Day the U.S. records more fires than any other day on the calendar. According to the National Fire Protection Agency, fireworks account for more than 18,500 fires every year, damaging more than 1,300 structures and 300 vehicles and contributing to approximately 16,900 outside fires; resulting in more than $43 million in property damage. In addition, these fires cause an average of three civilian deaths and forty civilian injuries.

Just as staggering, in 2015, emergency rooms treated an estimated 11,900 people for fireworks related injuries. Children younger than 15 years of age accounted for more than one-quarter (26%) of those injuries.

While the ordinances in each community vary, generally speaking, if a firework is designed to fly into the air or shoot off sparks that are more than a couple of inches in height, they are prohibited without a proper permit. Some communities allow sparklers and toy snakes but even these can be dangerous.

The tip of a sparkler burns at more than 1200 degrees Fahrenheit and can cause significant burns. If you do choose to partake in using fireworks, you are encouraged to ensure you have a proper metal container, partially filled with water for disposal. Likewise, adults need to keep a close eye on children and participants should be sure to have on tight fitting clothing. Baggy clothes or jackets significantly increase the likelihood of getting caught in a fire while using fireworks. It is also essential that there be a means to extinguish any embers and a phone to dial for help in the event of an emergency.

All of us at North Shore Fire/Rescue wish everyone an enjoyable and safe July 4th celebration. If you have more questions or would like to learn more about the safety and wellness programs offered by North Shore Fire/Rescue, please visit our website www.nsfire.org or call our Community Risk Reduction Bureau at 414-357-0113.
Keeping Immunization Records

Submitted by Sanja Miljevic, RN, BSN

Keeping your family’s immunization records up-to-date is important. Immunization records provide a history of all the vaccines received as a child and adult, and may be required for certain jobs, travel, or school or daycare registration.

Every year thousands in the U.S. become sick from vaccine-preventable diseases which can be easily spread. There has been an increase of cases of mumps and measles in Wisconsin in the last couple of years. The North Shore Health Department is tasked with protecting the community from getting sick, and to prevent or control an outbreak. To do this, local health departments have the authority to exclude individuals from public activities, including work or school, if they do not provide proof of immunity. Proof of immunity includes:

- Born before January 1st, 1957 (unless health care personnel).
- Serologic proof of immunity – a blood test (titer) can check for immunity in a person who had measles or mumps as a child.
- Documentation of adequate vaccination with MMR (Measles, Mumps, Rubella) vaccine.

In certain situations, it is possible to receive a post exposure vaccine to avoid exclusion from public activities. We recommend having documented proof of immunity available in the event you are exposed to a disease like mumps or measles. This helps prevent you from getting these diseases and ensures that you won’t be excluded from public activities if exposed to the disease.

Electronic immunization records can be found on the Wisconsin Immunization Registry (WIR) (https://www.dhs.wi.gov/PR/clientSearch.do). Contact your physician with questions on vaccinations or your record.

For the most up-to-date information on upcoming clinics and screenings, visit the Clinics page of our website at: http://www.nshealthdept.org/Clinics
The Whitefish Bay Garden Club hosted its first garden walk in 2017 and over 800 people joined us. If your garden has any unique or unusual attributes such as, water features, native perennials, rain gardens, or anything that you believe others would be interested to see and you would like to be considered for the next garden walk in the summer of 2020, please email us at wfbgardenclub@gmail.com and someone will be in touch with you later this summer.

We will be hosting our **Summer Soiree Tuesday, July 17** at a club member’s home. If you would like to learn more about our club and have an interest in being a part of keeping the Bay green, please email us for more information at wfbgardenclub@gmail.com.

Visit our website or Facebook page to learn more about us. whitefishbaygardenclub.com

**Optometrists:** Brian McGinley O.D. | Camthu Pham O.D.

**Milwaukee’s Leader in Eyewear Fashion since 1989**

*Offering same day service on many eyeglass prescriptions*

» Accepting most eye insurances

» Latest exam technology and Contact Lens fittings

» Convenient Appointment Times

**optixondowner.com**

2636 N. Downer Ave. Milwaukee | 414-964-3125
M-W-F 9:30-5:30 pm; T-TH 9:30-7:00 pm; SAT 9-4:00 pm
Through July 8
SUMMERFEST
@Summerfest Grounds
Music, food and community will rock you at Summerfest.
Time: 12pm-12am
Cost: $20 general admission; online and multi-day specials
www.summerfest.com

Wed., July 4
FOURTH OF JULY CELEBRATION
@Hart Park, Wauwatosa
Throughout the day, enjoy a parade, concert, family activities and fireworks.
Time: 9am parade; 4pm family fun with rides; fireworks at dusk
Cost: Free
www.wauwatosa.net

Wed., July 4
FOURTH OF JULY CELEBRATION
@Cedarburg Creek Park
Throughout the day, enjoy a parade, concert, family activities and fireworks.
Time: 10am parade; fireworks at dusk
Cost: Free
www.cedarburg.org

Sat., July 7
HISTORIC BASE BALL MATCH
@Old World Wisconsin
Get outdoors as the Eagle Diamonds meet their opponent on the historic Ward School field. They will play by 1870s rules. Did you know “base ball” was the common spelling in the early days of the game?
Time: 1:30pm
Cost: $10-19
www.oldworldwisconsin.org

Thurs.-Sun., July 12-15
BASTILLE DAYS
@Cathedral Square Park
It’s the 37th anniversary! This free four-day bash boasts live music, an international marketplace, chef and wine demos, French and Cajun cuisine, roaming entertainment and an Eiffel Tower replica offering hourly light shows.
Time: Thurs.-Fri. 11am-12am; Sat. 10am-12am; Sun. 11am-9pm
Cost: Free
www.easttown.com

Sat.-Sun., July 21-22
AIR AND WATER SHOW
@Milwaukee Lakefront
The Milwaukee Air and Water Show, sponsored by WaterStone Bank, is proud to announce the return of the US Air Force Jet Demonstration Squadron, and many other world-class performers to the Milwaukee lakefront.
Time: 9am-4pm
Cost: Free, VIP tickets available for purchase
www.milwaukeeairshow.com

Fri.-Sun., July 20-22
FESTA ITALIANA
@Summerfest Grounds
Here’s your ticket to Italian cuisine, entertainment and fun without leaving Wisconsin.
Time: Fri. 11:30am-12am; Sat. 11:30am-12am;
Sun. 11:30am-11pm
Cost: Prices vary, advance sales available
www.festaitaliana.com

Fri.-Sun., July 27-29
GERMANFEST
@Summerfest Grounds
Come experience all things German, most importantly gemütlichkeit, right here in Milwaukee!
Time: Fri. 3pm-12am; Sat. 12pm-12am;
Sun. 12-8pm
Cost: Prices vary, see website
www.germanfest.com

Sat., July 29
BRADY STREET FESTIVAL
@Brady Street
Brady Street will be rockin’ the night and day away with several stages of live entertainment, including some of your favorite local bands. See the online schedule for details.
Time: 11am-12pm
Cost: Free
www.bradystreet.org

Sat., July 29
BREWFEST
@McKinley Park
Celebrate 9 years of Brewfest.
Time: 3-7pm
Cost: $55-$75, designated driver tickets available
www.milwaukeebrewfest.com

Sun., Aug. 26
WALK4FRIENDSHIP
@Ellsworth Park, Bayside
Walk4Friendship is a 3K walk that raises crucial funds and community awareness for the Friendship Circle, an organization that supports children and adults with special needs. Join us in promoting an inclusive community that welcomes and nurtures all people regardless of their abilities. Time: 10am
At HarborChase of Shorewood, our dedicated associates are always ready to offer compassionate assistance at a moment’s notice, 24 hours a day. We proudly offer stimulating activities, customized programs, chef-prepared dining options and innovative health services that truly make life easier and more enjoyable.

Call to schedule your personal appointment and lunch on us!

(414) 454-9050

HarborChase
Assisted Living · Memory Care
1111 E. Capital Driven | Shorewood, WI 53211
www.HarborChaseShorewood.com

Come enjoy our midwestern charm and sensibility!
If you are beginning to feel like your space has become a bit lackluster or that it doesn’t quite match your personality, it’s time for a home upgrade. Your living space reflects your family’s essentials, values and character, so nothing is quite as satisfying as adding quick, easy elegance to areas of your house. It ups the ambiance and sometimes makes your daily routine a little simpler.

Upgrading your house isn’t as expensive as you think. Sure, it’s always nice to upgrade to granite or marble countertops and replace your cabinets, but there are easier, more cost effective ways to beautify a particular space. Elegance is achieved through adding details in underrated locations, simultaneously enhancing your daily experience in your home and guests’ impressions of it.

- Create a lush first impression with lawn and landscape upgrades. Consider planting a mass of bulbs with grass-like foliage in your lawn. By the time your lawn is ready to be mowed, the flowers will be, too. A great species of flowers for this are scilla siberica bulbs, a delicate purple and white flower that covers your whole lawn. You can often find up to 100 bulbs for under $20.

- Add a stately privacy screen with a row of evergreens on the north side of your house. They’re relatively maintenance free, can grow three feet in one year and give a bright pop of color in the grey winter. Also, your evergreen screen will block out harsh winter winds.

- Open your kitchen space by removing a few of your upper cabinet doors. Use the shelves inside to display neatly organized dishes or fine glassware. Already have plenty of wall space above your countertops? Install floating shelves as an upscale storage option for glasses, red wine or baking ingredients.

- Maximize the usefulness (and character) of your den, great room or sitting room by unhinging the doors on a closet and turning it into a home office. Arrange the shelves inside so they are deep enough to accommodate a desktop and other office necessities. Choose an accent desk chair (think printed upholstery or a modern metal) to really draw eyes to the new space.

- The laundry room is an underrated space. Add some chic practicality by installing a chandelier ($80-$100) and adding a large shelf just barely above your washer and dryer. The chandelier adds unexpected glamour and light while the large shelf can double as a folding board and open storage.

By enhancing the details of the spaces you and your guests tend to overlook, you achieve laidback elegance. Keep the above ideas in mind next time you’re thinking of splurging on a major renovation.
Contact us to schedule an appointment to start your remodeling project.

Cream City has done multiple projects for us and we have been very happy with the process and results!

- Whitefish Bay Resident

LET US HELP PROTECT YOUR DREAMS.

Amanda Gramoll Lococo, Agent
Gramoll & Associates Inc
4484 N Oakland Ave
Shorewood, WI 53211
Bus: (414) 332-0838
gromollassociates.com

Andrea Liegl, Agency Manager
Gramoll & Associates Inc
4484 N Oakland Ave
Shorewood, WI 53211
Bus: (414) 332-0838
gromollassociates.com

Leondra Patton-Wright,
Sales Specialist - All Lines
Gramoll & Associates Inc
4484 N Oakland Ave
Shorewood, WI 53211
Bus: (414) 332-0838
gromollassociates.com

Deana Volpe, Sales Specialist - All Lines
Gramoll & Associates Inc
4484 N Oakland Ave
Shorewood, WI 53211
Bus: (414) 332-0838
gromollassociates.com

AMERICAN FAMILY INSURANCE

24-HOUR CLAIMS REPORTING & CUSTOMER SERVICE 1-800-MYAMFAM (692-6326)

HOME | AUTO | LIFE | BUSINESS | FARM & RANCH | AMFAM.COM

JULY 2018

BAY LEAVES / VILLAGE OF WHITEFISH BAY
Welcome Summer to Silver Spring Drive
Submitted by Karen Mathu

Sidewalk Sale-A-Bration Featuring the Five Card Studs
Silver Spring Drive, Whitefish Bay

Friday, July 20 & Saturday, July 21
The Merchants of Whitefish Bay are excited to announce this year’s Annual Sidewalk Sale for Friday, July 20th and Saturday, July 21st. Not only will you find great deals at this traditional sidewalk sale, but we also celebrate the summer season with live music featuring the Five Card Studs on Friday evening, July 20th. A special stage, sponsored by the Merchants of Whitefish Bay, will be on Diversey Boulevard at Silver Spring Drive. Block party on Diversey Boulevard will be from 6:00 to 10:00 pm. Beer, pizza from Roman Candle along with wine and apps from Moxie will be available.

The annual Sidewalk Sale starts early Friday morning (store openings are determined by each business – many are ready by 9:00 am) is an event not to be missed with incredible deals on fine, distinctive merchandise displayed street side. Stop down, swing by, and browse to your heart’s content - all the wondrous wares that our shops, salons, boutiques, and spas can provide will be put out for you to peruse through during a relaxed summer saunter down Silver Spring Drive. Saturday the sales continue along with great activities for the kids! The Merchants of WFB and Yellow Wood will have an Adventure Zone on Saturday with unique activities and a climbing wall starting at 10am on Berkeley Boulevard. Also, the Farmers’ Market will be in the Aurora Parking Lot from 8am to noon on Saturday.

Be aware that deals and shopping hours vary per business. But rest assured, each merchant has very special plans - just for you. Details will be available at https://www.facebook.com/ShopWFB/ and www.merchantsofwhitefishbay.com

Mark your calendar also for the “Dog Days of Summer” August 11th, Dominican High School Parking Lot from 11-3:00. Watch for details!

Make sure you are following us on www.merchantsofwhitefishbay.com
Merchants of Whitefish Bay on Facebook, WFFBID on Instagram

Whitefish Bay Farmers Market

Saturdays, 8am to noon
July 7 – October 27
Located at Santa Monica and Silver Spring in the Aurora Parking Lot, the Whitefish Bay Farmers Market will be returning to downtown Whitefish Bay in the Aurora Parking Lot again this July thru October – 3 weeks longer this year! Come join your friends and neighbors as we kick-off the 2018 season on Saturday, July 7 from 8am to noon.

The open-air market is a family-focused community event with 30+ Vendors this year selling fresh and organic produce, flowers, meats, eggs, honey, cheese, salmon, popcorn, homemade treats, and more! Working on having music every week – know anyone who wants to perform or do a cooking demonstration let me know at WFFBID@gmail.com. See you at the market!
Estate planning services tailored to meet your objectives.

- Trusts • Wills • Living Wills • Probate
- Durable Powers of Attorney
- Marital Property Agreements
- Contracts • Residential Real Estate
- Package rates for most estate services

watsonatlaw.com | 414.491.3283 | david.watson@watsonatlaw.com
500 W Silver Spring Drive | Suite K200 | Glendale, Wisconsin 53217

PILOT BUILDERS
Home Remodeling and New Construction Experts
414.759.8808 • www.pilot-builders.com
We also buy North Shore homes – “Don’t fix it to sell, sell it to Pilot.”
A licensed and insured Wisconsin general contracting firm

Happy 4th of July from all of us at Powers!
In 1977, Terry Johannes wrote a paper for UWM about his family history in Whitefish Bay. The May Bay Leaves recounted how his great-great-grandparents, German immigrants George and Marie Kaestner, were among the Bay’s first white settlers, starting a dairy farm near Santa Monica Blvd. and Fairmount Ave. in 1850. The June Bay Leaves described Terry’s great-grandparents, Ernst and Pauline Kaestner. Ernst was a lumberjack, worked in a quarry, and farmed his family’s land in the Bay before moving to Grafton. They had four children, including Sophia, Terry’s grandmother, born in 1885. This final installment of the Kaestner family saga focuses on Sophia.
During Ernst and Pauline Kaestner’s years in Whitefish Bay in the late 1800s and early 1900s, their children went to the schoolhouse where the Middle School is today. None got beyond 6th grade as they helped on the farm. My grandmother Sophia remembers one of the chores was to go to the tavern on Port Washington and Hampton Roads to get a bucket of cold beer for her father Ernst after a hard day’s work.

Ernst’s physical appearance at the time of his marriage, and through middle age, was short and muscular, with thick, black, curly hair. He stood five-feet tall. He later became quite heavy and was described by my grandmother as “being as wide as he was tall.”

In 1887 their log house burned down. A frame structure was built near Santa Monica Blvd. and Hampton Rd. Ernst built another house in 1889, fate unknown, and a third in 1892 at Santa Monica and Lancaster Ave., razed in 1975 for an apartment building.

In 1914 Sophia married Herbert Johannes. Their four children would continue the family line to the present day as Sophia’s sisters died of influenza in the 1918 epidemic and her brother remained a bachelor.

After working and farming in Whitefish Bay for 17 years, Ernst and Pauline sold their 34-acre farm in the Bay and purchased 80 acres in Ozaukee County. Ernst died in 1930 and Pauline in 1933. Their farm alongside Lake Michigan was divided between Sophia and her brother. Sophia sold her acreage to Erwin Uihlein who wanted the land because it was next to his property and he didn’t want anyone building next to him.

Today the remaining historical reminder of the George and Marie Kaestner family who arrived in the Bay in 1849 is the home of their son Henry at 106 W. Henry Clay St., built in 1880. It is on the Whitefish Bay Architecture and History Inventory. Henry was Ernst’s brother, Sophia’s uncle, and Terry Johannes’ great-great uncle.
Outdoor Cats

Submitted by: Karen Sparapani, Executive Director
Milwaukee Area Domestic Animal Control Commission

As soon as the weather warms up, outdoor cats become more visible. Whether they are cats that live an indoor/outdoor life with an owner, have become a community cat (tame but homeless and fed by humans), or a feral cat (born and lives outside, not tame, also usually the recipient of human kindness), you will start seeing them more and more as it warms up and they come out to breed and raise kittens.

Obviously, this is a big problem in our community. Municipal ordinances do not permit cats to be off owner property. Because of this, outdoor cats can be trapped by neighbors and brought to MADACC. Owned cats and community cats will likely end up in adoption programs when they already had a home. Feral cats cannot be safely handled and are usually euthanized when not reclaimed from stray hold.

As a community, we need to break the cycle. If you are permitting your cat to go outside, please make sure they are sterilized. If you are feeding cats on your property, please trap them and have them sterilized. If kittens are born on your property please allow them to be weaned before taking them from the mother, then bring them to a shelter or rescue for fostering, socialization and adoption. Cats deserve better and together we can work to reduce the outdoor cat population by sterilizing any and all cats that spend any time outside. Contact MADACC for low-cost spay/neuter options at 414.649-8640.
**SOLD**

<table>
<thead>
<tr>
<th>Address</th>
<th>DOM</th>
<th>List Price</th>
<th>Sold Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>5746 N Lydell Ave</td>
<td>1</td>
<td>$189,900</td>
<td>$200,000</td>
</tr>
<tr>
<td>150 E Fairmount Ave</td>
<td>4</td>
<td>$209,000</td>
<td>$209,000</td>
</tr>
<tr>
<td>4782 N Woodruff Ave</td>
<td>7</td>
<td>$269,000</td>
<td>$265,000</td>
</tr>
<tr>
<td>5055 N Bay Ridge Ave</td>
<td>6</td>
<td>$300,000</td>
<td>$295,000</td>
</tr>
<tr>
<td>5140 N Elkhart Ave</td>
<td>3</td>
<td>$319,500</td>
<td>$325,000</td>
</tr>
<tr>
<td>4970 N Diversey Blvd</td>
<td>14</td>
<td>$335,000</td>
<td>$336,000</td>
</tr>
<tr>
<td>341 E Day Ave</td>
<td>22</td>
<td>$335,000</td>
<td>$335,000</td>
</tr>
<tr>
<td>5075 N Berkeley Blvd</td>
<td>27</td>
<td>$337,000</td>
<td>$350,000</td>
</tr>
<tr>
<td>4829 N Elkhart Ave</td>
<td>3</td>
<td>$350,000</td>
<td>$356,000</td>
</tr>
<tr>
<td>6016 N Lydell Ave</td>
<td>3</td>
<td>$364,900</td>
<td>$364,900</td>
</tr>
<tr>
<td>5074 N Woodburn St</td>
<td>91</td>
<td>$370,000</td>
<td>$360,000</td>
</tr>
<tr>
<td>5944 N Santa Monica Blvd</td>
<td>24</td>
<td>$379,900</td>
<td>$363,000</td>
</tr>
<tr>
<td>4653 N Morris Blvd</td>
<td>32</td>
<td>$384,900</td>
<td>$385,000</td>
</tr>
<tr>
<td>5163 N Lake Dr</td>
<td>16</td>
<td>$395,000</td>
<td>$375,000</td>
</tr>
<tr>
<td>5912 N Kent Ave</td>
<td>8</td>
<td>$399,900</td>
<td>$389,000</td>
</tr>
<tr>
<td>5530 N Santa Monica Blvd</td>
<td>35</td>
<td>$415,000</td>
<td>$412,000</td>
</tr>
<tr>
<td>5709 N Bay Ridge Ave</td>
<td>14</td>
<td>$440,000</td>
<td>$440,000</td>
</tr>
<tr>
<td>5347 N Santa Monica Blvd</td>
<td>3</td>
<td>$449,000</td>
<td>$455,000</td>
</tr>
<tr>
<td>507 E Day Ave</td>
<td>81</td>
<td>$519,000</td>
<td>$475,000</td>
</tr>
<tr>
<td>6020 N Bay Ridge Ave</td>
<td>31</td>
<td>$529,900</td>
<td>$515,000</td>
</tr>
<tr>
<td>6216 N Berkeley</td>
<td>4</td>
<td>$589,900</td>
<td>$590,000</td>
</tr>
<tr>
<td>5442 N Hollywood Ave</td>
<td>1</td>
<td>$695,000</td>
<td>$711,000</td>
</tr>
<tr>
<td>6150 N Berkeley Blvd</td>
<td>70</td>
<td>$699,000</td>
<td>$680,000</td>
</tr>
<tr>
<td>1028 E Lexington Blvd</td>
<td>3</td>
<td>$789,000</td>
<td>$740,000</td>
</tr>
<tr>
<td>1135 E Lexington Blvd</td>
<td>36</td>
<td>$1,075,000</td>
<td>$1,075,000</td>
</tr>
<tr>
<td>5005 N Palisades Rd</td>
<td>30</td>
<td>$1,099,000</td>
<td>$985,000</td>
</tr>
</tbody>
</table>
4TH OF JULY IN WHITEFISH BAY

It wouldn’t be summer in Whitefish Bay without the annual Whitefish Bay 4th of July celebration. The 4th of July parade steps off at 11:30 a.m. at the corner of Kent and Silver Spring and heads east to Lake Drive then north to Klode Park. Following the parade, join friends, family and neighbors at Klode Park for an afternoon of food, kid’s activities, and live entertainment featuring performances by Jay Matthes, Steve Beguhn and Ian and the Dream. The fireworks display, presented by Sendik’s, starts at 9:30 p.m.

Remember, chairs and blankets cannot be placed along the parade route until sunrise on July 4th. All picnic tables at Klode Park are for festival use, not private group gatherings. Items, including blankets and chairs, left unattended at Klode Park before 4:00 p.m. will be removed.

Find the full 4th of July schedule on our website at wfbcivicfoundation.org.

SUMMER ICE CREAM SOCIALS

Mark your calendars for the August Whitefish Bay Civic Foundation’s Ice Cream Social. Wednesday, August 8th from 6:30 to 8:00 p.m. at School House Park, across the street from the library, as we celebrate summer with ice cream cones, sundaes and root beer floats. Live music will be provided by the Village Band of Whitefish Bay. We look forward to seeing you at this free, family event!

SOUNDS OF SUMMER is just around the corner - Saturday, August 18th!

Enjoy the last, lazy days of summer at Sounds of Summer on Saturday, August 18. The evening kicks off at 5:00 on Silver Spring Drive with performances by Rocket Cat, followed by Trapper Schoepp. The final band of the night is still to be determined.
Plumbing  
Electrical  
Fire Protection  
Home Automation  
Heating & Air Conditioning

www.total-residential.com  262-523-2510  Like us on Facebook for specials!  24 Hour Emergency Service

HealtHy teetH and Gums for a lifetime
• Evening and early AM appointments
• Digital Radiographs (x-rays)
• Crown in one appointment
• Free consultations

Dr. Nathan S. Darling  
www.darlingdental.com  414.247.1470

ASK ME ABOUT  
THE THRIVENT STORY

Brady R. Endl, MBA, FIC  
Financial Consultant  
5150 N. Port Washington Rd., Suite 152  
Glendale, WI 53217  
414-763-0184  
brady.endl@thrivent.com  
connect.thrivent.com/brady-endl

Thrivent Financial was named one of the “World’s Most Ethical Companies” by Ethisphere Institute for our leadership in promoting ethical business standards and introducing innovative ideas to benefit the public. “World’s Most Ethical Companies” and “Ethisphere” names and marks are registered trademarks of Ethisphere LLC. For details, visit Ethisphere.com.

REFLECTIONS DETAILING  
6115 N. Flint Road, Glendale WI  
414-795-7651  
www.refectionsdetailingmke.com

Dr. Nathan S. Darling  
www.darlingdental.com  414.247.1470

7161 N Port Washington Rd. • Glendale

Thrivent was named one of the “World’s Most Ethical Companies” by Ethisphere Institute for our leadership in promoting ethical business standards and introducing innovative ideas to benefit the public. “World’s Most Ethical Companies” and “Ethisphere” names and marks are registered trademarks of Ethisphere LLC. For details, visit Ethisphere.com.

"Every car that leaves our shop looks like it rolled off the showroom floor."

Ceramic Coating  
Paint Correction  
Professional Detailing  
(Rubber Underbody Coating)  
Headlight Restoration  
* By appointment

Mention this ad, receive 10% off.

HealtHy teetH and Gums for a lifetime
• Evening and early AM appointments
• Digital Radiographs (x-rays)
• Crown in one appointment
• Free consultations

Dr. Nathan S. Darling  
www.darlingdental.com  414.247.1470

7161 N Port Washington Rd. • Glendale

Healthy Teeth and Gums for a lifetime

Now Accepting New Patients!!

- Evening and early AM appointments
- Digital Radiographs (x-rays)
- Crown in one appointment
- Free consultations
These days, you might feel like every activity is associated with health risks and warnings. Though it may seem discouraging, these warnings are actually very helpful and are often backed by some serious science. New research helps us learn new preventative measures for ensuring our long-term health.

A recent study outlines the health risks associated with prolonged sitting. Our bodies aren’t designed, so to speak, to be inactive for extended periods of time. When we sit and watch television, work at a desk, or drive a vehicle, our bodies dramatically decrease the breakdown of sugars and fats, resulting in a shocking 125 percent increase in the risk of cardiovascular disease or heart attack. As if that’s not discouraging enough, it seems that merely adding a couple hours of gym time to your week doesn’t really help. What does help, though, is breaking up your periods of inactivity by walking or standing while you work.

Here’s how to banish inactivity in the workplace, improve your overall wellness, and increase your energy levels:

1. Stand while you work. Standing desks are all the rage, and you can install them in a cinch. Research proves that the muscles activated by simply standing dramatically increase your body’s metabolism of sugars and fats.

2. Walk at work. Instead of having regular meetings with your coworkers in the conference room, take a walk outside or through your departments.
3. Take small walk breaks. Every hour or so, get up and walk around a bit. Take a lap around your office floor, or walk outside for some fresh air.

4. Actively watch television. If you just can’t go without your favorite shows or the nightly news, try viewing them while exercising on a treadmill or elliptical for 30 minutes.

5. Be aware of your activity levels and try to stand, not sit, as often as you can. You’ll love the increased metabolism, energy, and the overall improvement of your health.


Our bodies aren’t designed, so to speak, to be inactive for extended periods of time.

Call to schedule a free in-home consultation!
FIVE WAYS TO RULE THE LEADERBOARDS

1. **Post great content**  
   (at least once per day. Twice is best.)

2. **Request citizenship with many people**  
   (and they will often request it back).  
   The more citizens you have in your Myopolis, the more exposure you will build. Exposure, interaction, comments etc., increase the likelihood that you will trend higher.

3. **Interact with many posts.**  
   Comment, share, pingworthy, agree etc. The more interactions you have the more you will increase interest in people becoming your citizens. The more citizens, the more exposure for you and your brand.

4. **Invite people to Myopolis.**  
   The more people you invite from other social media sites, or people who are new to social media, the larger your base. Remember, people don’t need to leave their current social media communities (although once they experience Myopolis they may make that choice). At first, it’s harder to take someone away than it is to get them to add Myopolis.

5. **Build your own communities that matter.**  
   Get four or five close friends, colleagues or clients to use Myopolis as their primary means of connecting. Even small groups begin to carry heavy influence and motivate people to remain active.
Two Home Pricing Traps to Avoid

Pricing your home correctly is the single most important element to getting it sold. Nothing...truly nothing is more critical to your success than pricing right. Price too low, and you leave money on the table. Price too high, and your home languishes like stale bread. There are two classic seller-pricing traps. Be wary if you hear yourself make one of the following statements, “all I need is one right buyer” and “I’ve got time to wait for the right offer”.

**Trap 1 One Right Buyer**

Yes, indeed. Only one person is going to buy the house. But homes with a small buyer pool (i.e. one right buyer) are doomed to continually lower their price in order to make it attractive enough for the one person that’s willing to buy a home which others before them have rejected. Conversely, homes that have a large buyer pool generate stronger interest, more showings, competing offers, and ultimately a higher selling price.

**Trap 2 I’ve Got Time**

You may have time, but buyers (the folks that establish price) perceive long days on market as problematic. The longer a home is on the market, the stronger the likelihood that you will invite lowball offers. I listen very carefully to homebuyers during showings and open houses. The first question they ask, almost without exception is, “how long has it been on the market”? They ask for one simple reason - they’re assessing their negotiating position. The chart below illustrates the mindset of buyers relative to a home’s days on market.

A correctly priced home out of the gate always generates more interest and money than a home that sits on the market. That’s because the buyer’s mentality is, “what’s it going to take to beat out my competition”. Result...higher offer price. However, when a house sits on the market for a long time, the buyer can’t help but wonder why no one else is interested. Is something wrong with it? Will they have the same trouble selling as the current owner? In essence they perceive risk. In order to lower the risk, they significantly lower their offer price (i.e. lowball) to protect themselves.

So even though you are willing to wait for a higher-priced offer, the reality is that it never comes.

**The Key Takeaway:**

Price your home correctly up front to generate strong interest and make the most money.

Want to know the single most effective pricing method? Contact me.
Selling or purchasing?
Let us take good care of you.

ELSAFY TEAM

Learn more at ElsafyTeam.com