

WISCONSIN REAL ESTATE MAGAZINE

A PUBLICATION OF THE WISCONSIN REALTORS® ASSOCIATION

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DECEMBER HOUSING

WISCONSIN HOME INVENTORIES IMPROVE SLIGHTLY IN DECEMBER, BUT SELLER'S MARKET CONTINUES

BY DAVE CLARK

PROFESSOR EMERITUS OF ECONOMICS AT MARQUETTE UNIVERSITY
AND PRINCIPAL AT ECON ANALYTICS LLC

December 2023 Wisconsin housing at a glance:

- Monthly home sales were 6.2% lower than December 2022.
- The 30-year fixed mortgage rate was 6.82% in December.
- New listings grew 6.3% compared to 12 months earlier.
- The median price rose 8.0% compared to December 2022.
- The market continues to be classified as a seller's market.

See the full report: www.wra.org/HSRDec2023

Dave Clark, Ph.D., is a professor emeritus of economics at Marquette University and principal at ECON Analytics LLC, and serves as a consultant to the WRA in the analysis of home sales data as well as in the preparation of the monthly Wisconsin housing report. For more information, contact Clark at 414-803-6537.



DECEMBER HOUSING



4,615

CLOSED SALES DEC 2023

-6.2%

FROM DEC 2022

\$271,000

MEDIAN PRICE DEC 2023

+8.0%

FROM DEC 2022

ACTIVE LISTINGS BY PRICE

PRICE RANGE	NUMBER OF LISTINGS
\$0-\$124,999	1,138
\$125,000-\$199,999	2,161
\$200,000-\$349,999	4,101
\$350,000-\$499,999	2,933
\$500,000 & higher	3,129

13,285

TOTAL STATEWIDE LISTINGS
DEC 2023

+0.9%

FROM DEC 2022

MEDIAN PRICES BY REGION

CENTRAL	\$205,000
NORTH	\$213,500
NORTHEAST	\$250,000
SOUTH CENTRAL	\$325,000
SOUTHEAST	\$279,000
WEST	\$256,950

AVERAGE DAYS ON MARKET

71 DAYS DEC 2023

COMPARED WITH

73 DAYS DEC 2022

MONTHS OF INVENTORY

2.5 DEC 2023

2.0 DEC 2022

HOUSING STATISTICS MONTHLY ACTIVITY

Statewide	December 2023	December 2022	% Change	Year to Date 2023	Year to Date 2022	% Change
New Listings	3,083	2,899	+6.3%	N/A	N/A	N/A
Total Listings	13,285	13,167	+0.9%	N/A	N/A	N/A
Closed Sales*	4,615	4,918	-6.2%	64,330	77,979	-17.5%
Median Sales Price	\$271,000	\$251,000	+8.0%	\$285,000	\$265,000	+7.5%
Months of Inventory	2.5	2.0	+25.0%	N/A	N/A	N/A
Avg. Days on Market	71	73	-2.7%	N/A	N/A	N/A
Affordability Index	139	154	-9.7%	N/A	N/A	N/A

	Median Price			Closed Sales		
Region	December 2023	December 2022	% Change	December 2023	December 2022	% Change
Central	\$205,000	\$199,900	+2.6%	306	297	+3.0%
North	\$213,500	\$225,000	-5.1%	407	423	-3.8%
Northeast	\$250,000	\$230,250	+8.6%	919	970	-5.3%
South Central	\$325,000	\$300,000	+8.3%	919	908	+1.2%
Southeast	\$279,000	\$258,000	+8.1%	1,632	1,823	-10.5%
West	\$256,950	\$255,000	+0.8%	432	497	-13.1%

Report criteria: Reflecting data through December 2023. *Total statewide closed sales may differ from the summed regional sales due to a small number of sales not being assigned to a county.



INSIDE THE WRA

WRA ANNUAL MEMBERSHIP MEETING

WRA members are invited to attend the WRA's annual membership meeting.

Date and time:

February 23, 2024, at 8:00 a.m.

Location:

The Madison Club
5 E. Wilson St.
Madison, WI 53703

Meeting agenda:

1. Call to order — WRA Chair Mary Jo Bowe
2. Association issues
3. Adjournment

For more information, contact Sandy Bolgrihn at sandy@wra.org.

APPLICATIONS AVAILABLE FOR 2025 LEADERSHIP

The WRA nominating committee is seeking applications for several WRA leadership positions for 2025:

- Treasurer
- Executive committee vice president
- Board of director regional representative (regions one through five each have one representative opening)*

In addition, the committee is seeking applications for NAR director. Submit your online application at www.wra.org/Apply. Application deadline is March 15, 2024.

**Preliminary number of openings will be determined by the membership count on February 28, 2024.*

DISTINGUISHED SERVICE AWARD APPLICATIONS AVAILABLE

At the January 1985 board of directors meeting, the WRA established the Distinguished Service Award. The purpose of the award is to recognize REALTORS® who have provided many years of leadership and distinguished service to the WRA. All current members, local association executives and employees of the WRA with at least five years of membership or employment are eligible.

Application deadline is March 15, 2024. Applications are available online at www.wra.org/DSAaward.

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POSTMASTER: Send address changes to:

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Madison, WI 53704-7337

Wisconsin Real Estate Magazine™ is published by the Wisconsin REALTORS® Association. Trademark issued pursuant to Wisconsin state statute.

Wisconsin Real Estate Magazine™, USPS 597-850, ISSN1548-0526, is published monthly by the Wisconsin REALTORS® Association, 4801 Forest Run Road, Ste. 201, Madison, WI, 53704. Periodical postage paid in Madison, WI, and additional mailing offices. An annual subscription rate of \$17.50 is included in membership dues and a copy is mailed to every paid REALTOR® and affiliate member of the association. Nonmember subscription rate is \$60.

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ON THE HORIZON: THE RETURN OF RENT CONTROL

Last summer, Wisconsin lawmakers enacted into law the biggest investment in new housing supply in our state's history. This \$525 million investment, which was enacted with huge bipartisan support, aimed to make housing more affordable by increasing the supply of housing, and providing incentives to both builders and municipalities to lower building and regulatory costs associated with new housing. With near-unanimous support for a package of bills aimed at increasing supply to address affordability concerns, we thought Wisconsin had turned the corner.

Six months later, a group of legislators, all of whom voted for the supply-side solution, introduced legislation that would attempt to make housing more affordable by placing government price controls on rental housing. While Wisconsin law currently prohibits communities from regulating the amount of rent or fees charged by owners of residential rental property, also known as rent control, the recently proposed 2023 Senate Bill 821/Assembly Bill 877 legislation would repeal this law and restore the ability of communities to impose rent control requirements on rental properties.

The proponents of rent control often argue that landlords benefit from substantial profit margins, making them capable of absorbing restrictions on rent increases. However, this argument fails to align with reality. According to the National Apartment Association, a mere 9 cents of every rent dollar finds its way into a landlord's pocket. The remaining 91 cents is allocated to essential expenses such as maintenance, property taxes, utilities, insurance and other operational costs crucial to keeping the property running.

Contrary to its purported goal of making housing more affordable, rent control introduces a host of challenges that could potentially render housing less affordable. By restricting the returns for landlords and disincentivizing property investment, such legislation may lead to a reduction in the supply of available housing. The consequences of a diminished supply include increased competition for limited housing stock, ultimately driving rental prices higher.

As Wisconsin grapples with the complex issue of housing affordability, it's essential to carefully consider the potential drawbacks of rent control. Rather than jeopardizing the progress made through significant investments in supply-side solutions, policymakers should focus on alternative strategies that encourage investment, streamline regulatory processes, and address the diverse needs of communities. A balanced and multifaceted approach is crucial to achieving lasting affordability in Wisconsin's housing market, steering clear of unintended consequences that may arise from well-intentioned yet potentially detrimental policies like rent control.

In the upcoming 2024 elections, candidates will focus primarily on high-profile issues like abortion, the economy, school funding and tax policy. Issues like rent control will rarely be discussed and will likely not be featured in campaign ads or direct mail pieces. However, the role of government and free markets to solve important housing and real estate issues will be on the ballot. They always are but are rarely discussed.

This is why the WRA gets involved in political advocacy and the reason we endorse candidates. We advocate for preserving free markets, protecting private property rights, and providing homeownership opportunities for everyone in the state Capitol, in our courts and at the ballot box.

In the upcoming months, we will be talking to you more about issues that are important to the real estate industry and how the upcoming elections may impact them. Stay tuned.

Best regards,
Tom Larson
WRA President & CEO

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THE BEST OF THE LEGAL HOTLINE CONDO QUIRKS

BY TRACY RUCKA

WRA DIRECTOR OF PROFESSIONAL STANDARDS AND PRACTICES

DUPLEX OR CONDOMINIUM?

The broker is working with a buyer who has an accepted offer for one side of a duplex. The offer was drafted on a WB-11 Residential Offer to Purchase. The title company stated the unit is part of a two-unit condominium. What is the best way to proceed in this situation?

A condominium is defined as a property subject to a condominium declaration established under Chapter 703 of the Wisconsin Statutes. If there are two condominium units in the property, then an unofficial real estate term, “twindominium,” may be used to refer to a duplex held in condominium ownership. The form of ownership of a property is not identifiable by looking at the property. This situation highlights the value of conducting a search and hold or other investigation into how title is held prior to or at the time of listing and not relying on appearances.

If the unit is in fact a condominium, as discovered by the title company, the transaction and ownership are significantly different. When a condominium unit is sold, the statutes create requirements for disclosures, and there is a different state-approved offer: the WB-14 Residential Condominium Offer to Purchase. The availability of financing and insurance for the property are also distinct.

Although the buyer and seller have an accepted offer, the residential offer does not reflect the nature of condominium ownership. The WB-11 may be amended to add provisions regarding condominium ownership, buyer rescission rights and the seller’s obligation to provide condominium disclosure documents; and buyer rescission rights and other provisions might be copied from the WB-14 and added to the WB-11. The buyer should notify the lender and amend the loan application to reflect the condominium form of ownership. In addition, when applying for insurance, the buyer should inform the insurance provider that the unit is in a condominium.

CONDOMINIUM DOCUMENTS

The seller signed a listing contract with a firm for the sale of their condominium unit. The listing agent provided the seller the list of statutory condominium documents that will need to be provided to the buyer. In addition, the listing agent educated the seller about possible condominium information for which a potential buyer may request. The seller requested the documents from the condominium association management, but it has been unresponsive. How can the seller move forward?

In essence, there are two sets of documents:

1. The statutory required documents.
2. The additional documents a buyer may request as a condition of the offer.

Per Wis. Stat. § 703.33(2m), the condominium association is required to provide the executive summary and statutory required documents, including the information required under Wis. Stat. § 703.33, within 10 days after a written request from the unit seller.

Associations that do not have an executive summary or other disclosure materials prepared may delay the sales process for any of the unit owners and possibly cause unit owners to lose buyers. The unit owner may educate the condominium association about the statutory requirements — the earlier in the transaction, the better. If the association refuses to provide documents, the seller may need to be referred to private legal counsel for questions relating to compliance with state law.

RIGHT TO RESCIND

A condominium unit has an accepted offer, but the buyer contacted the cooperating agent and expressed buyer’s remorse and indicated that the buyer wants out the deal. Within days of acceptance, the seller has not yet provided the condominium documents for review. What should be the next steps?

The buyer’s rescission rights under Wis. Stat. § 703.33(4) provide a buyer may rescind a condominium offer within five business days after receipt of all required condominium disclosure documents without stating any reason, or in essence, for any reason or no reason.

Wis. Stat. § 703.33(4)(a) states the following:

Any purchaser may at any time within 5 business days following receipt of all of the documents required under sub. (1) and within 5 business days following receipt of any amendment required under sub. (3m), rescind in writing a contract of sale without stating any reason and without any liability on his or her part.

The WB-14 provides that:

The Parties agree that the 5 business days begin upon the earlier of: (1) Buyer's Actual Receipt of the disclosure materials, requested missing documents or material changes or (2) upon the deadline for Seller's delivery of the disclosure materials or the requested missing documents.

Practically in this situation, given the timing, the buyer will have statutory rescission rights once the seller delivers the condominium disclosure documents. Therefore, the buyer may initiate a Cancellation Agreement and Mutual Release (CAMR) for the seller's consideration. The seller would presumably sign the CAMR, understanding the buyer will have statutory rescission rights once the documents are delivered.

WAIVER RIGHT TO RESCIND

A buyer submitted an offer on a condominium unit. The seller countered, requiring the buyer submit a waiver of the buyer's five-day right to rescind based on the condominium documents. Can a seller require a waiver or an affirmative notification of acceptance of documents from a potential buyer as a part of an offer?

Wis. Stat. § 703.33(6) plainly states:

Waiver of purchaser's right. Rights of purchasers under this section may not be waived in the contract of sale and any attempt to waive those rights is void. However, notwithstanding sub. (4)(d), if the purchaser proceeds to closing, the purchaser's right under this section to rescind is terminated.

The right to rescind is statutory and is for the buyer's protection. A seller wishing to limit the amount of time for buyer rescission would timely deliver the condominium documents. If all the statutory disclosure documents are not delivered, the buyer may make a request in writing for the missing documents. This request thereby extends the amount of time the buyer has to rescind the offer. Therefore, delivering the documents by an authorized method with no missing documents will minimize the time the buyer has in which to rescind. Based on what the statute says, the only way the buyer's right to rescind is terminated would be if the buyer did nothing to exercise those rights and proceeded to closing.

MATERIAL CHANGES

The buyer has an accepted offer on a condominium and intends to use the condominium as a rental property. Prior to closing, the buyer learned that the condominium association changed the rules and regulations, limiting the use of units for owner occupancy only. How can the buyer proceed in this scenario?

Generally, there are three ways a buyer of a condominium unit has the right to rescind an offer. Rescission could be based upon review of condominium documents, an amended real estate condition report (RECR) or material changes to condominium disclosure materials provided by the seller. Once the buyer has received documentation from the seller, the buyer may review the materials to see if either Wis. Stat. § 709.05 or Wis. Stat. § 703.033 affords the buyer a rescission opportunity. The buyer in this transaction should be referred to private legal counsel to review the documents provided. Notwithstanding the applicability of these statutory provisions, the buyer and seller could, by mutual agreement, agree to amend the offer or cancel the offer in light of the new information.

Wis. Stat. § 703.33(3m) and § 703.33(4) address changes in condominium disclosure materials. If there is a material change to the disclosure materials, the buyer has a right to rescind the transaction.

703.33(3m) CHANGE IN MATERIAL FOLLOWING DELIVERY TO PURCHASER.

Any material furnished under sub. (1) may not be changed or amended following delivery to a purchaser, if the change or amendment would affect materially the rights of the purchaser, without first obtaining approval of the purchaser. A copy of amendments shall be delivered promptly to the purchaser.

The buyer may discuss with their attorney whether the new prohibition on unit rental is a material change that allows the buyer to rescind the transaction within five days of receipt of the amendment.

VACANT LAND TRANSACTION

The listing agent has a seller who owns a vacant parcel of land, which is part of a condominium. What are the appropriate forms?

The Real Estate Examining Board (REEB) does not have a listing or offer form dedicated to vacant land condominiums. The REEB has suggested in such scenarios that real estate licensees use the state-approved WB form that requires the least amount of modifications. It is a matter of the licensee's judgment as to which form best fits the individual circumstances.

WB forms may be modified to accomplish the intent of the buyer and/or seller. The WB-14 Residential Condominium Offer to Purchase form may be used and modified to address the vacant land nature of the transaction. Alternately, if a WB-13 Vacant Land Offer to Purchase is used, it would need to be modified to address the condominium nature of the transaction, including the correct legal description and the condominium disclosures — both mandatory and optional. Given the extent of disclosures and statutory provisions for the sale of a condominium, starting with the WB-14 may be more efficient. Also, using the WB-14 assures the buyer and the lender are aware of the form of ownership, statutory disclosures and the right to rescind, among other details.

NAR ANTITRUST LAWSUITS AND WISCONSIN LICENSEES

BY JENNIFER LINDSLEY

WRA DIRECTOR OF LEGAL SERVICES AND LICENSING

By now, surely every licensee in Wisconsin has heard about the class-action lawsuits involving the National Association of REALTORS® (NAR) and various other defendants. The plaintiffs in these lawsuits are basically asserting that NAR’s “participation rule” has led to artificially fixed and inflated commissions. The “participation rule” is NAR Policy Statement 7.23, which requires listing firms to offer compensation to cooperating firms as a condition of participation in the MLS.

The defendants lost in one lawsuit that was decided on October 31, 2023, and the jury awarded the plaintiffs \$1.78 billion in damages, which is tripled in this type of litigation, making the award \$5.4 billion in damages. The judge in this case is expected to issue a final order in March 2024. NAR and the various other defendants have indicated they intend to appeal the verdict, so it may be years before we know the final outcome of this case or any of the other class-action lawsuits involving NAR. Other lawsuits continue to move forward, and additional lawsuits have been filed, including state REALTOR® associations as defendants.

TRANSPARENCY IN WISCONSIN STATE-APPROVED FORMS

Wisconsin has long been a leader in consumer protection when it comes to protecting buyers and sellers in real estate transactions. Fundamentally, Wisconsin licensing law creates clear duties that a licensee owes to all parties in a transaction and additional duties owed to clients. Beyond that, Wisconsin licensees must inspect properties prior to listing them, disclose licensed status when acting as a principal in a transaction and comply with formal disclosure and consent requirements when working with family members or other parties where the licensee might have some concurrent interest in the transaction.

The mandatory state-approved forms that all Wisconsin licensees must use boost consumer protection by making it clear that commissions are negotiable. Both the listing contracts and buyer agency agreements have blank lines for writing in the commission to which the firm and the client agree. Moreover, the listing contracts have blank lines for the seller and the listing firm to negotiate the amount of compensation the listing firm will offer to cooperating firms. There is language in the buyer agency agreements authorizing a buyer's firm to seek compensation from the seller and/or the listing firm, and the language further clarifies that any amount received by the buyer's firm from the seller or listing firm reduces what the buyer owes. All the agency agreements contain language informing a consumer that there is no standard market commission rate and that commissions vary by firm and are negotiable. Not all states have forms with such strong consumer protections.

Beyond just the language in Wisconsin's state-approved forms, the entire process of creating state-approved forms puts the consumer first. The forms are first developed by the Real Estate Contractual Forms Advisory Council (the Council). Once developed, they are sent to the Real Estate Examining Board (REEB) for consideration and approval. Both the Council and the REEB are comprised of volunteers from not only the real estate profession but also members of the public and are housed within the executive branch in the Department of Safety and Professional Services (DSPS), a consumer protection agency.

VALUE FORWARD INTERACTIONS

Antitrust lawsuits aside, a licensee should always be willing and able to explain their value to a consumer in a real estate transaction. Working with a seller-client is so much more than just listing a house. A licensee can market the property, seek out buyers, and advise and educate the seller on what to expect in terms of timelines, offer presentation and market conditions. A licensee working with a buyer does so much more than just locate a property and draft an offer. There are deadlines to be managed, inspections to be scheduled and coordination with the lender. For many consumers, once there is an accepted offer, the transaction is a "done deal" in their minds. Any licensee would quickly refute this assumption and be able to educate the consumers on all the steps necessary to get from accepted offer to closing. It is not simply working through

contingencies by scheduling the appropriate professionals or making sure a buyer is communicating with a lender to secure a loan commitment in a timely manner. Think about how many transactions involve post-acceptance negotiations to address the results of various inspection and testing contingencies as well as unexpected scenarios that arise in the timeline between acceptance and closing.

Having a trusted real estate licensee by one's side is usually going to make the entire process less intimidating and smoother for the consumers involved. For these reasons, licensees should be ready to articulate their value to consumers. Consumers are paying for a service when hiring a real estate firm as either a listing firm or a buyer's firm. A licensee should make sure the consumer understands the services they are receiving and the value of those services. Explaining commissions to consumers as a fee-for-service arrangement and being completely transparent about the fees charged and services offered will help licensees steer clear of potential antitrust violations.

WHAT'S NEXT?

It is impossible to say for sure what the final result of any of these lawsuits will be, but the WRA will keep our members updated with any news as it arises. In the meantime, check in with your supervising broker to review company policies regarding commissions charged to clients and compensation offered to others.

You can always find the WRA's Antitrust FAQ memo and the latest antitrust resources at www.wra.org/antitrust.



YES, SLASH THE TRANSFER TAX!

LEGISLATION REDUCING WISCONSIN'S REAL ESTATE TRANSFER TAX

BY CORI LAMONT

WRA VICE PRESIDENT OF LEGAL AND PUBLIC AFFAIRS

The WRA supports AB 277/SB 274, legislation proposing to cut Wisconsin's real estate transfer tax by one-third reducing the cost carried by Wisconsin property owners who pay the tax on the sale of real property. The bill, introduced by Rep. Chanz Green and Sen. Rob Stafsholt, has received hearings in both the Senate and Assembly.

BACKGROUND

When the Wisconsin transfer tax was first imposed on property owners in 1970, sellers were responsible to pay \$1.00 for every \$1,000 of property value transferred. At that time, the county and state split the funds received from the tax 50/50. In 1982, the tax was increased to its current rate of \$3.00 per \$1,000 of property value. Additionally, the percentages were changed so the state received 80% and the county received 20%.

The county register of deeds is responsible for collecting the tax. Under the current structure, the county keeps its 20% portion of the funds to provide for local services, while the state's 80% goes into General Purpose Revenue (GPR) for the general benefit of the state.

Currently, sellers pay an extra tax when selling their property of \$3.00 for every \$1,000 of property value. For a median value home in Wisconsin of \$272,500, the seller pays an additional \$817.50 in taxes for the sale of their real property. The higher the sales price, the greater the transfer tax. In 2022, Wisconsin property owners were taxed an additional \$121.4 million, just from the transfer tax.

LEGISLATIVE BENEFITS

With Wisconsin facing housing affordability issues as well as high property taxes, this proposal offers a multifaceted solution:

- Returning the distribution of the transfer tax collection back by 2026 to a 50/50 allocation between the county and state provides a response to local government funding challenges. This reallocation increases local government revenue to help further support services needed within a community where the property is located, while eliminating a larger portion going to the fund to generally benefit the state.
- With historically low housing inventory, and as one of the highest property tax states in the country, Wisconsin has a housing affordability issue. However, Wisconsin property owners are continuously required to fund the government through property taxes and transfer taxes associated with the sale of real property.
- Homeownership will continue to be unattainable until the housing inventory increases, property taxes are decreased and transaction costs borne by the parties are reduced. According to the National Association of Home Builders (NAHB), for every \$1,000 increase in the median new home price, approximately 2,000 households are priced out of the homebuying market. Reducing the transfer tax by one-third provides much needed relief for Wisconsin property owners in the real estate transaction.
- The reduction of funds going to the state eases the burden on property owners: Lowering the transfer tax to \$2.00 per \$1,000 of property value will save the median value homeowner \$272.50 in excess property taxes. By reducing the transfer tax by 33%, property owners save hundreds of dollars during a transaction.

AN INSPIRATION TO US ALL

Welcome to the WRA's annual recognition issue of *Wisconsin Real Estate Magazine* where we commemorate, congratulate and celebrate REALTORS® who commit to making their customers and clients, their colleagues, their neighbors, their communities, their state and themselves better.



Meet the 2024 WRA executive committee and WRA President & CEO. Pictured top row, left to right: Steve Lillestrand, Shawna Alt and Tom Larson. Bottom row, left to right: Joe Horning, Amy Curler, Mary Jo Bowe and Chris DeVincintis.

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Past Chair Directors

Mary Duff, Stark Company REALTORS®
Brad Lois, Bear Realty of Burlington Inc.

At-large Directors

Chris Carrillo, Multiple Listing Service Inc.
S.R. Mills, Bear Realty Inc.

ANNUAL AWARD RECIPIENTS

Each year, the WRA recognizes individuals who have helped to advance the REALTOR® organization and the industry. Congrats to these individuals who received awards in 2023.

DISTINGUISHED SERVICE AWARD

The WRA's Distinguished Service Award (DSA) recognizes REALTORS® or WRA employees who have committed several years of leadership and service at all levels of the REALTOR® family as well as to the local community. The recipient must have at least five years of membership or employment and must have demonstrated a high level of commitment to the association.



Rita Blenker

Century 21 Gold Key Realty, Marshfield

Rita Blenker earned her Wisconsin real estate license in 1982 and joined Century 21 Gold Key Realty in Marshfield and later bought the company in 1985. She has served as the president of the Marshfield Board of REALTORS®, now known as the Central Wisconsin Board of REALTORS®. Blenker has sat on the WRA board of directors as well as the convention committee and as an RPAC trustee. She earned the RPAC Extraordinary Service Award from the WRA in 2017 and has been inducted into NAR®'s RPAC Hall of Fame.



Jack Drzewiecki

Acre Realty, Appleton

After graduating with a degree in banking & finance, Jack Drzewiecki managed real estate sales for a homebuilder and later earned his Wisconsin real estate broker's license in 1976. Drzewiecki opened ERA Acre Realty in 1978, which later became incorporated as Acre Realty in 1980. He has served as a director for the REALTORS® Association of Northeastern Wisconsin

(RANW) and also sat on RANW's professional standards and forms committees. In addition, he volunteered on the DSPS Forms Advisory Committee for over 10 years and also sat on the WRA board of directors.



Joe Horning

Shorewest REALTORS®, Brookfield

Joe Horning is the president of Shorewest REALTORS® and is a third-generation family member to lead the company. Horning has been involved with various real estate organizations at all levels, including the Greater Milwaukee Association of REALTORS®, the Wisconsin Homeowners Alliance, the Wisconsin Real Estate Exchange and Local Initiatives Support Corporation (LISC) Milwaukee, Leading Real Estate Companies of the World and the National Association of REALTORS®. In 2023, Horning served as the chairman for the WRA as well as Metro MLS and continues to sit on the WRA executive committee in 2024.

WRA CHAIR CITATION AWARD

This award recognizes individuals who have made an exceptional contribution to the WRA or to the real estate industry.



Mike Wittenwyler

Godfrey & Kahn, Madison

Mike Wittenwyler is an administrative and regulatory attorney at Godfrey & Kahn, S.C., and is the lead attorney in the firm's Political Law Group. Splitting his time between Madison and Washington, D.C., he advises businesses, trade associations

and other organizations on their interactions with all levels of government. He has represented the WRA before judges, regulators, lawmakers and the public. Wittenwyler is recognized with this award for the expert legal counsel and business advice he has given the WRA on aspects like legislation, political operations, tax compliance and more, for nearly three decades.

WRA LIFETIME ACHIEVEMENT AWARD

This award recognizes an extraordinary individual for a lifetime of exemplary achievements that have advanced and enriched the real estate profession in Wisconsin.



Michael Theo

Wisconsin REALTORS® Association, Madison

Michael Theo joined the WRA in 1985, leading its legislative, political and legal functions and has demonstrated unparalleled expertise in these areas over the years. He successfully led advocacy efforts to protect private property rights, lower property taxes and make housing more affordable, and in doing so, elevated the WRA's advocacy program to statewide and national excellence.

In 2011, Theo became WRA President & CEO, consistently driving exceptional vision and innovation to propel the association to new heights of success and influence.

Underscoring his commitment to professional excellence, Theo holds the Certified Association Executive designation from the American Society of Association Executives as well as the REALTORS® Certified Executive designation from the National Association of REALTORS® (NAR). Theo's leadership roles, including his advisory position at UW-Madison's Graaskamp Center for Real Estate, membership on Competitive Wisconsin Inc.'s executive committee, and presidency at the Madison Club, underscore his commitment to both the real estate sector and the wider community.

In addition, he has served as the chairman of the Wisconsin Society of Association Executives as well as NAR's Association of Executives Committee, setting an exemplary standard for leadership.

RPAC EXTRAORDINARY SERVICE AWARD

This award is presented to individuals who have contributed their time, fundraising talents and financial support to the REALTORS® Political Action Committee (RPAC).



Cheryl Eskridge

Eskridge Real Estate, Conover

Milwaukee native Cheryl Eskridge transitioned to real estate from medical sales, launching Eskridge Real Estate in 2004. She has practiced primarily in the Northwoods and holds a Texas real estate broker's license, also owning Eskridge Real Estate in Austin, Texas. Thanks to her efforts, the Northwoods Association of REALTORS® (NWAR) consistently exceeded its annual RPAC goal for the past decade and often ranked among the highest in RPAC participation rates. Additionally, Eskridge has chaired RPAC since 2012 for NWAR.



Mary Gilbank

Shorewest REALTORS®, Janesville

Mary Gilbank began her real estate journey in 1986 with Shorewest REALTORS®, establishing herself as a top producer, holding an office leadership position for 18 years and ranking consistently in the top three for new listings since 2007. She has chaired the Rock-Green REALTORS® RPAC committee since 2016, raising over \$100,000. Gilbank holds RPAC Hall of Fame status and also served as an RPAC trustee for the WRA in 2023. Furthermore, she has been recognized as one of the top 200 REALTORS® in the nation by RealTrends.



Chris Howard

Ogden & Company Inc., Milwaukee

Chris Howard earned her salesperson and broker licenses in the 1970s and became broker/owner of Ogden & Company Inc. in 1999. Howard is involved in the REALTOR® organization, contributing to the creation of the Greater Milwaukee Association of REALTORS® (GMAR), where she served as a president and mediator. Howard served as a longtime member and chair of GMAR's RPAC as well as the state RPAC trustees. Honors include the WRA REALTOR® of the Year Award, GMAR's Dedicated Service Award and Lifetime Achievement Award, and *Milwaukee Magazine's* Five-star Real Estate Agent Award.



Laura Kruschka

RE/MAX Realty Pros, Milwaukee

Laura Kruschka obtained her Wisconsin real estate license in 1993. Her commitment to industry advocacy is evident through her role as RPAC chair for the Greater Milwaukee Association of REALTORS® (GMAR) and participation in meetings in Washington, D.C. She has served on the WRA public policy committee, the RPAC trustees, and has been an issues speaker at the WRA's REALTOR® & Government Day. Kruschka has served as an expert witness for two law firms in real estate litigation matters and is a past recipient of GMAR's Dedicated Service Award.



Jim Somers

Coldwell Banker Realty, Brookfield

Jim Somers, a licensed Wisconsin real estate professional since 1972, has served in the REALTOR® organization at many levels spanning several decades. He served as the president of the Waukesha Board of REALTORS® and also sat on the Greater Milwaukee Association of REALTORS® (GMAR) board of directors for three years. Somers also had a three-year tenure as the chair of GMAR's RPAC committee and is a past recipient of GMAR's Dedicated Service Award. He currently sits on the WRA public policy committee.

WCR MEMBER OF THE YEAR AWARD

This award is given by the Wisconsin chapter of the Women's Council of REALTORS® (WCR). The recipient of the WCR Member of the Year is recognized for exceptional leadership skills and advancing women as professionals and leaders in business, the industry and their communities.



Carla Nowka

Preferred Title, Madison

Carla Nowka has worked with Preferred Title for over 35 years and is responsible for managing sales and marketing for Preferred and its network of affiliated offices. She is actively involved with the REALTORS® Association of South Central Wisconsin (RASCW) and has served on its board of directors and currently chairs the networking and government affairs committees. For the past 18 years, Nowka has been involved with the Women's Council of REALTORS®, holding board positions for both the local and state networks, in addition to committee work.

CRS MEMBER OF THE YEAR AWARD

This award is given to a Certified Residential Specialist (CRS) designee by the Wisconsin chapter of the Residential Real Estate Council (RRC). This recipient has demonstrated accomplishments inside and outside the field of real estate and demonstrates outstanding commitment to the chapter.



Donna Dowden

Century 21 Dairyland Realty, Medford

Donna Dowden works as an expert real estate agent with Century 21 Dairyland Realty based in Medford. Dowden helps both buyers and sellers in Medford and the surrounding areas navigate the real estate market. She holds the ABR, BSBA, CRS and RENE credentials and has earned the Masters Diamond, Emerald and Ruby awards with her firm.

2023 DESIGNATIONS AND CERTIFICATIONS

Congrats to these REALTORS® who earned new credentials in 2023.

ABR DESIGNATIONS

Accredited Buyer's Representative

Tina Althoff, Berkshire Hathaway HomeServices North Properties, West Salem
Richard Anderson, Powers Realty Group, Milwaukee
Meredith Benson, YourChoiceRealty.net, Wausau
Lisa Bergmann, RE/MAX Excel, Schofield
Isabelle Carter, Berkshire Hathaway Starck Real Estate, Lake Geneva
Lynn Cherrette, Shorewest REALTORS®, Menomonee Falls
Brett Coates, Beiser Realty LLC, Winneconne
Zackery Dolney, Keller Williams Realty, Sussex
Peiling Fan, eXp Realty LLC, Verona
Carson Gallamore, Realty Executives Southeast, Waukesha
Carrie Garstecki, Keller Williams Inspire, North Aurora
Rick Gruebele, Visions First Realty LLC, Washburn
Adam Hall, RE/MAX Excel, Wausau
Rachael Hazen, First Weber REALTORS®, Oshkosh
Ryan Hildebrand, First Weber Inc., Mount Pleasant
Jane Kampschroer, Stark Company REALTORS®, Madison
Kelly Killian, Pleasant View Realty, Plymouth
Kimberly Knetter, Coldwell Banker Real Estate Group, Sobieski
Kellie Livingston, Edina Realty Inc., Spooner
Ashley Malinowski, Restaino & Associates ERA Powered, Barneveld
Emily Matthews, RE/MAX Universal, Sheboygan Falls
Maureen Moran, @Properties, Chicago
Nicole Mulder, Nima Realty Group, Oshkosh
Venetia O'Malley, Century 21 Affiliated, Mundelein
David Olson, RE/MAX Excel, Weston
Chour Pietrek, Berkshire Hathaway HomeServices North Properties, Onalaska
Kyle Polzin, Woods & Water Realty Inc., Chippewa Falls
Dawn Quait, Coldwell Banker Real Estate Group, Kimberly

Sara Schubert McKone, RE/MAX Results, Superior
Mallory Sierk, RE/MAX Excel, Schofield
Jessica Skovbroten, RE/MAX Affiliates, Menomonie
Oksana Snyder, Shorewest REALTORS®, Germantown
Curtis Stark, Keller Williams, Freedom
Sarah Stemper, Olive Branch Realty LLC, Sheboygan
Stephanie Svanda, Century 21 Affiliated, Appleton
Kao Ong Thao, Coldwell Banker Siewert REALTORS®, Wisconsin Rapids
Lisa Theama, Powers Realty Group, Mount Pleasant
Kimberly Treider, KWS Realty Kathy Wolf and Sons Realty, Jackson
Ashley Warning, Coldwell Banker Real Estate Group, Hortonville
Trish Welzien, Realty One Group Haven, Menasha

AHWD CERTIFICATIONS

At Home With Diversity

Julie Ann Artus, Berkshire Hathaway HomeServices Water City Realty, Appleton
Douglas Billings, Gerrard-Hoeschler, Onalaska
Jen Dimiceli, REALTORS® Association of South Central Wisconsin, Madison
Ashley Fredrick, NextHome Hub City, Marshfield
Michael Gobber, Century 21 Circle, Westchester
Jason Keeling, Shorewest REALTORS®, Kenosha
Stacey McKinney, McKinney Realty LLC, Cable
Lori Muller, Exit Elite Realty, Appleton
Stephanie O'Driscoll, Berkshire Hathaway HomeServices North Properties, Holmen
Michael Pietrek, Berkshire Hathaway HomeServices North Properties, Onalaska
Ginger Ramsey, RE/MAX Shine, Jefferson
Cheryl Routten-LaBarge, Coldwell Banker Siewert REALTORS®, Wisconsin Rapids
Jennifer Schoenherr, NextHome Hub City, Marshfield

ANNUAL RECOGNITION

Dayna Schutz, NextHome Hub City, Marshfield
 Stacy Smiter, Coldwell Banker Realty, Milwaukee
 Kurt Spaeth, NextHome Hub City, Stratford
 Stephanie Spaeth, NextHome Hub City, Marshfield
 Bridget Thomas, Raven Realty LLC, Onalaska
 Corienne Walek, Keller Williams Realty Lake Country, Oconomowoc
 Celeste Walker, NextHome Hub City, Marshfield
 Alexis Wright, NextHome Hub City, Marshfield
 Patricia Zuzek, Fieldstone Real Estate Specialists, Lakeville

ALC

Accredited Land Consultant

Adam Crist, Peoples Company, Mineral Point
 Alexander Wisniewski, Compass Wisconsin, West Bend

C2EX

REALTORS® Commitment to Excellence

Darnisha Adams, eXp Realty LLC, Rosemount
 Lora Bladow, RE/MAX Excel, Wausau
 John Christopherson, State Wide Real Estate, Marinette
 Jen Dimiceli, REALTORS® Association of South Central Wisconsin, Madison
 Annette Ferrara-Backes, Milwaukee Executive Realty, Mequon
 Sharon Fralick, First Weber Inc., Greenwood
 Ryan Gordon, Stephens & Associates, Iron Mountain
 Adam Hall, RE/MAX Excel, Wausau
 Dee Renee Harper, Coldwell Banker Realty, Milwaukee
 Karen Harvey, RE/MAX Excel, Schofield
 Erin Hickey, Lakeshore REALTORS® Association, Grafton
 Joe Horning, Shorewest REALTORS®, Brookfield
 Anne Jungwirth, Realty Executives Southeast, Mukwonago
 Jeffrey Kaus, ERA MyPro Realty LLC, Menomonee Falls
 Kristine Klodowski, Klodowski Real Estate, Beaver Dam
 Patricia Leak, Realty Executives Premier, Janesville
 Jacqueline Lechner, Compass Wisconsin, Lake Geneva
 Steven Lillestrand, Coldwell Banker River Valley REALTORS®, Onalaska
 Adalgisa Lopez, AmaxImmo Real Estate, Schofield
 Mariah Malmstadt, RE/MAX Forward, New Berlin
 Debra McKernan, First Weber Inc., North Prairie
 Richard Oldroyd, Property Shoppe Realty LLC, Altoona
 Michael Pietrek, Berkshire Hathaway HomeServices North Properties, Onalaska

Chasity Pike, Keller Williams Realty Diversified, Eau Claire
 Connie Poggensee, Realty Executives Southeast, Elkhorn
 Alissa Prentice, Exit Midstate Realty, Schofield
 Monika Ramsey, First Weber Inc., Madison
 Rebecca Rodriguez, Think Hallmark Real Estate, Waupaca
 Laura Rosecrance, All Property LLC, Roscoe
 Markus Savaglio, eXp Realty LLC, Sheboygan Falls
 Jennifer Schoenherr, NextHome Hub City, Marshfield
 Dayna Schutz, NextHome Hub City, Marshfield
 Mallory Sierk, RE/MAX Excel, Schofield
 Kurt Spaeth, NextHome Hub City, Stratford
 Stephanie Spaeth, NextHome Hub City, Marshfield
 Karen Stang, Carriage Realty Inc., Lake Elmo
 Kristine Terry, Bunbury & Associates REALTORS®, Baraboo
 Bridget Thomas, Raven Realty LLC, Onalaska
 Jeffrey Urbaniak, North Point Realty, Duluth
 Corienne Walek, Keller Williams Realty, Oconomowoc
 Celeste Walker, NextHome Hub City, Marshfield
 Tina Wilcher, Century 21 Affiliated, Wauwatosa
 Alexis Wright, NextHome Hub City, Marshfield
 Patricia Zuzek, Fieldstone Real Estate Specialists, Lakeville

CPM

Certified Property Manager

Susan Brown, Dane Arthur Real Estate Agency, Madison
 Kevin O'Donnell, Kevin J O'Donnell CPM, Stoughton

CRB DESIGNATIONS

Certified Real Estate Brokerage Manager

Ryan Gordon, Stephens & Associates, Iron Mountain

CRS DESIGNATIONS

Certified Residential Specialist

Richard Bina, Northern Wisconsin Real Estate LLC, Antigo
 Nicholas Bolen, Bolen Realty Inc., Antigo
 Liysa Callsen, Liysa Callsen Realty LLC, Manitowoc
 Rick Gruebele, Visions First Realty LLC, Washburn
 Jeff Harry, Stephens & Associates, Iron Mountain
 Zachary Hicks, eXp Realty LLC, Waukesha
 Andrea Hueppe, Homestead Realty Inc., South Milwaukee
 Tony Johnson, Edina Realty Inc., St. Croix Falls
 Colette Klapperich, Klapperich Real Estate Inc., Fond du Lac
 Brittney Kleifgen, KOS Realty Group, Green Bay

Jacqueline Lechner, Compass Wisconsin, Lake Geneva
Katherine Lindsley, Kellstrom Ray Agency, Baileys Harbor
Cheryl Mortvedt, First Weber Inc., Barneveld
Stephanie Mueller, Modern Realty Partners LLC, Waukesha
Alexis Nelson, TheMLSOnline.com Inc., Lake Elmo
Kevin Porter, Porter Realty LLC, Ashland
Ryan Rico, Eau Claire Realty Inc., Eau Claire
Stephanie Svanda, Century 21 Affiliated, Appleton
James Tinman, RE/MAX Cornerstone, Frederic
Anthony Wineinger, Realty Executives Integrity, Hartland

E-PRO

Melody Palmer, Keller Williams Realty Diversified, Eau Claire

GRI DESIGNATIONS

Graduate, REALTOR® Institute

Meredith Benson, YourChoiceRealty.net, Wausau
Michelle Fenske, First Weber Inc., Coloma
Luis Garcia, Homestead Realty Inc., Wauwatosa
Wendy Globig, Shorewest REALTORS®, New Berlin
Cara Hilzley, First Weber Inc., West Bend
Stephanie Jones, Shorewest REALTORS®, Grafton
Nancy Kocken, Resource One Realty LLC, De Pere
Mary Kruschek, Exit Realty HGM, Clinton
Heidi Krusensterna, Century 21 Burkett & Associates, Crandon
Holli McMahon, Berkshire Hathaway HomeServices Bay Area, De Pere
Nicole Mulder, Nima Realty Group, Oshkosh
Jose Carlos Nanez Perez, Homestead Realty Inc., West Allis
Christopher Schultz, Homestead Realty Inc., Milwaukee
Amy Sprengel, RE/MAX Forward, New Berlin
Glenna Vilmin, RE/MAX Prime, Beaver Dam

MRP CERTIFICATIONS

Military Relocation Professional

Tina Althoff, Berkshire Hathaway HomeServices North Properties, West Salem
Deena Bergstrom, Shorewest REALTORS®, Sheboygan
Douglas Billings, Gerrard-Hoeschler, Onalaska
Theresa Borkowski, eXp Realty LLC, Milwaukee
Tatyana Bratishko, Shorewest REALTORS®, Muskego
Andrew Bunge, Shorewest REALTORS®, Sheboygan
Tara Campbell, Coulee Real Estate & Property, Holmen

Lynn Cherrette, Shorewest REALTORS®, Menomonee Falls
Laura Corrao, North Shore Homes, Sheboygan
Lora Dornblaser, Realty Executives Southeast, Waukesha
Corinne Fales, Compass Wisconsin, Hartland
Michelle Fenske, First Weber Inc., Coloma
Carson Gallamore, Realty Executives Southeast, Waukesha
Kevin Herman, Coulee Real Estate & Property, Sparta
Nancy Jennings, Adashun Jones Real Estate, Ripon
Theresa Konkel-Dixon, The Wisconsin Real Estate Group, Racine
Donald Krenzien, Shorewest REALTORS®, West Allis
Donna Krueger, eXp Realty LLC, Milwaukee
Mariah Malmstadt, RE/MAX Forward, New Berlin
Emily Matthews, RE/MAX Universal, Sheboygan Falls
Anita Nielsen, RE/MAX Grand, Pardeeville
Zach Otten, Berkshire Hathaway Starck Real Estate, Genoa City
Vera Payton, Coldwell Banker Realty, Greenfield
Jamie Phephles, RE/MAX Grand, Reedsburg
Kyle Polzin, Woods & Water Realty Inc., Chippewa Falls
Ginger Ramsey, RE/MAX Shine, Jefferson
Amy Roscovius, eXp Realty LLC, Tomah
Tiffany Skiba, eXp Realty LLC, Mequon
Stephanie Svanda, Century 21 Affiliated, Appleton
Cory Talaska, eXp Realty LLC, Milwaukee
Jonathan Waldron, RE/MAX Lakeside, Oak Creek
Michael White, Keller Williams Realty, Whitefish Bay
Zachary Zeyen, First Weber Inc., Sturtevant

PSA CERTIFICATIONS

Pricing Strategy Advisor

Margaret Acker-Farber, RE/MAX Preferred, Waunakee
Richard Anderson, Powers Realty Group, Milwaukee
Ronda Bakos, Coldwell Banker Realty, Brookfield
Meredith Benson, YourChoiceRealty.net, Wausau
Douglas Billings, Gerrard-Hoeschler, Onalaska
Mackenzie Brogan, Keller Williams Realty, Lisbon
Caitlin Bubla, RE/MAX Grand, Reedsburg
Collin Buckley, Century 21 Affiliated, Greendale
Brandon Buell, Realty Executives Cooper Spransy, Cottage Grove
Amberly Chernoff, Power House Realty, Milwaukee
Brett Coates, Beiser Realty LLC, Winneconne
Deborah DeFere, Deb DeFere Real Estate LLC, Nashotah
Anna Derkacz, Exit Midstate Realty, Weston
Danielle Dieringer, Realty Executives Integrity, Waukesha

ANNUAL RECOGNITION

Zackery Dolney, Keller Williams Realty, Sussex
 Stacy Elaine, Mode Realty Network, Madison
 Louis Elson, T.R. McKenzie Inc., Verona
 Adam Hall, RE/MAX Excel, Wausau
 Summer Hansen, Adashun Jones Inc., Fond du Lac
 Greg Harvey, Redman Realty Group, Tomahawk
 Karen Harvey, RE/MAX Excel, Schofield
 Patrick Hereley, First Weber Inc., Madison
 Ryan Hildebrand, First Weber Inc., Mount Pleasant
 Andrea Hueppe, Homestead Realty Inc., South Milwaukee
 Seth Huttner, Preferred Properties of Fond du Lac Inc., Fond du Lac
 Amber Iverson, Castle Realty LLC, La Crosse
 Julie Janowak, First Weber Inc., Watertown
 Yura Kalmychikov, Symes Realty LLC, Green Bay
 Jenny Kreuser Peterson, Edina Realty Inc., Grantsburg
 Diamante Lara, eXp Realty LLC, Greenfield
 Kimberly Laufer, Leitner Properties, West Bend
 Casey Levrach, Property Shoppe Realty LLC, Altoona
 Liesl Long, eXp Realty LLC, Stillwater
 Aaron Mancl, KPR Brokers LLC, Rudolph
 Kelsey McCluskey, RE/MAX Affiliates, Eau Claire
 Eleanore McLoone, Gerrard-Hoeschler, La Crosse
 Ashley Meyer, Adashun Jones Inc., Fond du Lac
 Flavia Mildenberg, Coldwell Banker Realty, Mequon
 Richard Oldroyd, Property Shoppe Realty LLC, Altoona
 Angela Phillips, KPR Brokers LLC, Bancroft
 Connie Poggensee, Realty Executives Southeast, Elkhorn
 Kyle Polzin, Woods & Water Realty Inc., Chippewa Falls
 Anna Post, North Shore Homes, Howards Grove
 Katherine Ristow, Keller Williams Empower, Kohler
 Steven Rostkowski, The Wisconsin Real Estate Group, Brookfield
 Trisha Schense, Coldwell Banker Real Estate Group, Green Bay
 Christopher Schultz, Homestead Realty Inc., Milwaukee
 Mallory Sierk, RE/MAX Excel, Schofield
 David Snyder, Gerrard-Hoeschler, La Crosse
 Stephanie Sosa, Keller Williams Realty Milwaukee Southwest, Muskego
 Sarah Stemper, Olive Branch Realty LLC, Sheboygan
 Marta Stephenson, First Weber Inc., Wausau
 Joshua Stevens, Realty Executives Cooper Spransy, Fitchburg
 Jillian Surman, Century 21 Affiliated, Wisconsin Dells
 Bridget Thomas, Raven Realty LLC, Onalaska

Jeffrey Thompson, eXp Realty LLC, Jackson
 Kimberly Treider, KWS Realty Kathy Wolf and Sons Realty, Jackson
 Glenna Vilmin, RE/MAX Prime, Beaver Dam
 Richard Vorwald, Edina Realty Inc., River Falls
 Corienne Walek, Keller Williams Realty, Oconomowoc
 Matthew Wallmow, Redman Realty Group, Minocqua
 Linda Wendelberger, First Weber Inc., Delafield
 Kristy Werner, Exit Midstate Realty, Weston
 Jon Wilson, Gerrard-Hoeschler, La Crescent
 Lindsey Ziolkowski, Gerrard-Hoeschler, Onalaska

RENE CERTIFICATIONS

Real Estate Negotiation Expert

Latasha Dawson, Coldwell Banker Realty, Mequon
 Bret Doll, NextHome Prime Real Estate, Westby
 Lynn Loyola, Lannon Stone Realty LLC, Cudahy
 Rachel Mayer, Pleasant View Realty, Elkhart Lake
 Stephanie Osowski, RE/MAX Excel, Schofield
 Sekaidah Rogers, Eau Claire Realty Inc., Eau Claire

REI CERTIFICATIONS

Real Estate Investment Specialist

Julie Colmar, Lifestyle Realty, Middleton
 Luke Durkee, Redman Realty Group, Rhinelander
 Karen Taylor, Homestead Realty Inc., Milwaukee
 Leah Thorp, Coldwell Banker Elite, Sullivan
 Aaron Tiry, Team Tiry Real Estate LLC, Altoona
 Tamara Towns-Pozorski, Benefit Realty, Palmyra
 Peggy Wester, Next Chapter Real Estate, Belgium

RSPS CERTIFICATIONS

Resort & Second-home Property Specialist

Andraya Albrecht, Coldwell Banker Commercial, Altoona
 Michelle Anderson, Coldwell Banker Real Estate Group, Egg Harbor
 Susan Olivia Bearden, Village Realty & Development, Kohler
 Douglas Billings, Gerrard-Hoeschler, Onalaska
 Sara Bollmann, Shorewest REALTORS®, Greenfield
 Lisa Bougneit, Keller Williams Green Bay, Green Bay
 Heidi Brehmer, First Weber Inc., Wisconsin Rapids
 Ann Brown, Northern Exposure Real Estate LLC, Chicago
 Amy Bruechert, Town & Country Real Estate/Bultman Properties LLC, Luxemburg

Caitlin Bubla, RE/MAX Grand, Reedsburg
Richard Carlson, Coldwell Banker Belva Parr Realty, Friendship
Isabelle Carter, Berkshire Hathaway Starck Real Estate, Lake Geneva
Rebecca Cassity, Bunbury & Associates REALTORS®, Baraboo
Deborah DeFere, Deb DeFere Real Estate LLC, Nashotah
Maria Denis, Keller Williams Green Bay, Green Bay
Richard Denton, RADenton Realty LLC, Crandon
Jessica Dunn, Shorewest REALTORS®, Brookfield
Lisa Eggman, RE/MAX Property Pros, Land O' Lakes
Peiling Fan, eXp Realty LLC, Verona
Noel Fitzgerald, First Weber Inc., Three Lakes
Madeline Harbaugh, Compass Wisconsin, Lake Geneva
Ashley Hausman, Edina Realty Inc., Spooner
Cara Hilzley, First Weber Inc., West Bend
Kimberly Hood, RE/MAX Newport Elite, Franksville
Stephanie Jones, Shorewest REALTORS®, Grafton
Dixie Kalk, Berkshire Hathaway Starck Real Estate, Clinton
Danice Kalscheur, Real Broker LLC, Lodi
Judy Kalscheur, Restaino & Associates ERA Powered, Middleton
Nicole Kapellen, Pleasant View Realty, Plymouth
Cynthia Kastrosky, Camp David Realty Inc., Cable
Tammy Kauranen, First Weber Inc., Bessemer
Kirkland Kettleson, Century 21 Affiliated, Wisconsin Dells
Nancy Kocken, Resource One Realty LLC, De Pere
James Kruger, Coldwell Banker Advantage LLC, Nekoosa
Ricardo Lavariega, Mahler Sotheby's International Realty, Lake Geneva
Nathaniel Loew, North Central Real Estate Brokerage LLC, Eau Claire
Dale Loomis, First Weber Inc., Baraboo
Emily Matthews, RE/MAX Universal, Sheboygan Falls
Kathy McIntire, eXp Realty LLC, Turtle Lake
Danelle Mckeown, First Weber Inc., Hazelhurst
Amanda Meiers, eXp Realty LLC, Genoa City
Shannon Melloy, Counselor Realty, Stillwater
Jose Carlos Nanez Perez, Homestead Realty Inc., West Allis
David Nelson, Coldwell Banker Mulleady, Eagle River
Amy Paikowski, Century 21 Northwoods Team, Elcho
Ryan Parkos, Coldwell Banker Real Estate Group, Fitchburg
Janean Peeler, Keller Williams Prestige Realty, Germantown
Jamie Phephles, RE/MAX Grand, Reedsburg
Connie Poggensee, Realty Executives Southeast, Elkhorn

Carl Rehberger, Coldwell Banker Real Estate Group, Green Bay
Kristine Rowe, Todd Wiese Homeselling System Inc., Appleton
Jennai' Rusch, eXp Realty LLC, Elcho
Joel Sarbacker, Home Connection Realty, Waunakee
Ann Senn, Keller Williams Green Bay, Oconto Falls
Jordan Shelton, Keller Williams Realty, Oconomowoc
Stephanie Sosa, Keller Williams Realty Milwaukee Southwest, Muskego
Angela Spuhler, Keller Williams Prestige Realty, Hartford
Tara Stephens, Redman Realty Group, Three Lakes
Tammy Sunderlage, Coldwell Banker Belva Parr Realty, Adams
Jillian Surman, Century 21 Affiliated, Wisconsin Dells
Bridget Thomas, Raven Realty LLC, Onalaska
Travis Tuttle, Berkshire Hathaway HomeServices Lake County Realty, Waukesha
Mikayla Vaughn, Century 21 Affiliated, Wisconsin Dells
Matthew Wallmow, Redman Realty Group, Minocqua
Katherine Warner, Eau Claire Realty Inc., Eau Claire
Brittany Wenninger, Real Broker LLC, Waunakee
Gene Young, First Weber REALTORS®, Winneconne
Kyle Zastrow, First Weber Inc., Rhinelander

SFR CERTIFICATIONS

Short Sales and Foreclosure Resource

Patrick Armstrong, Armstrong Realty, Oshkosh
Julie Ann Artus, Berkshire Hathaway HomeServices Water City Realty, Appleton
Steven Barfield, Shorewest REALTORS®, Milwaukee
Jenessa Cruz, Coldwell Banker Realty, Milwaukee
David Dunn, eXp Realty LLC, Milwaukee
Luke Durkee, Redman Realty Group, Rhinelander
Wendy Globig, Shorewest REALTORS®, New Berlin
LaVon Manns, Shorewest REALTORS®, Germantown
Tanya Penfold, Coldwell Banker Belva Parr Realty, Adams
Ginger Ramsey, RE/MAX Shine, Jefferson
Lynda Sinclair, Coldwell Banker Realty, Rubicon
Jonathan Waldron, RE/MAX Lakeside, Oak Creek

SRES DESIGNATIONS

Seniors Real Estate Specialist

Darnisha Adams, eXp Realty LLC, Rosemount
Alyssa Anderson, @properties La Crosse, Holmen
Julie Ann Artus, Berkshire Hathaway HomeServices Water City Realty, Appleton

ANNUAL RECOGNITION

Kathleen Baldukas, eXp Realty LLC, Fitchburg
 Nancy Barth, First Weber Inc., Cambridge
 Douglas Billings, Gerrard-Hoeschler, Onalaska
 Ginger Bonneau, @Properties, Hartland
 Lora Brewster, Keller Williams Realty Milwaukee North Shore, Whitefish Bay
 Becky Chrisinger, Coldwell Banker River Valley REALTORS®, Onalaska
 Julie Collier-Ketola, Realty One Group Haven, Oshkosh
 Lisa Condon, Keller Williams Green Bay, Allouez
 Samantha Cricks, SCS Real Estate, Wausau
 Deborah DeFere, Deb DeFere Real Estate LLC, Nashotah
 Tiffany Drahonovsky, Jason Mitchell Real Estate, Franklin
 Troy Eickhoff, Howard and Williams Inc., Cottage Grove
 Michelle Fenske, First Weber Inc., Coloma
 Danette Frank, TNT Realty Group LLC, Sun Prairie
 Ann Gandrud, Coldwell Banker Brenizer REALTORS®, Eau Claire
 Wendy Globig, Shorewest REALTORS®, New Berlin
 Lynn Haman, @Properties, Elkhorn
 Shannon Hantke, Coldwell Banker Northern Escape, Ladysmith
 Patricia Hendrickson, Berkshire Hathaway HomeServices Bay Area, De Pere
 Cara Hilzley, First Weber Inc., West Bend
 Kristine Jaeger, Sprinkman Real Estate, Madison
 Jane Kampschroer, Stark Company REALTORS®, Madison
 Angela Keeley, Exit Midstate Realty, Weston
 Elizabeth Kindberg, Coldwell Banker Residential Brokerage, Brookfield
 Ida Kinsley, Birchland Realty Inc., Phillips
 Michelle Kramer, Adashun Jones Inc., Oshkosh
 Kimberly Laufer, Leitner Properties, West Bend
 Jessica Lex, Keller Williams Realty, Deerfield
 Justin Lonzo, 1st Anderson Real Estate, Two Rivers
 Robert Mason, First Weber Inc., Sussex
 Emily Matthews, RE/MAX Universal, Sheboygan Falls
 Patrick McElroy, SCS Real Estate, Weston
 Eleanore McLoone, Gerrard-Hoeschler, La Crosse
 Laura Meade, eXp Realty LLC, Verona
 Jessica Meyers, Better Homes and Gardens Real Estate Power Realty, Racine
 Lise Miley, Keller Williams Realty, Lisbon
 Maureen Moran, @Properties, Chicago
 Kimberly Mueller, First Weber Inc., Neenah
 Kortney Nanstad, Jenkins Realty Inc., Rice Lake

Ann Nicholls, Coldwell Banker Realty, Brookfield
 Kensy Nunez, Expert Real Estate Partners LLC, Appleton
 Valerie Otto, eXp Realty LLC, Racine
 Karen Patrick, First Weber Inc., Oconomowoc
 Jennifer Pretasky, Gerrard-Hoeschler, La Crosse
 Laura Rommelfanger, Adashun Jones Inc., Oshkosh
 Joel Sarbacker, Home Connection Realty, Waunakee
 John Schindler, Berkshire Hathaway HomeServices Metro Realty, Elm Grove
 Sandra Schmidt, Homestead Realty Inc., Mount Pleasant
 Susan Schmitz, The Hub Realty, Stoughton
 Sara Schubert McKone, RE/MAX Results, Superior
 Kathy Schultz, Keller Williams Realty Milwaukee Southwest, Milton
 Julie Schulz, eXp Realty LLC, Edgerton
 Patricia Smarto, Lakes Realty Group Brokerage Inc., Fox Lake
 Michaela Smith, Gerrard-Hoeschler, La Crosse
 Sheila Smith, Keller Williams Realty Milwaukee Southwest, Wales
 David Snyder, Gerrard-Hoeschler, La Crosse
 Carla Stanton, Berkshire Hathaway HomeServices North Properties, Onalaska
 Aldron Thompson, Homestead Realty, Milwaukee
 Angela Voelz, Fieldstone Real Estate Specialists, Apple Valley
 Marta Volden, Coldwell Banker River Valley REALTORS®, Onalaska
 Thomas Weller, Shorewest REALTORS®, West Bend
 Kristy Werner, Exit Midstate Realty, Weston
 Angela Wilson, Gerrard-Hoeschler, La Crosse
 Jon Wilson, Gerrard-Hoeschler, La Crescent
 Anthony Wineinger, Realty Executives Integrity, Hartland
 Kathy Zimmermann, RE/MAX Community Realty, Lake Mills
 Lindsey Ziolkowski, Gerrard-Hoeschler, Onalaska
 Miranda Zuege, Modern Realty Partners LLC, Waukesha

SRS DESIGNATIONS

Seller Representative Specialist

Shawn Thorne, Exit Elite Realty, Bonduel

2023 PARTNERSHIP FOR SUCCESS RECIPIENTS

The WRA Partnership for Success Program is designed to promote diversity within the REALTOR® membership and include perspectives from all walks of life — regardless of ethnicity, gender, religion, age, sexual orientation, gender identity, disability, national origin, socioeconomic status, political affiliation, life experience, background, expertise or any other qualities. Congrats to the recipients!

Sarah Michaels

Sponsoring broker: Deb Cappello
eXp Realty LLC, Milwaukee

Alejandro Fernandez

Sponsoring broker: Patty Wohlt
Berkshire Hathaway HomeServices, Appleton

Peiling Fan

Sponsoring broker: Deb Cappello
eXp Realty LLC, Middleton

Oleksandr Bykonja

Sponsoring broker: Judy Barr
RE/MAX Property Pros, Eagle River

Jared “Lilian” Estrada

Sponsoring broker: Michelle Hayward
Keller Williams Green Bay, De Pere

Maria Salas Ortiz

Sponsoring broker: Michelle Hayward
Keller Williams Green Bay, De Pere

Micah-Danielle Armstead

Sponsoring brokers: Dan Dyslin and Sona Olson
Real Broker LLC, McFarland

Bryanna Wade-Gardner

Sponsoring broker: Deb Cappello
eXp Realty LLC, Milwaukee

Jerrisa Ewing

Sponsoring broker: Keith Washington
Boardwalk Realty LLC, West Allis

Oluwapelumi Oguntade

Sponsoring broker: Joan Read
Keller Williams Milwaukee, Whitefish Bay

Michael White

Sponsoring broker: Joan Read
Keller Williams Milwaukee, Whitefish Bay

Ishwar Giri

Sponsoring broker: Amanda Whipple
Keller Williams Fox Cities, Appleton

Tamika Terrell

Sponsoring broker: Steph Conard
Keller Williams Milwaukee North Shore, Whitefish Bay

Stephen Booker

Sponsoring broker: Amanda Whipple
Keller Williams Fox Cities, Appleton

Rick Yang

Sponsoring broker: Robert Grether
Weichert REALTORS® Lakepoint, Madison

Sukhmeet (Sheena) Kaur

Sponsoring broker: Amanda Whipple
Keller Williams Fox Cities, Appleton

Rolando Araujo

Sponsoring broker: Amanda Whipple
Keller Williams Fox Cities, Appleton

Linnibrent (Linni) Stewart

Sponsoring broker: Dave Corban
eXp Realty LLC, Middleton

Noah Anthony Cortez

Sponsoring broker: Dave Corban
eXp Realty LLC, Middleton

RPAC HALL OF FAME

The RPAC Hall of Fame recognizes members who have made a long-term commitment to RPAC. Congratulations to the following members of the Wisconsin RPAC Hall of Fame!

\$10,000 LEVEL

James Barry, The Barry Company, Milwaukee
 Steve Beers, Compass Wisconsin, Lake Geneva
 Andrew Beiser, Beiser Realty LLC, Winneconne
 Jeffrey Benson, RE/MAX Lakeside, Milwaukee
 Krag Blomberg, RE/MAX Affiliates, Colfax
 Rose Bogosian, Gonnering Realty Inc., Kenosha
 Mark Bourque, Berkshire Hathaway HomeServices
 Epic Real Estate, Kenosha
 Michael Brandner, Gowey Abstract & Title Company, Medford*
 Michael Brenizer, Coldwell Banker Brenizer REALTORS®,
 Eau Claire
 Paul Brown, First Weber Inc., Mount Horeb
 Thomas Bunbury, Bunbury & Associates REALTORS®, Madison
 Paul Canfield, Copper Key Realty & Waterfront LLC, Eau Claire
 Barry Chavin, Newmark, Milwaukee
 Dawn Christensen, Century 21 Ace Realty, Appleton
 Richard R. Chronquist, Marshfield
 Julie Clarke, Realty Executives Integrity, Milwaukee
 Casey Clickner, Shorewest REALTORS®, Wauwatosa
 Michael Culat, Compass Wisconsin, Lake Geneva
 Amy Curler, First Weber Inc., West Bend*
 John Czarniecki, Commercial United LLC, Cedarburg
 Gregory Dallaire, Dallaire Realty, Green Bay*
 Anthony DeBartolo, Berkshire Hathaway HomeServices
 Epic Real Estate, Kenosha*
 Ted Dentice, Shorewest REALTORS®, Waukesha
 Michael Didier, RE/MAX United LLC, Port Washington
 Peter Didier, Port Washington
 Thomas Didier, RE/MAX United LLC, Port Washington*
 Gilbert Docken, Mount Horeb
 Kevin Donnell, First Weber Inc., Brookfield
 John Drzewiecki, Acre Realty, Appleton
 Mary Duff, Stark Company REALTORS®, Madison
 Connie Erickson, Shorewest Door County, Sister Bay

Robert Erickson, Egg Harbor
 Katie Falk, Keller Williams Realty, Whitefish Bay
 Michael Fardy, Colliers International, Milwaukee
 Robert Flood, Jr., Founders 3 Real Estate Services, Milwaukee
 Hiam Garner, First Weber Inc., Madison
 Lacinda Gerke-Edwards, Cindy Gerke & Associates, Onalaska
 Joe Germain, Woods & Water Realty Inc., Chippewa Falls
 Larry Gleasman
 Gary Grolle, Keating Real Estate, Genoa City
 Judy Gull, Winona
 Patricia Hasenbank, NextHome Hub City, Marshfield
 Judy Hearst, Coldwell Banker Realty, Milwaukee*
 Stacey Hennessey, Century 21 Affiliated, Appleton*
 Neil Hilgenberg
 John Hiller, Hiller Realty Inc., Mequon*
 Jay Hoeschler, Gerrard-Hoeschler, Onalaska
 Jeff Hoffman, The Boerke Company Inc., Milwaukee
 Donald Hovde
 Glenn Hovde, Hovde & Hovde Inc. REALTORS®, Madison
 Christine Howard, Bell Bank Mortgage, Pewaukee*
 James Imhoff, Universal Home Protection LLC, Madison
 Tracy Johnson, Commercial Association of REALTORS®
 Wisconsin, Milwaukee
 Pat Kaster, River City REALTORS®, Green Bay
 Michael Keefe, Lake Geneva
 Kevin King, Monona
 Jeffrey Kitchen
 Michael Kleber, Zilber Property Group, Milwaukee
 Peggy Kman, Coldwell Banker Realty, Iron River*
 Dan Kruse, Century 21 Affiliated, Madison
 Kitty Kuhl, First Weber Inc., Madison
 Jackie Kumm, Edina Realty Inc., New Richmond
 Cori Lamont, Wisconsin REALTORS® Association, Madison
 Steve Lane, First Weber Inc., Stevens Point
 Dan Lawler, Feather Real Estate Group, Rice Lake

Ray Leffler, RE/MAX Newport Elite, Racine
Jordan Leonhard, Mortgage Experts Team of Waterstone Mortgage, Marshfield
Laura Leonhard, Waterstone Mortgage, Auburndale
Richard Lincoln, Mandel Group Inc., Whitefish Bay
Laurie Logan, Keller Williams Realty, Monona
Arthur Luetke, Luetke Investment Real Estate, Madison
Benjamin Lyons, RE/MAX Lyons Real Estate, Waupaca
Jerry Lyons, Jerry C. Lyons, Waupaca
Tamara Maddente, First Weber Inc., Brookfield
Roger Mater, RE/MAX Service First, Brookfield
Kevin McKillip, Bear Realty of Burlington Inc., Lake Geneva
Becky Merwin, Berkshire Hathaway Starck Real Estate, Lake Geneva
Dennis Midthun, Midthun Property Group, Evansville*
Matthew Miller
Lana Mohs, Exit Greater Realty, Wausau
J. Michael Mooney, MLG Capital, Hartland
James Mulleady, Coldwell Banker Mulleady, Minocqua
David Neuville, Evansville
Amy Newcomer, ATI Home Inspector Training, Waukesha
Scott Newcomer, House To Home Inspections, Waukesha
Thomas Nielsen, Coldwell Banker Realty, Hudson
Dale Nordeen, Madison
Chris Northwood, Northwood Real Estate, Stevens Point
Anthony Nudo, Nudo Realty LLC, Kenosha
Mardelle O'Brien, Mardi O'Brien Real Estate Inc., Monona
Peter Ogden, Ogden & Company Inc., Milwaukee
Karen Pavlicek, Eagle Deer Land Company, Siren
Fred Prassas, PMC Management of Northern Wisconsin, La Crosse
Robert Procter, Axley Brynson LLP, Monona
Stephen Provancher, Newmark, Milwaukee*
Ned Purtell, Founders 3 Real Estate Services, Milwaukee
Max Rea, RE/MAX Excel, Schofield
Adam Redman, Redman Realty Group, Minocqua
Scott Revolinski, Founders 3 Real Estate Services, Milwaukee
Michael Richgels, RE/MAX Results, Onalaska
Tom Richie, Real Estate Solutions, Rice Lake
Amy Roehl, Coldwell Banker Real Estate Group, Verona
Timothy Roehl, Coldwell Banker Real Estate Group, Verona
Jeffrey Rosenberg, Midland Realty, Madison
Roger Rushman, First Weber Inc., Oconomowoc

Mike Ruzicka, Greater Milwaukee Association of REALTORS®, Wauwatosa
Rob Rybarczyk, Coldwell Banker Action Realty, Schofield
Paul Schieldt, Coldwell Banker The Realty Group, Janesville*
James Schiferl, RJ Stockwell Inc., Abbotsford
Denise Schultz, Lakes Area REALTORS® Association, Elkhorn
Michael Sewell, Michael Sewell REALTOR®, Green Bay
Peter Shuttleworth, Naples
Erik Sjowall, Bunbury & Associates REALTORS®, Madison
Brian Slinkman, NextHome Partners, Wisconsin Rapids
Michael Spranger, Michael Spranger Broker, Wisconsin Rapids
Dan Stacey, RE/MAX Results, La Crosse*
Douglas Stanich, Stanich Realty LLC, Kenosha
Phillip Stark, Stark Company REALTORS®, Madison
Brian Stephan, RE/MAX Results, Onalaska
Peter Sveum, Coldwell Banker Real Estate Group, Stoughton
Kelamar Svoboda, Compass Wisconsin, Franklin*
Scott Swick, Pewaukee
Tom Sykora, Coldwell Banker Realty, West Bend
Andrew Szymanskyj, Launch Realty Group, East Troy*
Jim Villa, NAIOP, West Allis
Brittany Voigt, Century 21 Ace Realty, Neenah
Stewart Wangard, Wangard Partners Inc., Milwaukee
Casey Watters, Real Estate Solutions, Rice Lake*
Robert Weber, First Weber Inc., Madison
Bob Webster, Jr., Compass Wisconsin, Lake Geneva
Lisabeth Weirich, First Weber Inc., Scottsdale
Scott Welsh, Colliers International, Milwaukee
Peter Wiese, American Edge Real Estate Services Inc., Menomonie
Raymond Yunker, Sr., Yunker Real Estate Services, Sun Prairie
Michael Zahrt, First Weber Inc., Wausau
Ron Zahrt, Wausau

\$25,000 LEVEL

Rita Blenker, Century 21 Gold Key Realty Inc., Marshfield
Joyce Bytof
Sue Decker, Brock and Decker Real Estate LLC, Marshfield
John Flor, Keller Williams Realty Diversified, Chetek
Norman Flynn, Norman D. Flynn Associates Inc., Monona
Mary Gilbank, Shorewest REALTORS®, Clinton*
Walter Hellyer, Egg Harbor
Sharon Helwig, RE/MAX American Dream The Real Estate Professionals LLC, Marshfield

Philip Hilgenberg, Hilgenberg Realty, Green Bay
 John Horning, Shorewest REALTORS®, Brookfield
 Joe Horning, Shorewest REALTORS®, Brookfield
 Darren Kittleson, Keller Williams Realty, Madison
 Tom Larson, Wisconsin REALTORS® Association, Madison
 Dan Lee, First Weber Inc., Madison
 Brad Lois, Bear Realty of Burlington Inc., Burlington
 Bill Malkasian
 KC Maurer, RE/MAX 24/7 Real Estate LLC, Appleton
 S.R. Mills, Bear Realty Inc., Kenosha
 Stephen Mills, Bear Realty Inc., Kenosha
 Lori Muller, Exit Elite Realty, Appleton*
 Joe Murray, Wisconsin REALTORS® Association, Madison
 Chuck Olson, Coldwell Banker River Valley REALTORS®, Onalaska
 Mary Rufledt, Elite Realty Group LLC, Eau Claire

Jacci See, First Weber Inc., Middleton*
 Roger Stauter, Stark Company REALTORS®, Sun Prairie*

\$50,000 LEVEL

Terry Hilgenberg, Coldwell Banker Real Estate Group, Shawano*
 Dave Stark, Stark Company REALTORS®, Madison*
 Mike Theo, Wisconsin REALTORS® Association, Madison*

\$125,000 LEVEL

Joan Seramur, Minocqua

\$150,000 LEVEL

Jim Imhoff, First Weber Inc., Madison*

**RPAC Hall of Fame inductees for 2023.*

2023 REALTOR® EMERITUS

The WRA pays special tribute to real estate professionals who have maintained 40 years of membership with the REALTOR® organization. Congratulations to the 2023 member!



KC Maurer

REALTORS® Association of Northeast Wisconsin

The National Association of REALTORS® will accept emeritus applications beginning January 15, 2024, for approval in May 2024. REALTOR® Emeritus members do not pay dues to the national or state association and are exempt from the NAR Code of Ethics. In addition to the required 40 years of REALTOR® membership, applications will require proof of one year of service at the national level.

WISCONSIN REALTORS® FOUNDATION 2023 ANNUAL REPORT

In 2023, the Wisconsin REALTORS® Foundation (WRF) continued to further the mission of unifying REALTORS® to help children in the areas of education, hunger, homelessness/abuse and serious illness.

With the support of our members, see what the WRF achieved in 2023.



39,075

meals raised by REALTORS® for Feeding Wisconsin



6,480

grab-n-go meal kits distributed in the Northwoods and Ozaukee areas



\$10,000

contribution to the REALTOR® Relief Fund



\$30,000

contribution to Habitat for Humanity for statewide housing assistance



\$12,536

of dues revenue allocated for disaster relief in our communities

To learn more and to get involved in 2024, visit www.wra.org/wrf

\$500+ RPAC & DIRECT GIVER INVESTORS

Thank you to the following individuals who contributed \$500 or more to RPAC and/or the Direct Giver program in 2023.

Anne Baranski, Badger Realty Team, Cottage Grove
 Cheri Barnett, RE/MAX American Dream The Real Estate Professionals LLC, Stratford
 Duane Bredeson, Bay Tree Real Estate Group Inc., Madison
 Karla Clark, Century 21 Affiliated, Beloit
 Nathan Conrad, Wisconsin REALTORS® Association, Madison
 Paul Dreutzer, ERA Starr Realty, Sturgeon Bay
 Paul Duerst, County Land & Title LLC, Wausau
 Timothy Dunne, Dunne Commercial Properties LLC, Hartford
 Shelli Ellis, Prosperity Home Mortgage, West Bend
 Kent Gabrielsen, Coldwell Banker River Valley REALTORS®, Onalaska
 Joshua Genz, United Country Midwest Lifestyle Properties, Onalaska
 Gary Getchel, Home Pro Inspection Service, Milton
 Jeffrey Hauser, Hauser Evaluations LLC, Madison
 Renae Henry, Century 21 Affiliated, Janesville
 Scott Heyerdahl, First Weber Inc., Delafield
 Jillian Hugo, Coldwell Banker River Valley REALTORS®, Onalaska
 Jane Jadin, Mark D Olejniczak Realty Inc., Green Bay
 Todd Johnson, First Weber Inc., Rhineland
 Teresa Keenan, Klapperich Real Estate Inc., Fond Du Lac
 Mark Kopp, Compass Realty Group, Amery
 Chad Larget, First Weber Inc., Milwaukee
 Richard Lincoln, Mandel Group Inc., Whitefish Bay
 Kelli Lueck, Rib Lake
 Patrick Moore, @Properties, Lake Geneva
 Carolynn Powers, First Weber Inc., Racine
 Colleen Prostek, Homestead Realty Inc., Hubertus
 Kevin Purtell, Keller Williams Fox Cities, Appleton
 Calla Ricciardi, Century 21 Affiliated, Kenosha
 Michael Schlichte, First Weber Inc., Wausau

Paul Schmidt, Exit Elite Realty, Oshkosh
 Scott Schoenherr, LandGuys LLC of Wisconsin, Marshfield
 Carolyn Stangl, Compass Wisconsin, West Bend
 Jeff Stone, Kapur & Associates, Milwaukee
 Jodi Teige, Exit Midstate Realty, Schofield
 Anthony Tucci, Realty Executives Cooper Spransy, Fitchburg
 William Vaughn Favre, @properties, Holmen
 Sheri White, eXp Realty LLC, Madison
 Julie Winter-Paez, RE/MAX Property Pros, Eagle River
 Mary Yacoub-Raad, Keller Williams Integrity Realty MN/WI, Hudson

RPAC FUNDRAISING

See a recap of the 2023 RPAC fundraising campaign

The 2023 RPAC fundraising campaign soared to success, thanks to the unwavering support from WRA members who contributed to RPAC or the Direct Giver program, complemented by the dedication of our volunteers and staff. Whether you responded to the call to action, participated in REALTOR® & Government Day, or generously supported RPAC or the Direct Giver program, your efforts generated remarkable results. Drumroll ... we surpassed the \$1 million mark in contributions last year! Your contributions have truly been instrumental in accomplishing substantial change.

BOARD	2023 CONTRIBUTIONS
Central Wisconsin	\$78,386.00
Commercial	\$42,285.00
Door	\$9,787.00
Jefferson	\$8,235.00
Individuals*	\$11,733.00
La Crosse	\$40,625.00
Lakes Area	\$47,400.00
Lake Superior	\$8,020.00
Manitowoc	\$7,593.00

BOARD	2023 CONTRIBUTIONS
Milwaukee	\$250,178.00
Northeast	\$148,572.00
Northwestern	\$70,232.00
Northwoods	\$28,973.00
Lakeshore	\$35,206.00
Rock Green	\$31,491.00
South Central	\$187,529.00
Southshore	\$60,725.00
Western Wisconsin	\$36,370.00
TOTAL	\$1,116,090.00

*Individual donors are members who are located in unassigned territory. Certain sections of Wisconsin are in unassigned territory out of the jurisdiction of a local board. REALTOR® members in these areas are classified as "individuals" in the list above.



REALTORS® POLITICAL ACTION COMMITTEE

REAL ESTATE ADVOCACY

2023 MAJOR INVESTORS

A WORD FROM THE 2023 RPAC CHAIR



“RPAC major investors help elect officials who understand the importance of the real estate industry. These officials then work alongside Wisconsin

REALTOR® advocates to drive favorable outcomes on legislation that directly affects your business.

The results of RPAC investments in real estate are evident every day. Almost everything we do is influenced by RPAC and REALTOR® advocacy at the national, state and local levels. A special ‘thank you’ to the RPAC major investors of 2023 — you made a real difference!”

Mike Pietrek, 2023 RPAC Chair
Berkshire Hathaway HomeServices North Properties, Onalaska

The REALTORS® Political Action Committee (RPAC) major investors are a passionate group of REALTORS® whose investments shape the future of the real estate industry. It's critical for REALTORS® to join forces and speak with one voice about the statewide real estate industry and its positive effects on the state of Wisconsin. To become a major investor, contact your local association executive, government affairs director, or the WRA's Joe Murray at jmurray@wra.org or Sandy Bolgrihn at sandyb@wra.org.



President's Circle: This icon designates an influential group of REALTORS® who contribute \$2,000 directly to REALTOR®-friendly candidates per requests from NAR and RPAC trustees.



RPAC Hall of Fame: This icon designates members of the RPAC Hall of Fame with an aggregate lifetime investment of \$25,000 or more.

PLATINUM “R”s

(\$10,000) \$7,000 Direct Giver; \$3,000 NAR RPAC



Jim Imhoff
First Weber Inc.
Madison



Mary Ruffedt
Elite Realty Group
Eau Claire



Wisconsin REALTORS® Association
Madison

RPAC major investors pictured are those who invested during the calendar year of 2023.

GOLDEN "R"s

(\$5,000) \$3,500 Direct Giver; \$1,500 NAR RPAC



Andy Beiser
Beiser Realty
Winneconne



Rita Blenker
Century 21 Gold Key Realty
Inc., Marshfield



Dawn Christensen
Century 21 Ace Realty
Appleton



John Flor
Keller Williams Realty
Diversified, Chetek



Mary Gilbank
Shorewest REALTORS®
Janesville



John Horning
Shorewest REALTORS®
Brookfield



Joe Horning
Shorewest REALTORS®
Brookfield



Tom Larson
Wisconsin REALTORS®
Association, Madison



Brad Lois
Bear Realty of Burlington
Inc., Burlington



KC Maurer
RE/MAX 24/7 Real
Estate LLC, Appleton



**REALTORS® Association
of South Central
Wisconsin MLS**
Madison



Mike Theo
Wisconsin REALTORS®
Association, Madison

CRYSTAL "R"s

(\$2,500) \$1,750 Direct Giver; \$750 NAR RPAC



Lora Bladow
RE/MAX Excel
Wausau



Rose Bogosian
Gonnering Realty Inc.
Kenosha



Mike Culat
Compass Wisconsin
Lake Geneva



Mike Didier
RE/MAX United LLC
Port Washington



Mary Duff
Stark Company
REALTORS®, Madison



Gary Grolle
Keating Real Estate
Genoa City



Ruth Hackney
Madison



Tracy Johnson
Commercial Association
of REALTORS® Wisconsin
Milwaukee



Cori Lamont
Wisconsin REALTORS®
Association, Madison



Becky Merwin
Berkshire Hathaway Starck
Real Estate, Lake Geneva



Glenn Mohs
Exit Greater Realty
Wausau



Lana Mohs
Exit Greater Realty
Wausau



Lori Muller
Exit Elite Realty
Appleton



Joe Murray
Wisconsin REALTORS®
Association, Madison



Peter Ogden
Ogden & Company Inc.
AMO, Milwaukee



Chuck Olson
Coldwell Banker River Valley
REALTORS®, Onalaska



Max Rea
RE/MAX Excel
Schofield



Adam Redman
Redman Realty Group
Minocqua



Rob Rybarczyk
Coldwell Banker
Action Realty, Schofield



Teresa Skridla
Century 21 Affiliated
Roscoe



Dave Stark
Stark Company
REALTORS®, Madison



Brittany Voigt
Century 21 Ace Realty
Neenah



Michael Zahrt
First Weber Inc.
Wausau

STERLING "R"s

(\$1,000) \$700 Direct Giver; \$300 NAR RPAC



Kathie Allen
RE/MAX Plaza
Lake Geneva



Shawna Alt
First Weber Inc.
Madison



Steve Anderson
Anderson Commercial
Group LLC, Franklin



Catherine Bade
Edina Realty Inc.
Bloomer



Mick Balestrieri
Compass Wisconsin
Lake Geneva



Steve Beers
Compass Wisconsin
Lake Geneva



Tim Besaw
Besaw Properties
Green Bay



Mark Bourque
Berkshire Hathaway
HomeServices Epic Real
Estate, Kenosha



Mary Jo Bowe
Edina Realty Inc.
Eau Claire



Michael Brandner
Gowey Abstract & Title
Company, Medford



Sammy Brock
Brock and Decker Real
Estate, Marshfield



Robert Brooks
Brooks Investment
Group LLC, Saukville



Scott Bush
Greater Milwaukee
Association of REALTORS®
Milwaukee



Diane Campshire Walczyk
Resource One Realty
De Pere



Deb Cappello
eXp Realty LLC
Kenosha



Sandy Carlson
RE/MAX Newport Elite
Racine



Chris Carrillo
Metro MLS
Milwaukee



Central Wisconsin MLS
Mosinee



Tricia Chartier
Coldwell Banker Realty
Wauwatosa



Tamara Cherry
Century 21 Affiliated
Janesville



Alicia Chovan
Shorewest REALTORS®
Kenosha



Casey Clickner
Shorewest REALTORS®
Wauwatosa



Sarah Cole
Landmark Realty LLC
Milwaukee



Amy Cottrell
Coldwell Banker Realty
Mequon



Jared Cottrell
Coldwell Banker Realty
Mequon



Amy Curler
First Weber Inc.
West Bend



Kimberly Curtis
Shorewest REALTORS®
Hartford



Gregory Dallaire
Dallaire Realty
Green Bay



Tony DeBartolo
Berkshire Hathaway
HomeServices Epic Real
Estate, Kenosha



Sue Decker
Brock and Decker Real
Estate, Marshfield



Ted Dentice
Shorewest REALTORS®
Brookfield



Chris DeVincentis
Legendary Real Estate
Services, Lake Geneva



Tom Didier
RE/MAX United LLC
Port Washington



Kevin Donnell
First Weber Inc.
Brookfield



**Door County Board
of REALTORS®**
Sturgeon Bay



Door County MLS
Sturgeon Bay



Jack Drzewiecki
Acre Realty
Appleton



Jim Emmer
Emmer Real Estate
Group, West Bend



Connie Erickson
Shorewest Door County
Sister Bay



Katie Falk
Keller Williams Realty
Whitefish Bay



David FitzGerald
Kleven Real Estate Inc.
Eau Claire



Robert Flood
Founders 3 Real Estate
Services, Milwaukee

STERLING "R"s continued

(\$1,000) \$700 Direct Giver; \$300 NAR RPAC



Cora Frank
RE/MAX Affiliates
Menomonie



Ashley Fredrick
NextHome Hub City
Marshfield



Wendy Gauss
RE/MAX Newport Elite
Kenosha



Jason Geiger
Geiger REALTORS®
Verona



Ben Gentile
eXp Realty LLC
Kenosha



Joe Germain
Woods & Water Realty Inc.
Chippewa Falls



Char Glocke
La Crosse Area
REALTORS® Association
La Crosse



Shawn Govern
Perfection Plus Real
Estate Services, Franklin



John Gscheidmeier
RE/MAX Service First
Waukesha



Taylor Hansen
Weichert REALTORS®
Place Perfect, Green Bay



Patty Hasenbank
NextHome Hub City
Marshfield



Abby Hauke
First Weber Inc.
Delafield



Andrew Hay
Guy Lloyd Inc.
Racine



Judy Hearst
Coldwell Banker Realty
Milwaukee



Sharon Helwig
RE/MAX American Dream
The Real Estate
Professionals, Marshfield



Stacey Hennessey
Century 21 Affiliated
Appleton



Andrew Hess
Founders 3 Real Estate
Services, Milwaukee



Wade Hetrick
Acre Realty
Winneconne



Terry Hilgenberg
Coldwell Banker Real
Estate, Shawano



Phil Hilgenberg
Hilgenberg Realty
Green Bay



Stan Hill
Stark Company
REALTORS®, Madison



John Hiller
Hiller Realty Inc.
Bayside



Jeff Hoffman
The Boerke Company
Inc., Milwaukee



Christine Howard
Bank Five Nine
Pewaukee



James Imhoff
Universal Home
Protection LLC, Madison



Alan Iverson
Castle Realty LLC
La Crosse



Amber Iverson
Castle Realty LLC
La Crosse



Beth Jaworski
Shorewest REALTORS®
Wauwatosa



Angela Kallay
Benefit Realty
Franklin



Michael Karisny
Acre Realty
Appleton



Pat Kaster
River City REALTORS®
Green Bay



Lindsey Kate
Acre Realty
Appleton



Dana Keegan
Realty Executives
Integrity, Cedarburg



Becky Kirchner
RE/MAX Lakeside
Woodstock, IL



Mark Kivley
RE/MAX Lakeside
Milwaukee



Michael Kleber
Zilber Property Group
Milwaukee



Peggy Kman
Coldwell Banker Realty
Iron River



Paul Knoblock
Coldwell Banker Action
Realty, Wausau



Dan Kruse
Century 21 Affiliated
Madison



Jackie Kumm
Edina Realty Inc.
New Richmond



Mike Kunesh
The Commercial Place
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Berkshire Hathaway Starck
Real Estate, Lake Geneva

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First Weber Inc.
Stevens Point



Phillip Larkin
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Wausau



Pamela Larkin
First Weber Inc.
Wausau



Dan Lawler
Feather Real Estate
Group, Rice Lake



Dan Lee
First Weber Inc.
Madison



Ray Leffler
RE/MAX Newport Elite
Racine



Patty Libke
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Minocqua



Steve Lillestrand
Coldwell Banker River
Valley REALTORS®
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Benjamin Lyons
RE/MAX Lyons Real
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Tamara Maddente
First Weber Inc.
Brookfield



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Lisa Marshall
Central Wisconsin Board of
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Roger Mater
RE/MAX Service
First LLC, Brookfield



Carey Maurer-Martin
RE/MAX 24/7 Real
Estate LLC, Appleton



Stacey McKinney
McKinney Realty
Cable



Steve Mills
Bear Realty Inc.
Kenosha



S.R. Mills
Bear Realty Inc.
Kenosha



Brett Moravitz
Dane Arthur Real Estate
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Darin Moravitz
Dane Arthur Real Estate
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Duane Murphy
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Chad Navis
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Michael Pietrek
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Realty Executives
Integrity, Cedarburg



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La Crosse



Robert Proctor
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James Purcell
RE/MAX Realty Pros
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Ned Purtell
Founders 3 Real Estate
Services, Milwaukee



Jill Rassbach
Rassbach Realty
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of South Central
Wisconsin, Madison**



**REALTORS® Association
of Northeast Wisconsin
Appleton**



**REALTORS® Association
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STERLING "R"s continued

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Tom Richie
Real Estate Solutions
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Amy Roehl
Coldwell Banker Real
Estate Group, Verona



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First Weber Inc.
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Bob Webster
Compass Wisconsin
Lake Geneva



Kelly Weiler
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LEGAL RESOURCES

THE LATEST UPDATES AND RESOURCES FROM THE WRA ABOUT WISCONSIN REAL ESTATE LAW

LEGAL HOTTIPS

WRA membership gives you access to the extensive WRA Legal Hottips online library, featuring past WRA Legal Hotline discussions covering liability, title issues, agency and more. Weekly hottip updates ensure fresh insights.

Search the Q&As: www.wra.org/LegalHottips
(WRA login required)

LEGAL UPDATES

Included with WRA membership is access to the WRA's *Legal Update* publication. Recent issues include:

December 2023: "Top Five Legal Developments for 2023"

Review a recap of the legal developments of 2023, including antitrust lawsuits, short-term rentals and more.

November 2023: "Changes to the WB Forms"

Learn about updates to Wisconsin real estate forms effective January 1, 2024.

October 2023: "Heightening Wisconsin's Commission Transparency"

Review antitrust basics and also find out what the two recent lawsuits against NAR mean for Wisconsin licensees.

See more: www.wra.org/LegalUpdates
(WRA login required)



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Find out applicable legal standards, alternatives and possible solutions for your real estate practice questions with this members-only service.

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HOTLINE HOURS

Monday-Friday, 8:30 a.m. – 4:30 p.m. Central

www.wra.org/LegalHotline

LEGISLATIVE ALERT

THE WRA SEEKS CLARIFICATION IN PROPOSED BILL FOR MLS SALES TAX EXEMPTION

BACKGROUND

In November 2021, the Wisconsin Department of Revenue (DOR) expanded the scope of “digital goods” guidance to include access to online databases. The DOR revised Publication 240 to clarify that “other news or information products” are not limited to products that disseminate news but also include any products that disseminate information, where information is a collection of facts or data that are not necessarily news related. Examples included access to an online database or website of current or historical information that allows the user to view and/or download the information, such as price or valuation information.

This revised guidance creates confusion because Wisconsin Multiple Listing Service (MLS) services could be construed as additional digital goods subject to the retail sales tax.

MLSs were created and continue to facilitate cooperation and compensation among participating real estate brokers. The dissemination of information regarding each property is merely an incidental component of the MLS listing process, the primary function of which is to facilitate the exchange of offers of cooperation and allow the sharing of commissions between brokers.

Therefore, the WRA is seeking statutory clarification in SB 351/ AB 353 that MLS services are exempt from the sales tax.

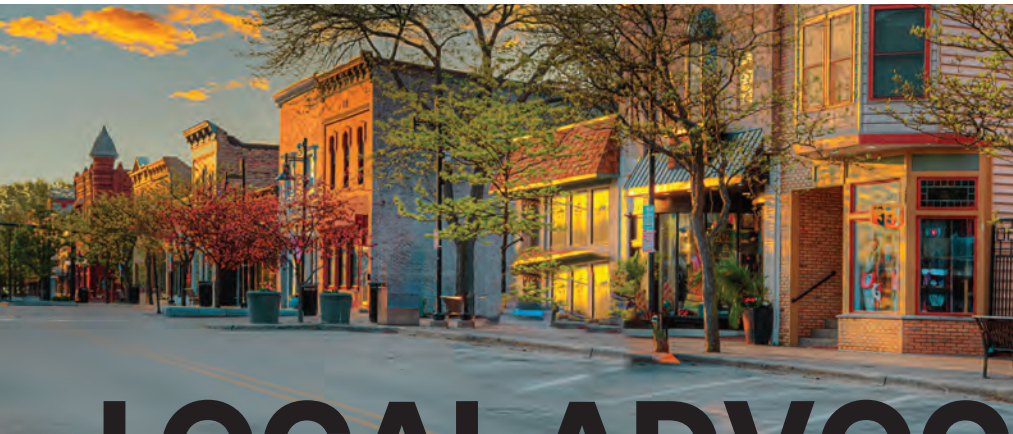
LEGISLATION AUTHORS

- Sen. Julian Bradley (R-Franklin)
- Rep. Dave Steffen (R-Green Bay)

LEGISLATION STATUS

SB 351/ AB 353 has been heard and voted out unanimously in both the Senate and Assembly committees and is awaiting vote on the floor by both houses.





LOCAL ADVOCACY GROWING IN YOUR OWN BACKYARD

BY NATHAN CONRAD

WRA DIRECTOR OF LOCAL AND GRASSROOTS ADVOCACY

We often hear that all politics are local. This idiom can take on a lot of different meanings, but in the real estate world, it has a tangible effect on your work each day. In fact, the decisions made at town, village, city or county council or board meetings have the most dramatic effect on property rights.

While local governments have a significant impact on property rights through zoning, lot sizes and comprehensive plans, local governments control the housing supply in many ways through the approval of developments from subdivisions to single-family homes to multifamily properties. For this reason, the WRA's board of directors decided that one of the WRA's strategic initiatives in 2024 is local advocacy.

In Madison, the WRA has an active advocacy team working on many of these issues at a statewide level, and many of our local associations have an excellent resource known as a Government Affairs Director (GAD) as the first line of advocacy defense pertaining to local units of government. GADs watch the activities of counties, towns, villages and cities within their region and monitor how their proposals and activities may impact your business, property rights and the industry as a whole.

Until January 2024, however, only 80% of our membership was covered by a GAD, leaving 20% — or more than 3,000 WRA members — without GAD representation. Since local

governments have the greatest day-to-day impacts, the WRA board wanted to make sure all areas of the state are represented with some sort of GAD services, and so the Government Affairs Director Services for All Program was created.

While this program does not offer all the services a local GAD performs, it does utilize the WRA's expertise through local government monitoring, grant writing, call to action support and implementation, local election mobilization, communications and media support. The WRA's staff member dedicated to GAD Services for All works with your local board to build rapid response teams to allow for quick responses when an ordinance is proposed that is adverse to our industry's priorities and interests. The rapid response team will be provided a legal analysis of the ordinance and talking points to help combat these issues at the local level.

While this program is in its infancy, it is meant to be an adjunct to the already amazing services your local association provides for you. We look forward to a great year of growth with this program, and if you see a way that it may be expanded or changed to help further our priorities in the future, please reach out.

WISCONSIN SUPREME COURT ORDERS NEW STATE LEGISLATIVE MAPS

BY JOE MURRAY

WRA DIRECTOR OF POLITICAL AND GOVERNMENTAL AFFAIRS

On December 22, 2023, the Wisconsin Supreme Court ruled 4-3 that Wisconsin's legislative maps as currently drawn violate the state constitution and must be redrawn in time for the 2024 election. In a separate order, the court asked for remedial legislative district maps from the parties to the lawsuit by January 12, along with expert evidence and an explanation of how the proposed maps comply with the principles outlined in the court's opinion by February 8. The Wisconsin Elections Commission said the new maps must be in place by March 15.

The December ruling stems from a lawsuit filed by a group of Democratic voters in August 2023, with plaintiffs arguing the majority of the state's districts violate a requirement in the state constitution because the districts are not contiguous, meaning they include pieces of land that are not connected.

In 2022, the court selected GOP-drawn maps over lines proposed by Gov. Tony Evers, frustrating Democrats who have long believed the Wisconsin Legislature is tilted severely in favor of Republicans.

POLITICS OF REDISTRICTING

Since 2011, Democrats have argued that Wisconsin legislative districts are heavily gerrymandered in favor of the Republicans. Republicans currently have a 22-11 supermajority in the state Senate and a strong 64-35 majority in the state Assembly, even though the state's electorate is almost evenly divided in statewide presidential and gubernatorial elections. Fewer than 23,000 votes have divided four of the last six presidential races, with the state voting for President Trump in 2016 and President Biden in 2020.

The redistricting lawsuit was filed a day after the court's majority flipped to 4-3 liberal control in August when Justice Janet Protasiewicz joined the court after her April 2023 victory over

conservative Dan Kelly. Protasiewicz called the Republican-drawn maps "rigged" during her campaign and sided with the other liberal justices in striking down the current maps.

REALTOR® IMPACT

The WRA is not and never has been involved in the redistricting process; instead, that is a fight between the legislature, governor and the courts. But we are heavily involved in state legislative elections because elections have consequences and it's critically important to support candidates on both sides who support the real estate industry.

For decades, the WRA and local board members and staff have vetted candidates in all legislative elections to evaluate the candidates' support for the industry and financially support the candidates who support WRA issues. If new maps are approved and in place by March 15, the composition of the next legislature could be significantly different. Under new maps designed to be more friendly to legislative Democrats, the WRA's legislative agenda could be dramatically different.

Over the last 11 years, the WRA staff and members worked hard to politically support candidates who made it possible to pass legislation that included the Homeowners Bill of Rights, the right to rent your home, prohibit time of sale requirements, reform landlord-tenant law, reduce property taxes and preserve private property rights.

The WRA and members will have to work hard in this year's election to find and support candidates who support our industry, and hopefully redrawn maps will not make this process more difficult. Only time will tell.

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NEW HOME CONSTRUCTION COURSE

March 14-15, 2024

This specialized training course, offered virtually next month, equips you to excel in guiding clients through the journey of crafting new construction with a home builder. You'll finish this course with in-depth insights into the acquisition, construction and personalization of a new residence.

- Course: New-home Construction and Buyer Representation
- Date/time: March 14-15, 9:00 a.m. – 12:00 p.m. each day
- Format: Virtual
- Fee: \$135 through February 28

Register: www.wra.org/ABR



BROKER-CENTRIC PROFIT COURSE

April 18-19, 2024

Creating profit in real estate requires focus and diligence as well as an understanding of the areas of your business that require your attention as a business owner. In this course, you'll learn real-life examples and review case studies that illustrate how new techniques can be smoothly integrated into the daily operations of your business. You'll also discover how to set financial objectives to achieve superior performance.

- Course: Creating a Profitable Real Estate Company
- Date/time: April 18-19, 9:00 a.m. – 12:45 p.m. each day
- Format: Virtual
- Fee: \$225 through April 3

Register: www.wra.org/CRB





PROBATE SPECIALIST COURSE

April 11-12, 2024

REALTORS® often face challenges in home sales related to family conflicts and the probate process. This one-day course equips you with probate basics to navigate such situations, ensuring success in client interactions while maintaining neutrality. You'll gain insights into the probate process as well as tips to manage property sales, differentiate trusts and improve communication — enhancing your skills for smoother transactions.

- Course: Residential Real Estate Probate Specialist Certification
- Date/time: April 11-12, 9:00 a.m. – 12:30 p.m. each day
- Format: Virtual
- Fee: \$160 through March 27

Register: www.wra.org/CRS



VIRTUAL CE

Participate in live CE from home

Want to earn CE credits with a live instructor without leaving home? Join WRA instructors Jennifer Lindsley, Tracy Rucka and Wendy Hoang for virtual CE coming up later this month and next month. CE courses take place from 8:30 a.m. to 12:00 p.m. each day. Plus, WRA members can purchase a set of three CE courses for just \$28.50.

- February 20: Courses 1 - 3
- February 22: Courses 4 - 6
- February 27: Courses 7 - 9
- February 29: Courses 10 - 12
- March 5: Electives 1 - 3
- March 7: Electives 4 - 6

Register: www.wra.org/RECE2324



OFFERING	FORMAT	DETAILS & REGISTRATION
EVENTS		
WRA Annual Convention: September 29-Oct. 1, 2024	Live in Wisconsin Dells	Save the date!
PRE-LICENSE TRAINING		
ONGOING TRAINING		
Broker Pre-license Course	On Demand	www.wra.org/BPL
Sales Pre-license Course	On Demand	www.wra.org/SPL
Sales Pre-exam Review	On Demand	www.wra.org/SalesPreExamReview
PROFESSIONAL DEVELOPMENT TRAINING		
SCHEDULED TRAINING		
CRS Tax Strategies Course: February 12-13, 2024	Virtual	www.wra.org/CRS
ABR Homebuilding Course: March 14-15, 2024	Virtual	www.wra.org/ABR
CRS Probate Specialist Course: April 11-12, 2024	Virtual	www.wra.org/CRS
CRB Profitable Company Course: April 18-19, 2024	Virtual	www.wra.org/CRB
ONGOING TRAINING		
GRI On Demand	On Demand	www.wra.org/GRI
Home Essentials Video Series	On Demand	www.wra.org/HomeEssentials
Line by Line Forms Training	On Demand	www.wra.org/LinebyLine
Mini Course Series	On Demand	www.wra.org/Mini
Quick Start	On Demand	www.wra.org/QuickStart
REAL ESTATE CONTINUING EDUCATION		
SCHEDULED TRAINING		
CE Courses 1-3: February 20, 2024	Virtual	www.wra.org/CE2324
CE Courses 4-6: February 22, 2024	Virtual	www.wra.org/CE2324
CE Courses 7-9: February 27, 2024	Virtual	www.wra.org/CE2324
CE Courses 10-12: February 29, 2024	Virtual	www.wra.org/CE2324
CE Electives 1-3: March 5, 2024	Virtual	www.wra.org/CE2324
CE Electives 4-6: March 7, 2024	Virtual	www.wra.org/CE2324
ONGOING TRAINING		
2023-24 Real Estate CE	Self-study Book	www.wra.org/CE2324
2023-24 Real Estate CE	On Demand	www.wra.org/CE2324
WRA WEBINARS AND FORUMS		
SCHEDULED TRAINING		
March 6, 2024	Virtual	www.wra.org/BLF
PARTNER WEBINARS		
THE PAPERLESS AGENT WEBINARS		
February 15, 2024	Virtual	www.wra.org/RPR
March 5, 2024	Virtual	www.wra.org/RPR
March 21, 2024	Virtual	www.wra.org/RPR
April 9, 2024	Virtual	www.wra.org/RPR
April 18, 2024	Virtual	www.wra.org/RPR

See the complete calendar: www.wra.org/coursecatalog



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