July 2023 Vol. 39, No. 8

WISCONSIN REAL ESTATE MAGAZINE

2023 WRA CONVENTION

REV

UNLEASH YOUR POTENTIAL

A PUBLICATION OF THE WISCONSIN REALTORS® ASSOCIATION

INSIDE this Issue:

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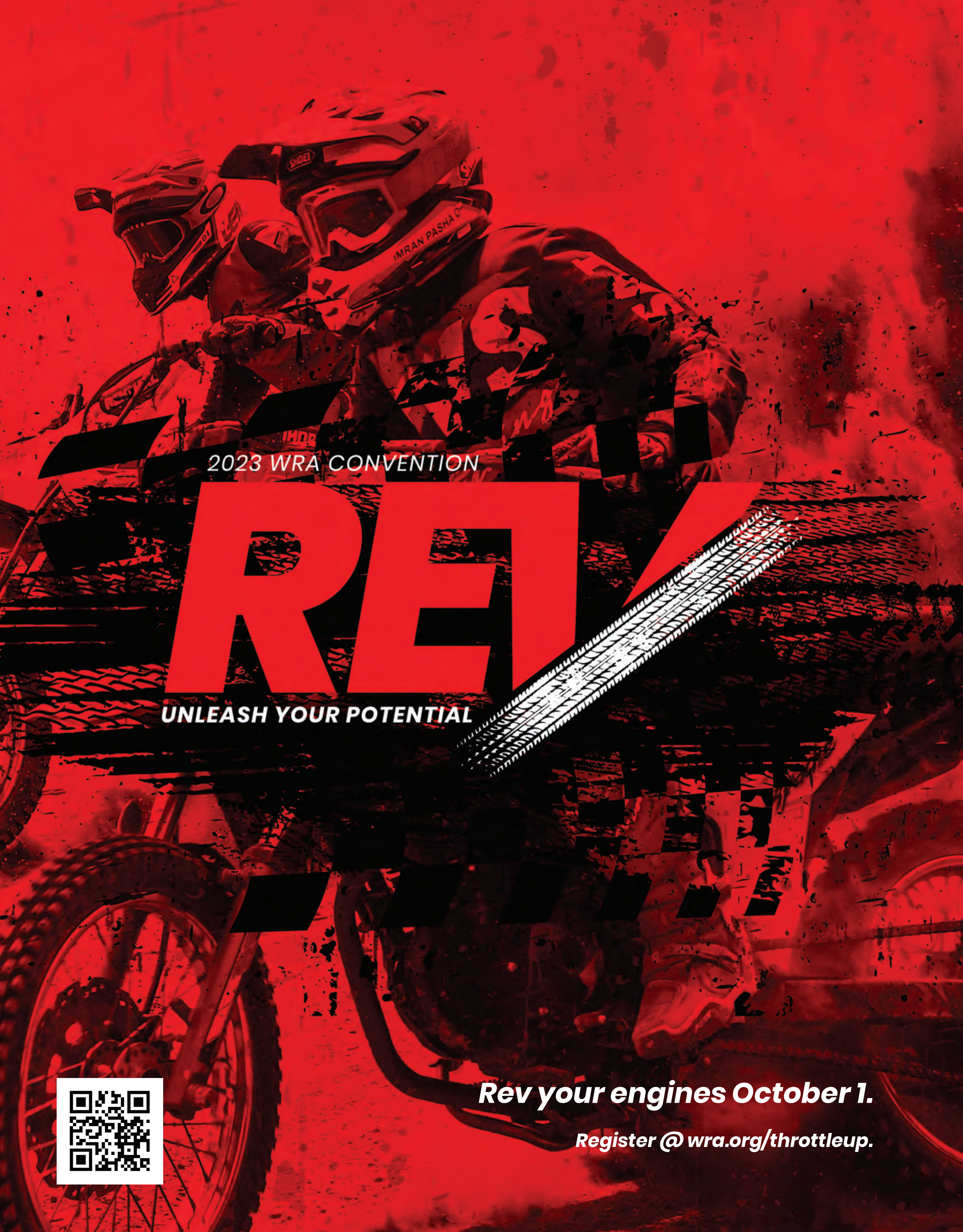
WRA


2023 WRA CONVENTION
REV
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Rev your engines October 1.
Register @ wra.org/throttleup.

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MAY HOUSING

HOUSING MARKET REMAINS TIGHT IN PEAK SALES PERIOD

BY DAVE CLARK
PROFESSOR OF ECONOMICS AT MARQUETTE UNIVERSITY
AND PRINCIPAL AT ECON ANALYTICS LLC

May 2023 Wisconsin housing at a glance:

- May 2023 home sales were 21.5% lower than May 2022.
- Sellers continue to have a strong advantage in the market.
- The median price rose 7.9% compared to May 2022.
- New construction has been unable to fill the supply gap.
- The housing affordability index dropped year over year.

See the full report: **www.wra.org/HSRMay2023**

David Clark, Ph.D., is a professor 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.

MAY HOUSING

5,830
CLOSED SALES MAY 2023
-21.5%
FROM MAY 2022

$294,000
MEDIAN PRICE MAY 2023
+6.9%
FROM MAY 2022

ACTIVE LISTINGS BY PRICE

PRICE RANGE	NUMBER OF LISTINGS
$0-$124,999	1,254
$125,000-$199,999	2,572
$200,000-$349,999	4,978
$350,000-$499,999	4,008
$500,000 & higher	3,939

7,988
TOTAL STATEWIDE LISTINGS MAY 2023
-22.6%
FROM MAY 2022

MEDIAN PRICES BY REGION

CENTRAL	$226,000
NORTH	$244,000
NORTHEAST	$260,000
SOUTH CENTRAL	$354,000
SOUTHEAST	$300,000
WEST	$289,000

AVERAGE DAYS ON MARKET

69 DAYS MAY 2023
COMPARED WITH
63 DAYS MAY 2022

MONTHS OF INVENTORY

2.8 MAY 2023
2.8 MAY 2022

HOUSING STATISTICS MONTHLY ACTIVITY

Statewide	May 2023	May 2022	% Change	YTD 2023	YTD 2022	% Change
New Listings	7,988	10,319	-22.6%	N/A	N/A	N/A
Total Listings	16,751	20,897	-19.8%	N/A	N/A	N/A
Closed Sales*	5,830	7,427	-21.5%	21,141	28,720	-26.4%
Median Sales Price	$294,000	$275,000	+6.9%	$275,000	$254,963	+7.9%
Months of Inventory	2.8	2.8	0%	N/A	N/A	N/A
Avg. Days on Market	69	63	+9.5%	N/A	N/A	N/A
Affordability Index	133	152	-12.5%	N/A	N/A	N/A

	Median Price			Closed Sales		
Region	**May 2023**	**May 2022**	**% Change**	**May 2023**	**May 2022**	**% Change**
Central	$226,000	$196,000	+15.3%	394	455	-13.4%
North	$244,000	$243,000	+0.4%	479	662	-27.6%
Northeast	$260,000	$250,000	+4.0%	1,059	1,303	-18.7%
South Central	$354,000	$333,750	+6.1%	1,203	1,496	-19.6%
Southeast	$300,000	$279,150	+7.5%	2,214	2,832	-21.8%
West	$289,000	$279,000	+7.0%	481	679	-29.2%

*Report criteria: Reflecting data through May 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

BUYER AGENCY AGREEMENT UPDATES

The Real Estate Examining Board recently approved revisions to the WB-36 Buyer Agency Agreement and the creation of a new form, the WB-39 Tenant Representation Agreement.

- The existing WB-36 Buyer Agency/Tenant Representation Agreement was split in two to create a revised version of the WB-36 as well as a new WB-39 Tenant Representation Agreement.
- The optional use date for both forms was July 1, 2023.
- The mandatory use date will be September 1, 2023.

In addition, a new wire fraud warning for use in WB forms is currently in the works. Watch for the new warning in the WB-36 and WB-39 as well as in a host of other WB forms in the future.

As always, the WRA will keep you updated about these developments that affect your practice.

WRA HOLIDAY HOURS

The WRA and the WRA Legal Hotline will be closed on Monday, September 4, in observance of Labor Day. Normal business hours for the association and hotline will resume at 8:30 a.m. CDT on Tuesday, September 5. The WRA wishes you a happy and safe holiday!

CONNECT WITH US

wra.org/**FACEBOOK** wra.org/**INSTAGRAM** wra.org/**YOUTUBE** wra.org/**TWITTER**

WISCONSIN REAL ESTATE MAGAZINE

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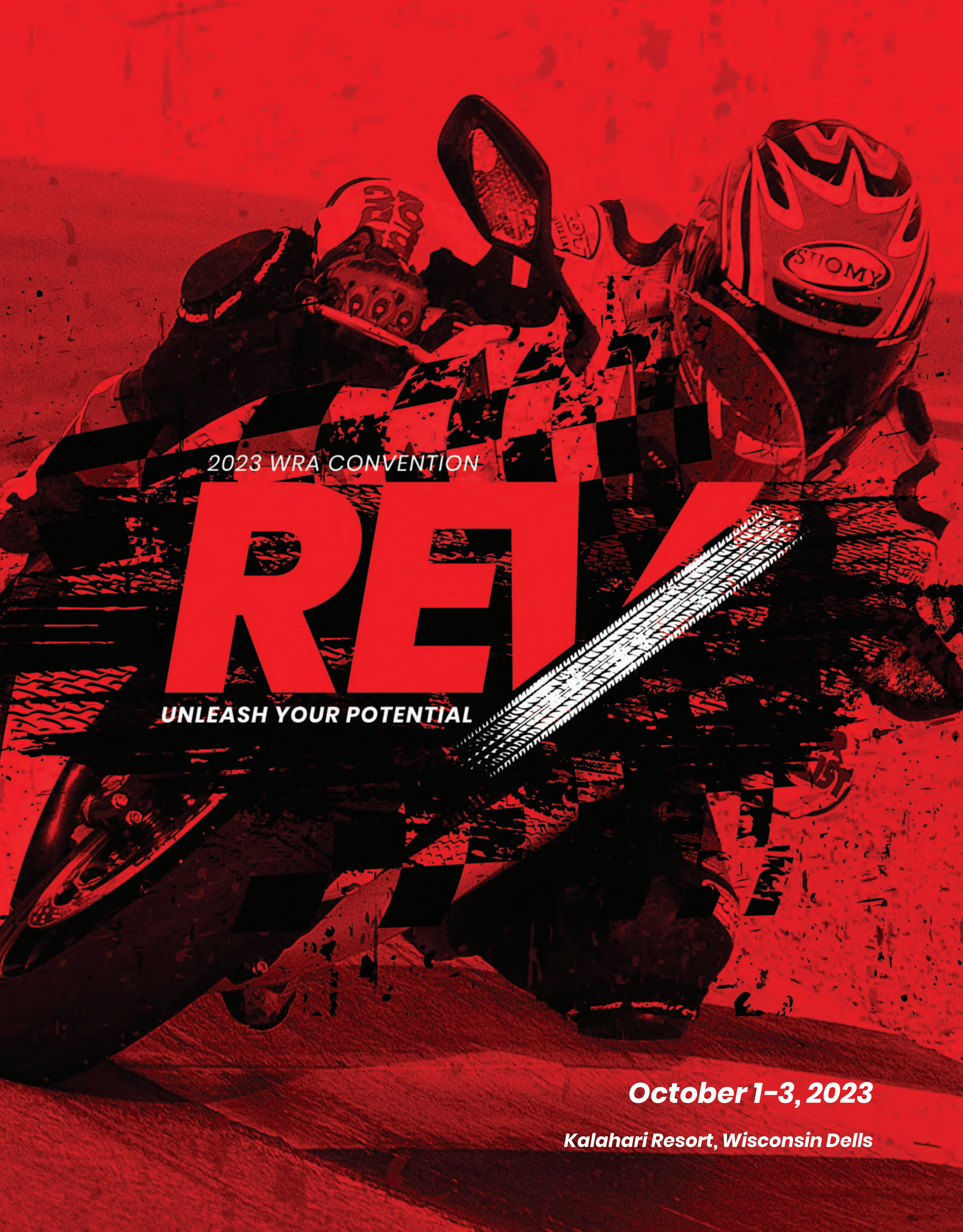

SUOMY
2023 WRA CONVENTION
REV
UNLEASH YOUR POTENTIAL
October 1–3, 2023
Kalahari Resort, Wisconsin Dells

REV SCHEDULE

REV THOSE ENGINES.

Join us for this high-octane event with three days full of training, networking and entertainment. You'll learn to handle sharp turns in the market and upgrade your practice into a well-oiled machine.

Real estate is a wild ride. But with the convention, you're ready for the journey.

SUNDAY, OCTOBER 1, 2023

12:00 p.m. – 6:00 p.m.	Check-in desk open
8:30 a.m. – 9:30 a.m.	CE course 1
9:00 a.m. – 5:00 p.m.	CRS one-day course
9:00 a.m. – 4:00 p.m.	Ninja selling course
10:00 a.m. – 11:00 a.m.	CE course 2
10:00 a.m. – 4:00 p.m.	Convention golf outing
12:30 p.m. – 1:30 p.m.	CE course 3
1:00 p.m. – 2:30 p.m.	Home inspection education house
2:00 p.m. – 3:00 p.m.	CE course 4
5:00 p.m. – 6:00 p.m.	WCR Wisconsin membership meet & greet
6:00 p.m. – 8:00 p.m.	Chairman's installation & awards dinner
9:00 p.m. – 12:00 a.m.	Icebreaker party

MONDAY, OCTOBER 2, 2023

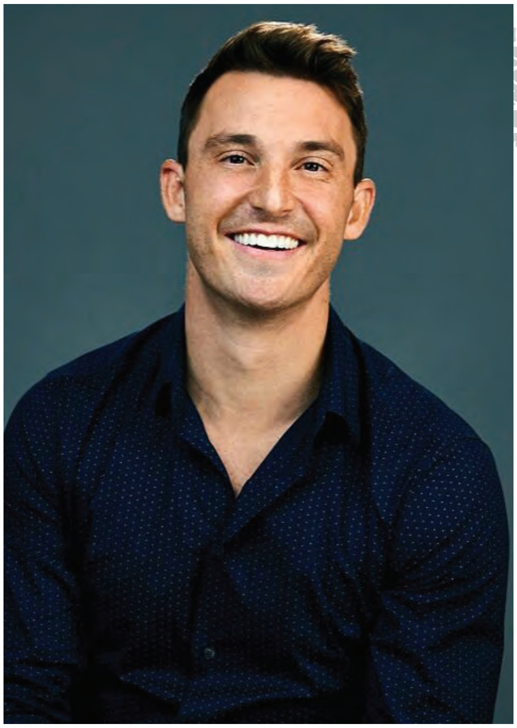
8:00 a.m. – 5:45 p.m.	Check-in desk open
8:00 a.m. – 5:45 p.m.	Exhibit hall open
9:30 a.m. – 11:00 a.m.	Opening session: REV rally and keynote "The Unstoppable You"
11:00 a.m. – 12:15 p.m.	Lunch break
11:00 a.m. – 12:15 p.m.	CRS lunch
12:15 p.m. – 1:30 p.m.	Workshops
1:45 p.m. – 3:15 p.m.	Workshops
3:30 p.m. – 4:00 p.m.	Workshops
4:15 p.m. – 4:45 p.m.	Wisconsin economic forecast
4:45 p.m. – 5:45 p.m.	Exhibit hall cocktail reception
6:00 p.m. – 8:00 p.m.	RPAC reception
8:00 p.m. – 10:00 p.m.	Trivia night

TUESDAY, OCTOBER 3, 2023

7:00 a.m. – 9:00 a.m.	Tuesday morning tune-up run/walk
8:00 a.m. – 1:00 p.m.	Check-in desk open
8:00 a.m. – 1:00 p.m.	Exhibit hall open
9:00 a.m. – 10:00 a.m.	Speed round table discussions
10:15 a.m. – 11:45 a.m.	General session: "Crack the Code on Trust"
11:45 a.m. – 1:00 p.m.	Lunch break
1:00 p.m. – 2:15 p.m.	Workshops
2:30 p.m. – 3:30 p.m.	Workshops

REV KEYNOTES

Unleash your potential for an unstoppable journey with three powerful convention keynotes.



ALEX WEBER

American Ninja Warrior, international keynote speaker and award-winning performer

Alex Weber is an international keynote speaker, award-winning NBC host, and the only person to host as well as compete on American Ninja Warrior. He has inspired over 3.5 million people worldwide and has worked with major companies like ABC, Apple, Amazon, Under Armour, LinkedIn, the Los Angeles Lakers, Stanford Business and more.

See Alex live at REV:
"The Unstoppable You"
Alex gives you actionable steps and helps you channel your hidden strengths to break through limitations and achieve your highest goals. Unleash your true potential and become "The Unstoppable You."

MARK EPPLI

UW Graaskamp Center director, housing economist, real estate expert

Mark Eppli is the director of the James A. Graaskamp Center for Real Estate at the University of Wisconsin-Madison. He has been instrumental in building the Graaskamp Center and has enhanced the reputation of the business school regionally and nationally. Dr. Eppli is widely published in the topics of commercial real estate finance, development and valuation.

See Dr. Eppli live at REV:
"Wisconsin Economic Forecast"
Dr. Eppli reviews the current state of housing and economics in Wisconsin and offers insight into where we might be heading in the future. You'll walk away with a market forecast to use as a roadmap for your journey into the future.

PAMELA BARNUM

Former undercover police officer and federal prosecuting attorney, nonverbal communication expert, trust strategist

Pamela Barnum spent over 20 years working in criminal justice as an undercover police officer and as a prosecuting attorney and now teaches audiences how to detect deception and interpret nonverbals. Barnum has spoken to audiences internationally and has been a featured TED Talks speaker with her "What Drug Dealers Taught Me About Trust" talk.

See Pamela live at REV:
"Crack the Code on Trust"
Pamela offers insider tips to help you master nonverbal assessment, build trust with challenging clients, foster authenticity, and turn first impressions into winning ones.

RALLY

Boost your horsepower and meet fellow real estate leaders and thinkers. Unite for the ultimate REALTOR® convergence and accelerate your sales network.

SPEED ROUND TABLE DISCUSSIONS

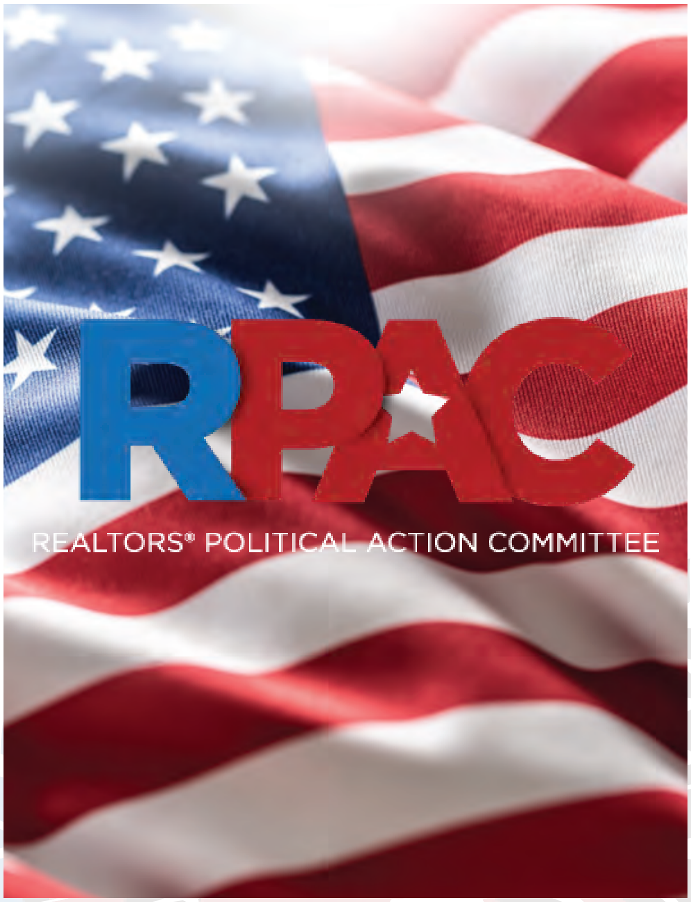
Cruise table to table and rev up the discussion with fellow REALTORS®. You'll learn tips to fuel your business with new ideas and best practices.

CRS ANNUAL LUNCH

The Wisconsin CRS chapter will host its annual luncheon full of insight and ideas to take your business to the next level. You do not need to be a CRS member to attend, and all convention attendees are welcome. Separate ticket and advance registration required.

EXHIBIT HALL COCKTAIL RECEPTION

Join us in the exhibit hall to visit with exhibitors over snacks, drinks, activities and music. Meet the newly installed 2024 WRA chairman, Mary Jo Bowe, and mingle with event speakers, WRA leadership and other special guests.



RPAC RECEPTION

Thank you to the WRA members who contributed $99 or more to the REALTORS® Political Action Committee this year. Enjoy drinks, hors d'oeuvres and live piano entertainment for your advocacy efforts and commitment to the industry. Invitation required.

CHAIRMAN'S INSTALLATION & AWARDS DINNER

Celebrate the installation of the WRA's 2024 leadership team: Mary Jo Bowe as the WRA chairman, Chris DeVincentis as the WRA chairman-elect and Amy Curler as the WRA treasurer. Enjoy an elegant evening of festivities, complete with dinner, wine and entertainment.

In addition to the leadership team, you'll also have the chance to meet your distinguished peers receiving special annual awards and recognition for their commitment to the industry. Separate ticket required.

EXPLORE

Cruise past your competition with exclusive training only found here. Real estate experts from Wisconsin and beyond join forces to deliver some major torque.

WORKSHOPS AND PANELS

Kick your training into high gear with 40+ workshops and panels on the agenda. You'll gain new ideas and tips for a throttle-gripping advantage for your business.

AI in Real Estate Today

Analyzing Investment Property Prices

Becoming a Listing Master

Business Building & Time Management

Broker Strategy Q&A

Cash Flow Metrics for Investment Real Estate

ChatGPT Is Coming for Your Job as a REALTOR®

Crushing it with Canva and Social Media Panel Discussion

How to Rock Your Instagram and Panel Discussion

How to Use Your Quartile to Increase Company Profits

Lead Bonanza and Panel Discussion

Leading vs. Managing

Legal Panel on Short-term Rentals

Navigating Co-op(eration)

Navigating Probate, Guardianship, POA and Divorce Transactions

Negotiation Baseline

Marketing Commercial Properties

Perception, Reality and Your Emotional Intelligence

Short-term Rentals

The Ace Property Manager

The Future of Real Estate Is Teams

The Path to Engaging Volunteer Leadership

Transitioning into Commercial

WRA Legal Hotline Live

And many more

SPEAKERS

Give your real estate practice extra horsepower by witnessing these real estate experts at the convention. A powerful boost of knowledge and wisdom awaits!

Sean Allen

Michelle Behrendt

Josh Cadillac

Dan Elzer

Loren Fellows

Mark Given

Madeline Harbaugh

Alexis Hirsig

Johvon Holmes

Andrew Izhiman

Cori Lamont

Katie Lance

Tom Larson

John LeTourneau

Jennifer Lindsley

Chris Linsell

Maura Neill

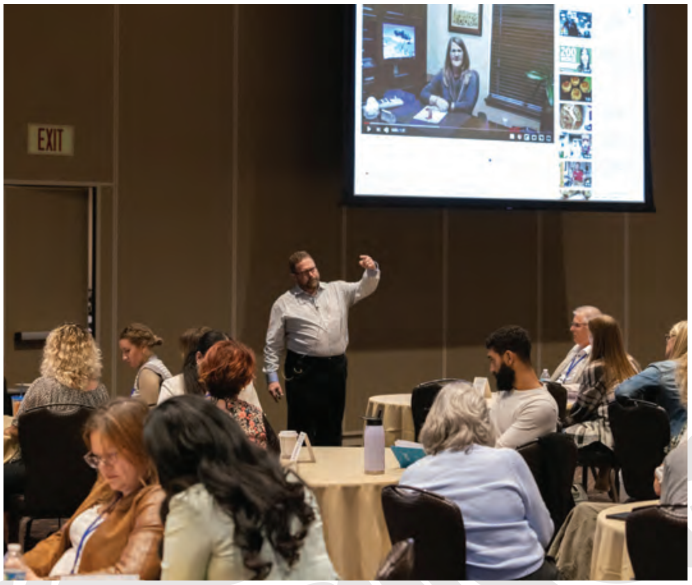
Jon Sayas

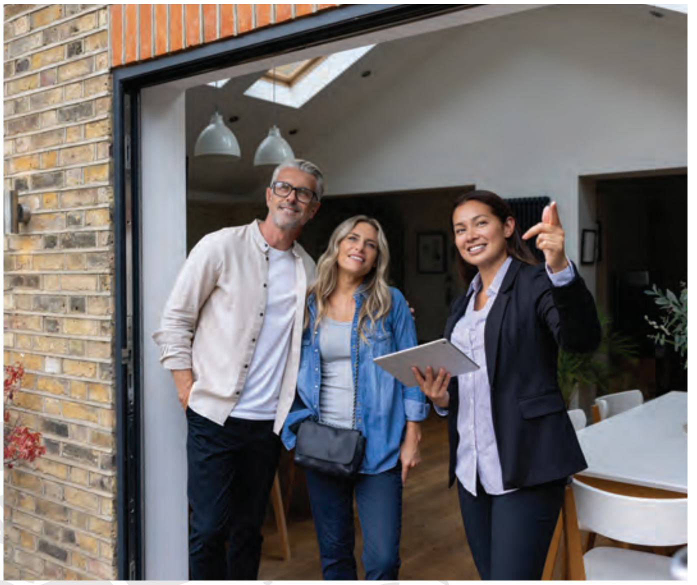
Liz Sturrock

Mike Walker

Paul Zimmer

And many more



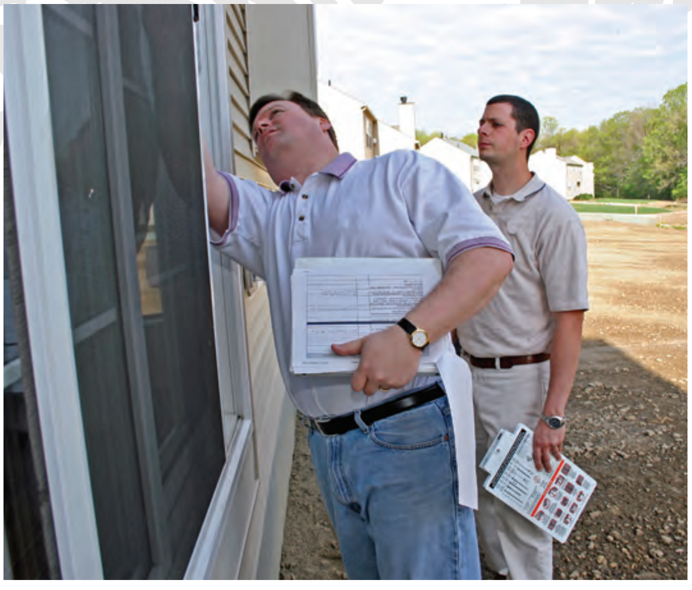


2023–24 REAL ESTATE CE

Earn up to four hours of credit for the 2023-24 real estate CE biennium. CE courses 1 through 4 are available in live format at the convention.

NINJA TRAINING

Unlock success in your real estate business with the Ninja Selling system with the one-day Ninja Selling course, "Building a Smart Business."



HOME INSPECTION EDUCATION HOUSE

In this first-of-a-kind convention training, join REALTORS® and inspectors at a local house to understand the inspection through an inspector's eyes. Transportation provided.

CRS TRAINING

Discover how to strengthen your digital brand, position yourself as an industry expert and optimize your marketing in the one-day CRS course, "Mastering Relevant Consumer-focused Marketing."

RIDE

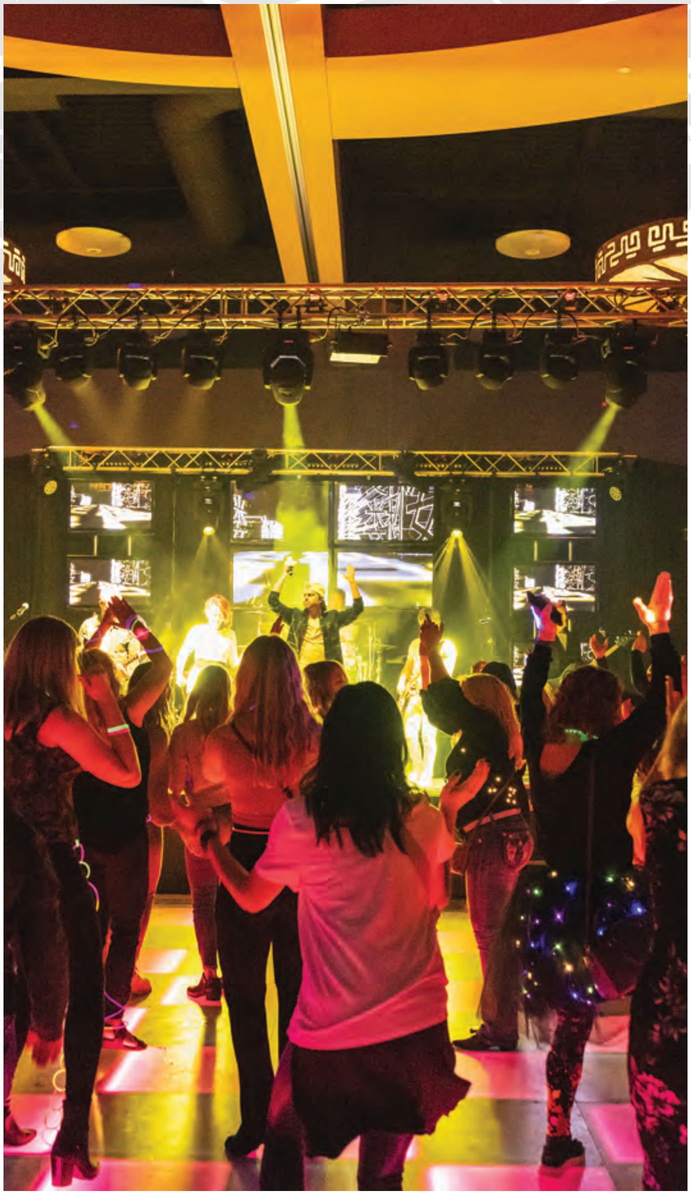
Adrenaline rush! We've got it covered with parties, golf, trivia and more. Don't miss this thrilling lineup of high-octane fun.

TRIVIA CONTEST

Get ready for a legendary showdown at the WRA's highly anticipated third-annual trivia contest. Join forces with your team or go solo and enjoy snacks, drinks and win awesome prizes in categories like Wisconsin, sports, real estate and more. It's trivia time!

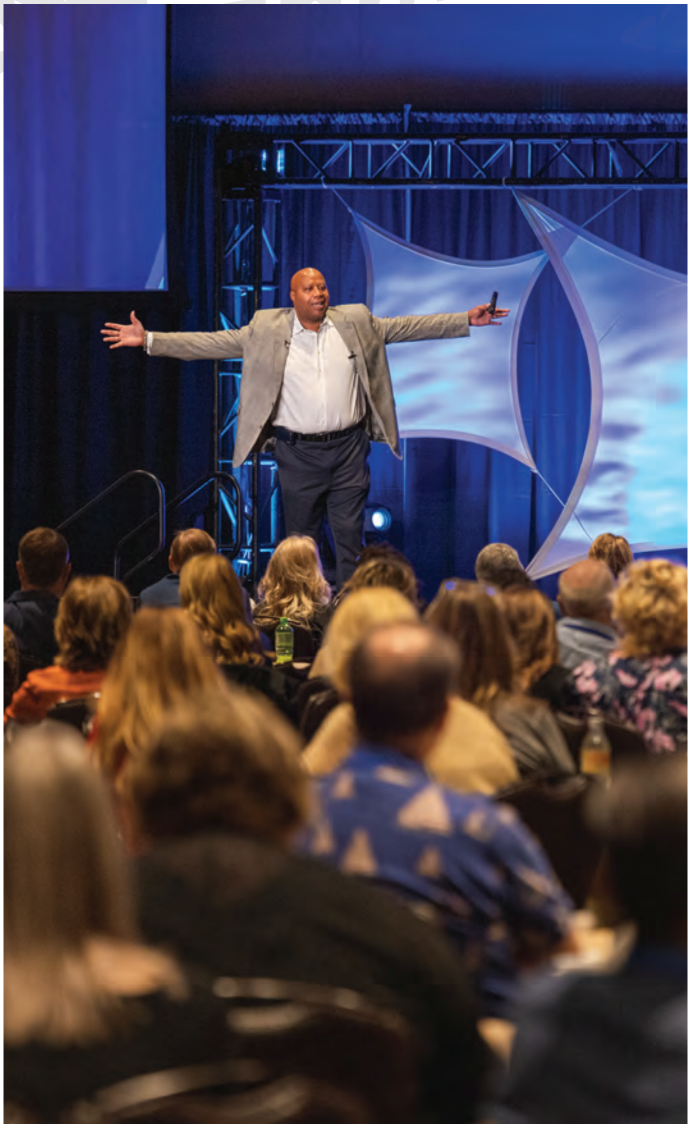
5K RUN/WALK

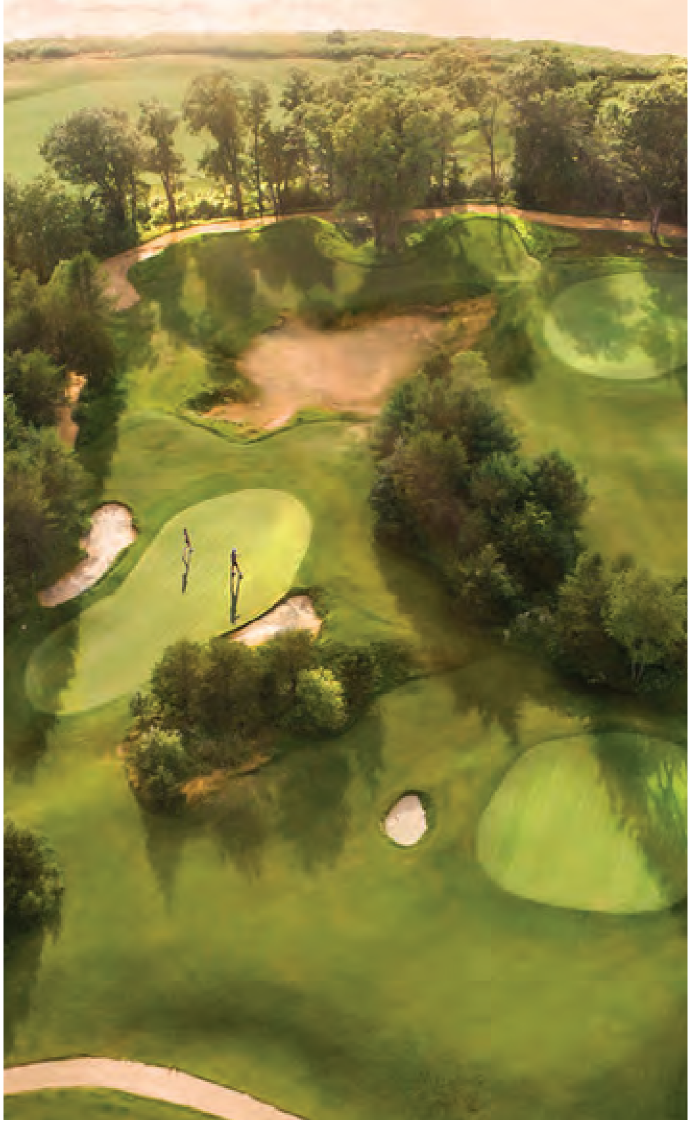
Grab your running shoes, get your blood pumping and race for a cause in the Tuesday Morning Tune-up Run/Walk. Join fellow REALTORS® on the scenic three-mile route in the Kalahari countryside. Race proceeds benefit Habitat for Humanity.



ICEBREAKER PARTY

The convention, unleashed. Rev your engines at the WRA's epic, adrenaline-pumping party of the year with a packed dance floor, games, prizes, food and drinks. Kick it into high gear on the dance floor with Wisconsin's Spicy Tie Band. The ultimate test awaits at the costume contest at 10:30 p.m. — don your leathers and ride to victory!





REV RALLY

Calling all REALTORS®! Join your colleagues to celebrate Wisconsin REALTORS® and this wonderful industry. Listen to state and national leaders discuss changes in the industry. You'll find out what your association has in store for the future and new journeys ahead for your business.

ANNUAL GOLF OUTING

Enjoy a round of 18 holes at the gorgeous Trappers Turn Golf Club. This course offers a masterful layout carved by glaciers with the Wisconsin Dells countryside as a backdrop, co-designed by U.S. Open Champion Andy North and renowned golf course designer Roger Packard. Separate ticket required.

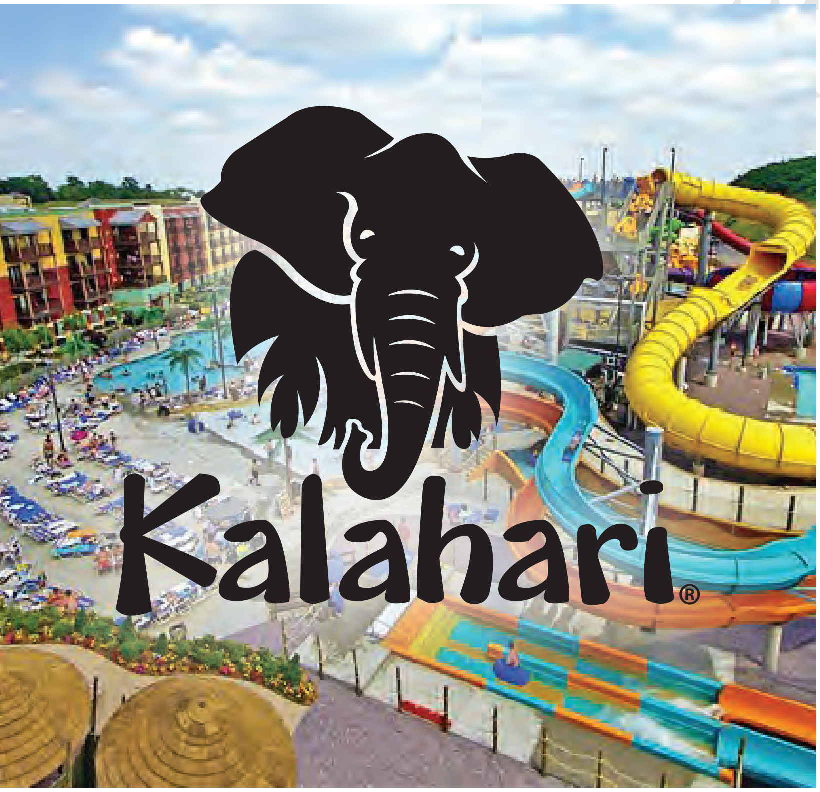
REGISTRATION

$165: full event pass
Don't wait too long to register. Fee increases August 1.

See the convention website for additional convention add-on activities.

Want to bring a buddy? We'd love to see them! When you buy a full event pass, a buddy can register for a discounted fee. Your buddy must be a WRA member who hasn't attended the convention in the past five years.

Register now: **www.wra.org/ThrottleUp**



CONVENTION LOCATION

Kalahari Resort & Convention Center
1305 Kalahari Drive
Wisconsin Dells, WI 53965

Room rates
Rooms start at $149 per night

Reservations
Reserve online: **www.wra.org/2023ConventionHotel**

Reserve by phone: Call 877-254-5466 and mention the WRA room block to receive the rate listed above.

Reservation deadline: **September 1, 2023**. The WRA does not book your hotel accommodations. Make reservations now to avoid a last-minute rush.

Thank You, Sponsors and Exhibitors

The WRA would like to give a special thanks to the following companies for their early support of the 2023 convention.

Akrivus Real Estate Valuation Services
Choice Home Warranty
Compeer Financial
Crossbridge Community Bank
Exeter 1031 Exchange Services LLC
EXIT Realty
Focus on Energy
Home Warranty of the Midwest Inc.
Johnson Financial Group
My Sign Shine
NuGen Homes
Pearl Insurance
Preferred Title
Stampfli Mortgage
UW Credit Union
Wisconsin Association of Home Inspectors Inc.
Wisconsin RRC

EXHIBITS AND SPONSORS

Tour the exhibit hall
Discover the latest real estate business solutions in the exhibit hall. Meet vendors offering title insurance, home warranties, signage and more. With prize opportunities and even snacks and cocktails, the exhibit hall is a networking and learning experience you won't want to miss. Don't forget your business cards!

Sponsorship and exhibiting opportunities
The WRA Annual Convention offers the exclusive opportunity to connect with the top salespeople, brokers and other professionals in Wisconsin real estate. Give your brand visibility a boost by meeting with new contacts through sponsorship and connecting in person with an exhibit booth. Don't miss this unparalleled business opportunity in Wisconsin real estate!

To inquire about sponsorship and exhibiting opportunities, contact Chris Dregne at the WRA at **ChrisD@wra.org**.

NEW AND IMPROVED REAL ESTATE CONDITION & DISCLOSURE REPORTS

BY JENNIFER LINDSLEY
WRA STAFF ATTORNEY AND DIRECTOR OF TRAINING

The WRA has revised the Real Estate Condition Report (RECR), Vacant Land Disclosure Report (VLDR), Real Estate Condition Report — Farm (RECR-Farm), and the Seller Disclosure Report — Commercial (SDR-Commercial). The forms are available in Transactions (zipForm Edition) and the WRA's subscription-based PDF Forms Library for use as of July 1, 2023.

The statutory requirements for the Wis. Ch. 709 real estate condition report and vacant land disclosure report have not changed, but the WRA's versions of these forms have been updated to include additional disclosures that have become important in transactions.

MANDATORY AND OPTIONAL CONDITION AND DISCLOSURE REPORTS

Sellers of property that includes one to four dwelling units must complete a RECR. Sellers of property that does not include any buildings have to complete a VLDR. Personal representatives, trustees, conservators and fiduciaries appointed by or subject to the supervision of a court are exempt but only if those individuals have never occupied the property. A personal representative who occupied the property, even if the occupation was many years ago, is not exempt from completing the report.

The RECR-Farm is unique in that it satisfies the statutory requirements for property including one to four dwelling units, such as a farmhouse, but also incorporates provisions from the VLDR, such as whether there are out-of-service wells or cisterns on the property that need to be abandoned or that were not closed or abandoned according to applicable Department of Natural Resources code provisions. Additionally, it incorporates information about livestock siting violations or noncompliance with fence laws. A farm seller using this form will comply with the seller's statutory disclosure obligations but will also have the opportunity to disclose farm-specific issues.

Commercial sellers are not obligated to complete a report, but the WRA has created the optional SDR-Commercial form for commercial sellers who want to complete a report. Because the SDR-Commercial is not a required form, the WRA has a bit more freedom in how that form looks and is formatted. If a licensee is looking at the RECR and VLDR and is wondering why some language is italicized and other language is not, the language in italics is something the WRA has added beyond what is required in the statute. Because the SDR-Commercial does not have to meet any statutory requirements as an optional disclosure, the WRA does not need to format it in the same way, and any language added to it can be in regular typeface and not in italics.

SO WHAT'S NEW IN THE REPORTS?

Solar panels and systems

Language prompting a seller to disclose if they are aware of defects in solar panels and systems has been added to the WRA RECR, RECR-Farm and SDR-Commercial.

Water treatment systems with examples

Language prompting a seller to disclose if they are aware of rented water treatment systems has been added to the existing question about rented water softeners or other water conditioning systems in the RECR and the RECR-Farm. Additionally, examples of water treatment systems including reverse osmosis, iron filters and other filters have been added after that question to help sellers and buyers better understand what might constitute a water treatment system.

Infestations impacting trees

The RECR, VLDR, RECR-Farm and SDR-Commercial all had existing language about animal, reptile or insect infestations. Those existing questions have all been updated to include "including infestations impacting trees." Infestations impacting trees was included in part to prompt sellers to disclose issues related to the emerald ash borer, but it is not limited to just that insect as various types of insects, including moths and other types of borers, can cause problems with trees.

Other homeowners association

The RECR, VLDR and RECR-Farm all had existing language prompting a seller to disclose if they were aware of the property being subject to a "subdivision homeowners association." Each instance of that question now states "or other homeowners association" to prompt disclosure of other associations such as associations that do not extend to the whole subdivision.

Private road or shared driveway agreements

The RECR, VLDR, RECR-Farm and SDR-Commercial all contain a new question prompting the seller to disclose if they are aware of any private road agreements or shared driveway agreements relating to the property. This question is designed to prompt the seller to disclose if these agreements exist. Ideally these agreements would be recorded and thus part of the public record, but that is not always the case.

Internet service

Each report new includes a new question about internet service. For the RECR, RECR-Farm and SDR-Commercial, the question is stated as, "does the property currently have internet service?" The seller is then prompted to indicate who the provider is. In the VLDR, the question is stated in a more speculative manner given it is vacant land. In the VLDR, the question is stated as, "are you aware if there is internet service to this property?" And then further, the seller is asked, "if so, which provider?"

Electric vehicle charging station

The RECR, RECR-Farm and SDR-Commercial now include some questions about electric vehicle charging capabilities. Specifically, the seller is prompted to answer, "does the property have an electric vehicle charging system and station or installed wiring for a future system or station?" The seller is further prompted to answer where the system or station is affixed to the property.

Accessibility features

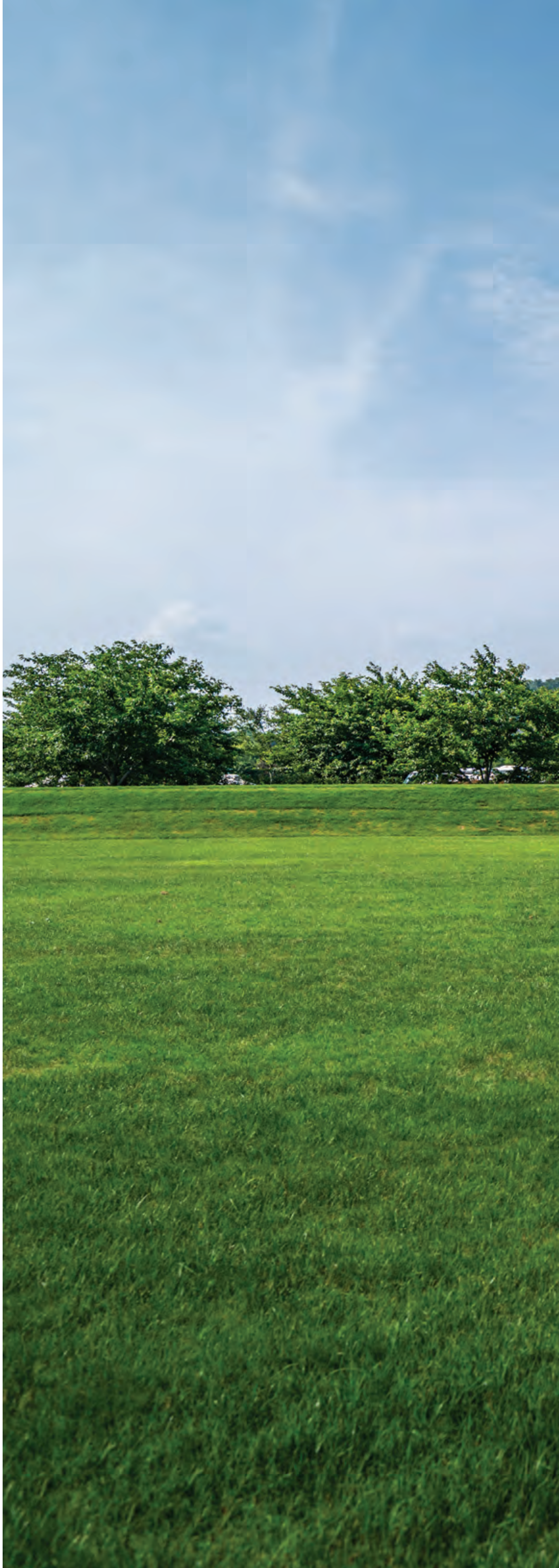
The RECR, RECR-Farm and SDR-Commercial all include some version of a question about accessibility features on the property. For both the RECR and RECR-Farm, the question is, "does the property have accessibility features? If so, attach an Accessibility Features Report. See **www.wra.org/disabilities**." The question is phrased similarly in the SDR-Commercial but does not prompt the seller to complete an Accessibility Features Report and includes a website link for the Americans with Disabilities Act.

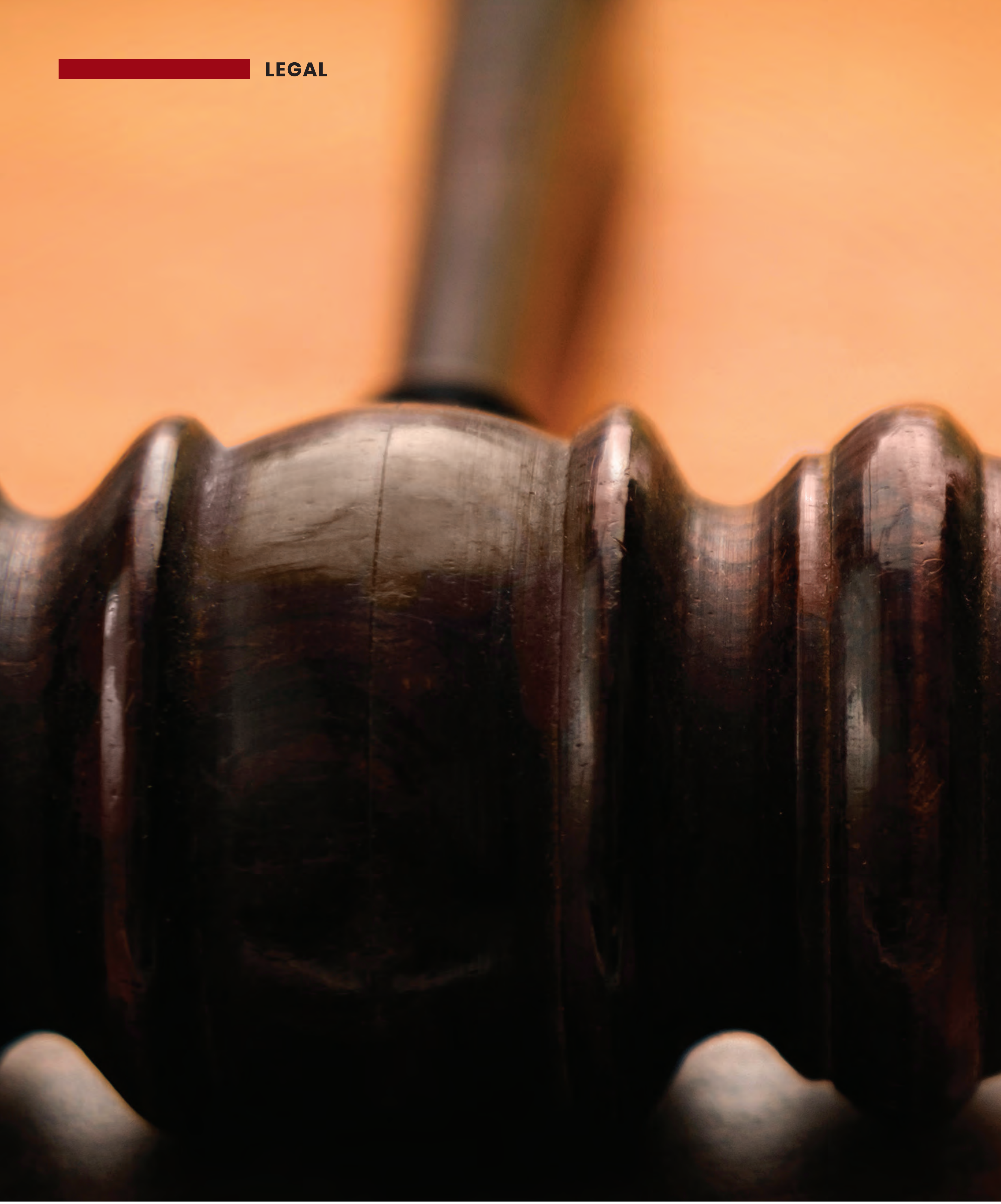
Rights of first refusal

The VLDR, RECR and RECR-Farm all have a new question prompting the seller to disclose if they are aware of a right of first refusal, whether recorded or not, on all or any portion of the property. Like shared driveway or private road agreements, ideally rights of first refusal are recorded, but that is not always the case, so including a question about it will hopefully prompt a seller to disclose the existence of one.

CONCLUSION

These changes may seem small, but they are important. With the ever-expanding practices related to remote work and education, knowing the internet capabilities at a property might influence price and a buyer's decision-making process. Similarly, as more and more people move to electric vehicles, prompting a seller to disclose whether there are capabilities could attract buyers for whom that feature is important. The changes to these reports were largely driven by member feedback as well as watching what is happening in other states.





THE BEST OF THE LEGAL HOTLINE

BY TRACY RUCKA
WRA DIRECTOR OF PROFESSIONAL STANDARDS AND PRACTICES

GET AHEAD OF THE CURVE ON WIRE FRAUD

This month's article explores wire fraud and the new additions to the state-approved forms. Pre-printed warnings and cautions are only one step in due diligence to avoid wire fraud and other cyber-based scams. Unfortunately, compromises can occur despite good education and planning, and having a plan in place before an event may help recover funds and assure insurance coverage in the event victims of fraud seek compensation from agents or a firm.

WIRE FRAUD PREVENTION TIPS

The closing is scheduled for next week. As the buyers prepare to send funds for the closing, what are some tips or tools to keep them from falling victim to wire fraud?

Buyers should remain vigilant because fraudsters are waiting to catch the parties off guard. Reminding buyers of these steps to avoid risk can be helpful:

- Do not respond to last-minute emails with any wire instructions.
- Verify instructions or any changes to wiring instructions either in person or by a known contact method.
- Do not click on website links or phone numbers contained in the email.
- Confirm instructions, confirm when funds are sent, and confirm funds arrive at the proper destination because timely validation can detect issues ASAP to attempt recovery of funds.
- If the funds are not received immediately, contact the financial institution and request a recall notice on the funds.

E&O COVERAGE FOR WIRE FRAUD

A buyer was involved in a wire fraud situation where funds were improperly sent. This was a cash transaction, and the fraudster who provided the fraudulent wiring instructions contacted both the buyer and the agent. The money cannot be recovered, and the buyer is threatening litigation. The firm contacted its errors and omissions (E&O) insurance carrier, and the E&O carrier indicated there was no coverage for wire fraud. What is the best way to proceed in this scenario?

Although E&O insurance is designed to protect licensees and firms, each insurance policy and coverage is different. It is important for the agent and firm to take the time to review what is included in coverage when applying for or renewing an E&O policy. Some E&O providers offer additional riders or coverage for wire fraud or cybercrimes. The firm may consult with the insurance provider to assure adequate coverage is available given the firm's business model and services offered. Each policy will have limits in coverage, so it's vital to assure the coverage and limits are appropriate for your business. In addition, anytime an insurer denies coverage, it is prudent to review the policy, ask for a statement regarding the denial of coverage, and have that confirmed by legal counsel.

Given the evolutionary nature of real estate practice, an insurance review is good practice. Whether coverage includes fraud, ransomware attacks, crisis management services, virtual showings or writing offers sight-unseen, check the portfolio of services offered by the firm and which protections the policy offers. Some coverage, such as allegations of discrimination, may need an additional rider or endorsement. Review now — not after an incident.

WIRED FUNDS GONE MISSING

As the scheduled closing approached, a fraudster hacked an agent's email address and sent fraudulent wiring instructions to the buyer. The buyer, who was planning on taking a cashier's check to the closing, returned to the credit union and asked the credit union to wire the funds to the title company per the emailed instructions. The title company never received the wire. What is the best way to proceed in this situation?

When a party falls victim to wire fraud, the following immediate steps are recommended:

- Contact the financial institution without delay, inform them of the compromise and request the transfer be stopped.
- Report the suspected fraud immediately to the FBI Internet Crime Complaint Center (IC3) at **www.fbi.gov/scams-safety/e-scams** and **ic3.gov**.

If the crime is reported early enough, it may be possible to recover lost funds. It will also be important to keep the title company informed. The title company may have additional resources available to respond. Some E&O carriers also maintain staff dedicated to cybercrime, and having these contacts readily available is imperative.

For the transaction, it will be necessary to keep the lines of communication open. Keep the title company involved, and contact the clients, customers and other impacted parties to the transaction. If there is a concern with identity theft, the incident may also be reported to the Federal Trade Commission by phone at 1-877-FTC-HELP or 1-877-ID-THEFT or online at **ReportFraud.ftc.gov/#/?orgcode=TFMICF**.

Additionally, the source of the breach needs to be identified. The firm's IT specialist may investigate to determine how the compromise occurred and offer recommendations to rectify the compromise and defend against future intrusions. Although you have heard it before, regularly change your passwords, use strong passwords and use two-factor authentication.

STATE STATUTES AND WIRE FRAUD

Do the Wisconsin statutes require a wire fraud and confidentiality notice to appear in all email signatures to consumers? If so, which statute has this requirement, and does this also apply to text messages?

There is currently not a statutory obligation; it is educational in nature. The ever-present danger of wire transfer fraud and other cybercrimes aiming to steal private identification information, personal identities and purchase money, has led to the inclusion of a wire fraud warning in the 2020 version of the WB-11 Residential Offer to Purchase at the bottom of the first page directly following the Closing provision. Beginning in July 2023, an additional wire fraud warning will be contained in the WB-36 Buyer Agency Agreement and the WB-38 Tenant Representation Agreement. Learn more about those changes in "The Buyer Agency Agreement Is Shrinking!" in the June 2023 issue of *Wisconsin Real Estate Magazine* at **www.wra.org/WREM/Jun23/Forms**.

WIRE FRAUD NOTICE IN WB FORMS

Will all the WB agency agreements and offers be updated with the wire fraud notice?

Yes, the current plan is to eventually incorporate the wire fraud notice on the WB forms. The Real Estate Forms Advisory Committee, which reports to the Real Estate Examining Board, plans to add the warning statements to 16 forms. The notice tells the parties to independently verify the details of any wire transfer by personally contacting the title company or other party hosting the closing. The notice suggests this contact should be by telephone or in person. The verification of wire transfer details is the responsibility of the parties and not the licensees in the transaction.

As the wire fraud notice is incorporated into forms, the WRA will keep you informed about the updates to the forms as well as the respective optional and mandatory use dates.

RESOURCES

- The National Association of REALTORS® offers a wire fraud email notice template that you could add to your email signature line: **www.nar.realtor/law-and-ethics/wire-fraud-email-notice-template**.
- NAR's "Cyber Crime, Cyber Security and the Real Estate Professional," with NAR Associate Counsel Jessica Edgerton: **www.nar.realtor/videos/cyber-crime-cyber-security-and-the-real-estate-professional**.
- "Please Wire Me Your Money!" in the March 2016 *Wisconsin Real Estate Magazine*: **www.wra.org/WREM/Mar16/Scam**.
- "Money Laundering in the Residential Real Estate Industry," in the June 2008 *Wisconsin Real Estate Magazine*: **www.wra.org/WREM/Jun08/MoneyLaundering**.
- The U.S. Treasury's Financial Crimes Enforcement Network (FinCEN): **www.fincen.gov**.

GIVE YA "SHELTER FROM THE STORM"

WISCONSIN'S LICENSEE INDEPENDENT CONTRACTOR SAFE HARBOR

BY CORI LAMONT
WRA SENIOR DIRECTOR OF LEGAL AND PUBLIC AFFAIRS

Bob Dylan's song "Shelter from the Storm" was originally called "Up to Me," and it allegedly began with three chords and a clear melody. At some point, Dylan changed the title and rewrote the lyrics, leaving us all listening to him sing about a safe place and a safe harbor where he once found respite but was gone.

In 2016, the WRA worked on legislation to create a specific safe harbor for real estate independent contractors. This article provides insight as to why this safe harbor is so important to you and your practice and why you want to stay in that place of reprieve from certain laws applying to your business, if maintaining your independent contractor status is important. Follow the safe harbor law to get "Shelter from the Storm."

WHAT IS A SAFE HARBOR LAW?

A safe harbor law is language placed into statute to create a peace of mind, or protection, for individuals or businesses in a field. As it relates to real estate practice, Wis. Stat. § 452.38, creates a safe harbor for real estate agents and firms protecting the independent contractor relationship.

WHAT IS AN INDEPENDENT CONTRACTOR RELATIONSHIP?

The relationship between the firm and the licensees associated with the firm can be either an independent contractor relationship or an employer/employee relationship. Independent contractors are persons who engage in an independent trade, business or profession in which they offer their services to the public. The general rule, at least for federal tax purposes, is that an individual is an independent contractor if the company has the right to control or direct only the result of the work and not the means and methods of accomplishing the result. Independent contractor status may be determined three different ways in Wisconsin:

1. The common law 20 factor test.
2. The federal tax law independent contractor safe harbor.
3. The new Wis. Stat. § 452.38 safe harbor.

This article focuses on the Wis. Stat. § 452.38 safe harbor.

Compliance with the new § 452.38 safe harbor establishes a licensee's status as an independent contractor regarding various state laws and in the eyes of many state agencies. Compliance with the Internal Revenue tax code test establishes the licensee's status for the purpose of federal income taxes. Thus, compliance with both is generally desirable.

WHY SHOULD YOU CARE ABOUT KEEPING YOUR INDEPENDENT CONTRACTOR STATUS?

Historically, real estate agents have been independent contractors rather than employees. Therefore, if you were designated as an employee, your tax withholdings would be impacted as well as the benefits the firm would be required to offer.

The determination of whether an individual is an employee or independent contractor is important for several reasons. Federal and state income tax is generally withheld from wages paid to employees but not from compensation paid to independent contractors. The employee/independent contractor status also determines Social Security and Medicare payments, federal and state unemployment compensation, Wisconsin worker's compensation, tax on self-employment income, and the deductibility of business expenses.

However, over the last several years, the concept of independent contractor status has been challenged aggressively nationwide. In both Massachusetts and California, real estate agents challenged their classification as independent contractors, arguing they were employees of the real estate firm.

HOW DO YOU PROTECT YOUR INDEPENDENT CONTRACTOR STATUS?

As of July 1, 2016, Wis. Stat. § 452.38 provides a safe harbor for real estate independent contractors consistent with federal IRS regulations — see 26 U.S. Code § 3508 — if certain statutory tests are met:

1. A written agreement has been entered into that provides the licensee shall not be treated as an employee for federal and state tax purposes.
2. Seventy-five percent or more of compensation paid by the firm to the licensee during a calendar year is directly related to the brokerage services performed by the licensee on behalf of the firm.

If you meet this test as a licensee, then for all intents and purposes, you are an independent contractor.

DO I HAVE TO HAVE A WRITTEN AGREEMENT TO BE AN INDEPENDENT CONTRACTOR?

Firms can use written independent contractor agreements (ICA), such as the WRA Real Estate Independent Contractor Agreement, to qualify associated licensees as statutory independent contractors for federal and state tax purposes as well as other state law purposes as provided in the Wis. Stat. § 452.38 safe harbor. In most cases, such an agreement should indicate that the licensee will not be treated as an employee for federal or state tax purposes, and most of the licensee's compensation should be commissions earned for providing real estate services. If there is no written agreement between the firm and the licensee, firms must observe the more restrictive common-law test to qualify licensees as independent contractors.

A statutory safe harbor for those who wish to be deemed independent contractors is an important step. Wis. Stat. §

452.38 tries to close any gaps where a court could look at the relationship in any manner other than as an independent contractor relationship.

DO YOU HAVE TO BE AN INDEPENDENT CONTRACTOR TO BE A REAL ESTATE AGENT?

No. The law does not dictate whether a firm has employees or independent contractors. If a firm hires employees, then the

firm will be required to treat the individuals as such for taxes and benefits. Agents and firms can always enter an employer-employee relationship.

Wisconsin's law retains this option and ensures, for the most part, that the decision about which relationship to adopt should be made by the firm and agent — not by the court.

WHAT IF I DON'T HAVE AN ICA WITH MY FIRM?

Every firm should have ICAs with all licensees associated with the firm who are intended to be independent contractors. Each agreement should specify that the licensee will not be treated as an employee for state or federal tax purposes. In addition, most of the typical agent's compensation and/or commissions must be directly related to the provision of real estate services and to sales or other output, including the performance of services, rather than to the number of hours worked. Fulfillment of these criteria should satisfy both the federal tax law and the Wis. Stat. § 452.38 independent contractor safe harbor.

In addition to risking your independent contractor status, failing to have a written ICA as an agent will complicate many practice matters. The relationship between a firm and an agent is governed by the ICA between the two and any company policies.

A written ICA that serves as evidence of the agreement regarding commissions if a dispute later arises is prudent practice. For example, when an agent leaves an office with pending transactions, an ICA that addresses the issue is tremendously helpful in resolving the discussion.

DOES THE WRA HAVE AN ICA?

Yes. The WRA created an ICA form that may be used as a template to meet the Wis. Stat. § 452.38 written agreement requirement. The WRA created an ICA form, the Real Estate Contractor Agreement, which addresses many areas of the broker/agent relationship, including compensation due while the agent is with the firm, the process and procedures for termination, and the compensation due post-termination.

It is important for both the agent and firm to maintain copies of the ICA in the event a dispute arises.

DO TEAMS NEED TO BE WORRIED ABOUT THE SAFE HARBOR?

Yes. Real estate licensees who are part of a team need to meet the safe harbor requirements of Wis. Stat. § 452.38 if they want to maintain independent contractor status. Wisconsin law does not treat licensees who are part of a team any differently.

CAN A FIRM OR TEAM LEADER REQUIRE MANDATORY MEETING ATTENDANCE UNDER THE SAFE HARBOR?

No. Wis. Stat. § 452.38 identifies that a firm's supervision requirements under Wis. Stat. § 452.132 are permitted under the safe harbor. Anything outside of the supervision requirements that could be perceived as controlling by the firm or a team leader could place the safe harbor at risk. Speak to private legal counsel if you have questions about the requirements or behaviors not clearly covered under the safe harbor of Wis. Stat. § 452.38.

WHAT ARE THE STATUTORY SUPERVISION REQUIREMENTS OF WIS. STAT. § 452.132?

The firm must ensure the agents associated with the firm are:

- Supervised as to their brokerage services.
- Provided reasonable access to a supervising broker for consultation as to practice issues.
- Provided with a written statement of procedures under which they are to operate with respect to handling transactional paperwork and records; this is often accomplished by way of an office policy manual.
- Notified where a copy of the administrative code of the rules promulgated by the REEB as to conduct, ethical practice and licensee responsibilities can be found; this is often also included by reference in the office policy manual.
- Confirm the agent holds a valid license before an agent becomes associated with a firm and at the beginning of each biennium.

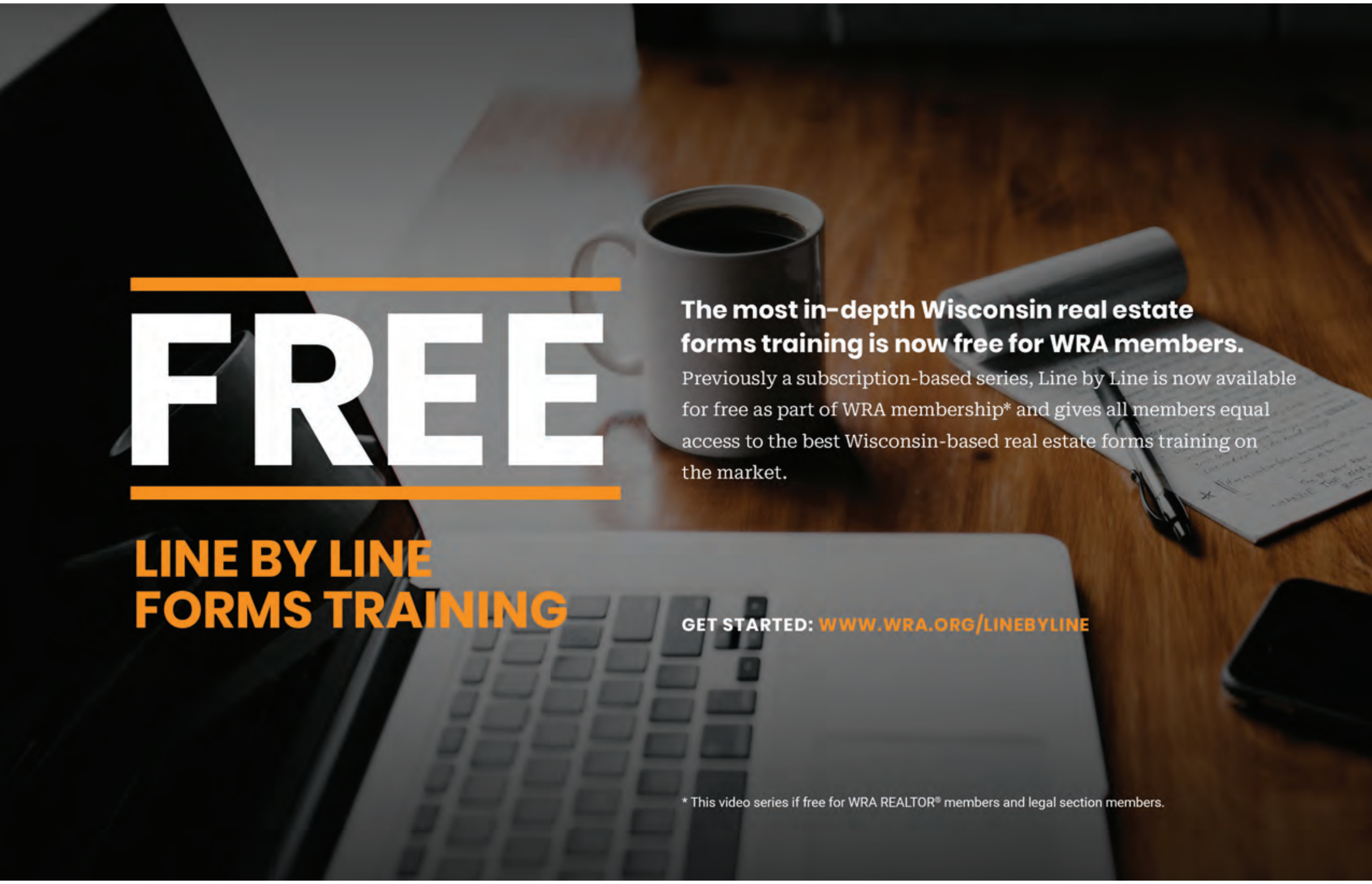
A firm that is a licensed business entity must delegate a supervising broker. For a nonlicensed business entity firm, if a delegation is not made, then supervision defaults to the firm, which basically means it falls to the licensed broker of the firm. The delegation to supervise may be assigned to more than one broker. Delegation must be: in writing, signed by or on behalf of the delegating firm, identify the duty delegated, and signed by the broker to whom the delegation is made.

The supervising broker must review agency agreements, offers, leases and records relating to the transaction used by the licensee and submitted to the firm, including trust account records. The statutory standard of review by the supervising broker involves:

- Confirmation that written disclosure to the customer or client was given.
- Confirmation that any applicable form approved by the board has been used.
- Forms have been completed by filling in the blanks in a manner consistent with the structure of the form.
- Communicate to the licensee any error in how the forms were completed that was:
  - Apparent on the face of the document.
  - Known to the supervising broker reviewing the document.

WHAT DOES WIS. STAT. § 452.38 SAY ABOUT INDEPENDENT CONTRACTORS?

View the full text of Wis. Stat. § 452.38 online at **docs.legis.wisconsin.gov/statutes/statutes/452/40/1/b**.



LEGAL RESOURCES

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

LEGAL UPDATES

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

June 2023: "Revised Real Estate Condition and Disclosure Reports"
Learn about the recent revisions to the real estate condition report and vacant land disclosure report effective July 1.

May 2023: "Lead-based Paint Disclosures"
Review the requirements related to disclosing the presence of lead-based paint in properties built before 1978.

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

LEGAL HOTTIPS

WRA membership gives you access to the extensive WRA Legal Hottips online library, featuring years of hotline discussions covering liability, disclosures, fair housing and more. Weekly hottip updates ensure fresh insights.

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

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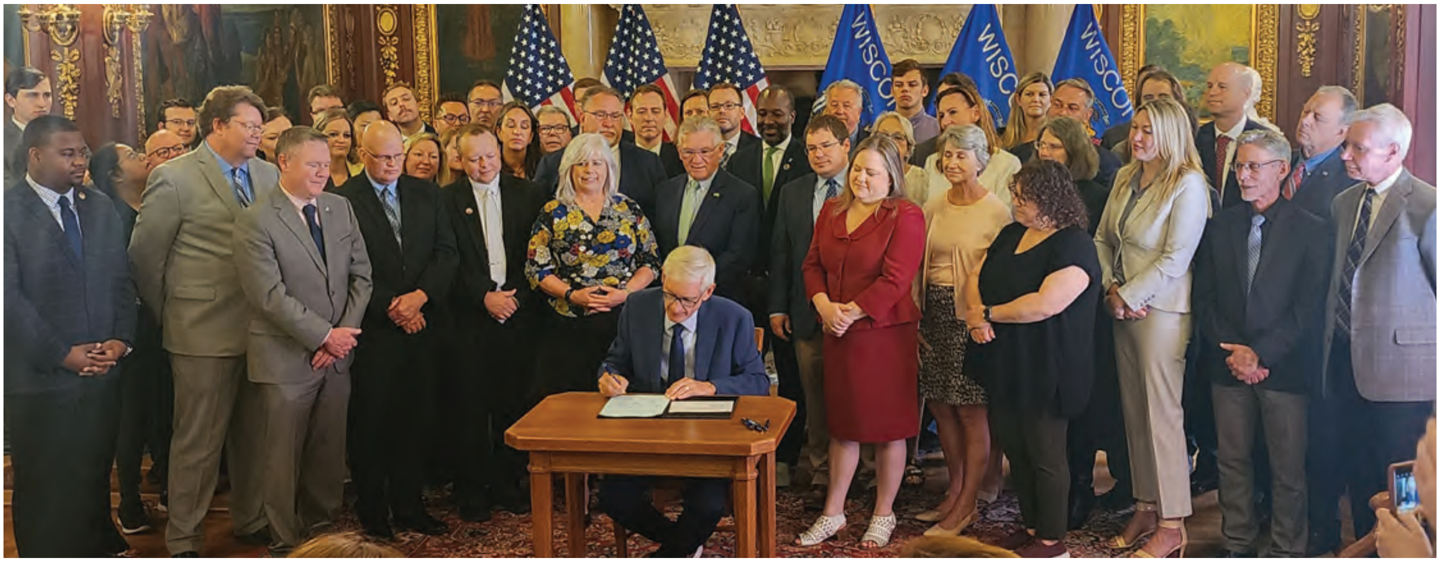
Online: Visit the hotline webpage

HOTLINE HOURS
Monday-Friday, 8:30 a.m. to 4:30 p.m. Central

www.wra.org/LegalHotline

LEGISLATIVE ALERT

SLATE OF WORKFORCE HOUSING LEGISLATION BECOMES LAW



BY JOE MURRAY
WRA DIRECTOR OF POLITICAL & GOVERNMENTAL AFFAIRS

With statewide housing inventory levels at historic lows and median home prices continuing to rise, Wisconsin has a serious workforce housing shortage. Fortunately, Gov. Tony Evers recently signed into law a bipartisan package of bills intended to increase workforce housing in Wisconsin.

This slate of bills will provide new financing tools to fund infrastructure investments, rehabilitate and repair older housing stock, convert units above main streets and vacant commercial buildings into available workforce housing, and limit the ability of "not in my backyard" (NIMBY) opponents to influence the development-approval process.

LEGISLATION IN PLAY

- **AB 264/SB 293:** Provides infrastructure revolving loans for streets, sewer, water and more to service new residential development.
- **AB 265/SB 294:** Offers main street housing rehabilitation revolving loans to repair and rehabilitate residential rental housing above existing buildings with a commercial use on the main floor.
- **AB 266/SB 296:** Executes a judicial review of local government decisions to increase certainty and predictability in the development-approval process.
- **AB 267/SB 297:** Implements a Wisconsin Housing and Economic Development Authority (WHEDA) program to fund low-interest loans for the rehabilitation of certain residential properties created under 2021 Wis. Act 221.
- **AB 268/SB 295:** Provides vacant commercial-to-housing conversion revolving loans to fund the redevelopment of commercial buildings into new residential workforce housing.

LEGISLATION STATUS

Gov. Evers signed all five of these legislative priorities into law last month. Watch for more details in future editions of *Wisconsin Real Estate Magazine*.

WISCONSIN ELECTIONS IN 2024

BY JOE MURRAY
WRA DIRECTOR OF POLITICAL & GOVERNMENTAL AFFAIRS

PRESIDENTIAL JOB APPROVAL

Doug Sosnik, former White House political director and deputy legislative director to President Bill Clinton and a consultant for the National Association of REALTORS®, has identified eight battleground states he believes will determine the outcome of the 2024 presidential election. You guessed it: Wisconsin is on the list.

The key question for President Joe Biden is whether he can win reelection with approval ratings in the low- to mid-40s. History suggests the answer could be no, but there are factors specific to the current political environment that helped Democrats limit their losses in the 2022 midterms in Wisconsin and other swing states.

A president's overall approval rating is a fairly good guide to the actual vote the president receives. As of June 17, Biden's national job approval rating was 41% approve and 54.6% disapprove in the Real Clear Politics poll average. In Wisconsin, Biden's approval was 45% approve and 54% disapprove in the November 2022 Marquette Law School poll, which was the last survey available at the time this article went to press. Both surveys suggest Biden will start in a weak position to win Wisconsin in 2024.

However, in 2022, Democrats held their own in Wisconsin despite Biden's poor approval ratings. Democrat Gov. Tony Evers defeated Republican Tim Michels in the gubernatorial election, while Democrat Josh Kaul beat Republican Eric Toney in the attorney general race. And in the April 2023 election, liberal Milwaukee County Judge Janet Protasiewicz soundly defeated conservative former state Supreme Court Justice Dan Kelly by a hefty 11 percentage points, flipping the ideological majority on the court. Evers, Kaul and Protasiewicz made abortion the focal point of their campaigns.

The overturning of *Roe v. Wade* in 2022 effectively reinstated Wisconsin's 1849 abortion ban, and many Republicans acknowledge that the abortion ban played a central role in Republican losses. As Democrat pollster Paul Maslin of Madison noted to *Politico* after the spring Supreme Court election, "… but this abortion issue, that's where they (Republicans) have to be scared to death. It hurt them everywhere, but it especially hurt them in Wisconsin."

If the Wisconsin ban on abortion remains in place through the 2024 elections, Biden's low job approval numbers might not be the drag on his reelection that history would suggest. Democrats fully intend to keep the Wisconsin abortion issue front and center unless or until something changes.

U.S. SENATE RACE

Democrat U.S. Sen. Tammy Baldwin announced in April that she's running for a third six-year term, setting up a potentially high-profile race in Wisconsin as Democrats attempt to maintain their slim control of the Senate in 2024.

Several Republicans have expressed an interest in getting into the race, but they have no declared candidates in this perennial battleground state. Establishment Republicans who have expressed an interest include Rep. Tom Tiffany from Hazelhurst, businessmen Eric Hovde and Scott Meyer, and former Milwaukee County Sheriff David Clark.

Wisconsin will be a key state next year as Democrats look to maintain the White House and the Senate, where they currently have a slim two-seat majority. Wisconsin has been flagged by political insiders as one of 10 Senate seats most likely to flip in 2024, but Baldwin has a record as one of the most politically successful candidates in Wisconsin since entering office in 1986.

Baldwin has served on the Dane County Board, the Wisconsin State Assembly, the 2nd Congressional District, and currently the U.S. Senate since 2013. As noted by political commentator John Nichols, Baldwin "has mounted more than 15 campaigns at the local, state and federal levels of American politics, and she has prevailed every time."

Still, the competitiveness of the Badger State, which Biden carried by about half a point in 2020 and Trump won by a similar margin four years earlier, should not be underestimated. Wisconsin has a long history of close statewide elections. In fact, 16 Wisconsin statewide elections over the last 22 years were gut-wrenchingly close. These 16 elections include presidential, gubernatorial, U.S. Senate, attorney general and state Supreme Court elections.

CHALLENGING LEGISLATIVE DISTRICT MAPS

With Janet Protasiewicz set to join the state Supreme Court in August, Wisconsin Democrats are hopeful the court's new liberal majority will be receptive to legal challenges of the Wisconsin legislative and congressional district maps.

Today, there are 63 Republicans and 35 Democrats in the Wisconsin Assembly, and 22 Republicans and 11 Democrats in the Senate. Republicans have a 6-2 advantage in the Wisconsin congressional delegation.

The state's current maps were drawn by Republicans in 2021 based on maps they drew 10 years before. During this time, Republicans have maintained strong control of both houses of the legislature. Different maps could change the balance of power and help Democrats pick up legislative and congressional seats.

Protasiewicz has harshly criticized the Wisconsin maps, calling them "rigged" and "unfair," and has signaled a willingness to revisit a 2022 state Supreme Court ruling that left the Republican-drawn maps in place. Democrats describe Wisconsin's maps as one of the most "extreme gerrymanders" in the country and expect to quickly see new legal cases that challenge the current maps and ask the court to create new, fairer maps.

Any legal challenge to Wisconsin's legislative and congressional districts will be strongly opposed by Republicans. A lawsuit, if the court agrees to hear it, challenging the state's current Republican-drawn maps will trigger another bitter fight over the districts.

So, once again next year, Wisconsin will be positioned in the political eye of the storm with a possible tipping point in the presidential election, a Senate race that could influence which party controls the U.S. Senate, and newly drawn legislative and congressional districts that help Democrats pick up seats in Madison and Washington. There's never a dull moment in Wisconsin politics.

NEW CE BIENNIUM, NEW CE FLEXIBILITY

Every two years, Wisconsin real estate licensees must complete 18 hours of continuing education (CE) to maintain their real estate license in the state of Wisconsin, as required by the Department of Safety and Professional Services (DSPS).

Starting for the new 2023-24 Wisconsin real estate biennium, licensees can fulfill this requirement with one-hour courses instead of the traditional three-hour courses. Say goodbye to those time-consuming three-hour courses and say hello to better flexibility for your CE!

WHY CE WITH THE WRA?

Best options. Best school. Best in class. The WRA is the leading provider in Wisconsin real estate advocacy, legal insight and education — and no one else. We offer a variety of training formats to suit every learning style. Whether you're a visual, auditory or reading learner, we've got you covered with the top Wisconsin real estate CE on the market.

CE FORMATS

- On Demand: Train all online at your own pace.
- Self-study: Read traditional hard-copy coursebooks.
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Start your 2023-24 CE courses now:
www.wra.org/CE2324

2023-24 CE COURSES

MANDATORY COURSES (LICENSEES MUST TAKE 12 HOURS)

- Wisconsin Agency Law
- Wisconsin Department of Safety and Professional Services Disciplinary Actions*
- Commissions in Wisconsin Agency Agreements, Offers of Compensation and Antitrust*
- The Inspection Contingency in the Wisconsin Offers to Purchase
- Wisconsin Legislative Updates Related to Real Estate
- Wisconsin Real Estate Case Law Update
- Advertising for Wisconsin Real Estate Licensees*
- Default, Earnest Money, and WB-45 Cancellation Agreement and Mutual Release
- Financing Commitment and Appraisal Contingencies in the Wisconsin Offers to Purchase
- Fair Housing in Wisconsin Transactions*
- Agent-to-Agent Relationships*
- Seller and Licensee Disclosure in Wisconsin Transactions

ELECTIVE COURSES (LICENSEES MUST TAKE SIX HOURS)

- Short Sales and Foreclosures in Wisconsin
- Changing a Property's Use in Wisconsin
- Other Wisconsin Approved Forms
- Closing of Buyer's Property Contingency, Secondary Offer and Bump Clause in the Wisconsin Offers to Purchase
- Drafting Contracts in Wisconsin Real Estate Transactions
- Risk Reduction for Wisconsin Licensees

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With the WRA's partnership with Spectrum Insurance, you can save on health insurance premiums without compromising your coverage. Spectrum can help provide access to customizable insurance plans to meet your needs.

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Whether you need an insurance quote or are interested in learning more, contact Spectrum Insurance at 800-537-9786 or **info@spectrumgroupinc.com**.

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The WRA offers members-only products and services to give you a competitive edge.

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The WRA advocates for a healthy real estate market by working with state lawmakers and pro-real estate candidates.

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Enhance your contract knowledge with Wisconsin's most in-depth real estate forms training video series.

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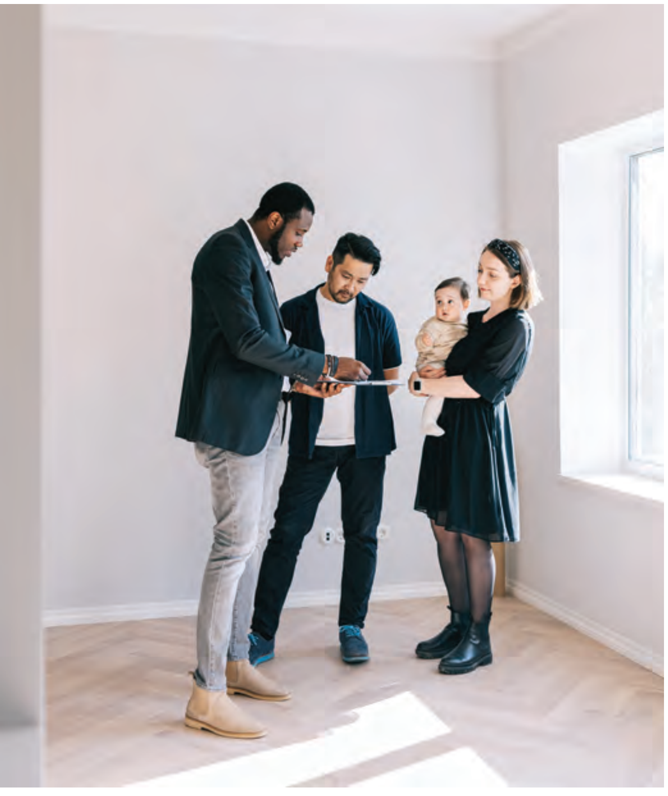
SALES PRE-LICENSE
Sales pre-license training course: July 10–14, 17–19

Brokers, get your recruits ready for their new career with the WRA's accelerated eight-day training course this summer. This course meets Wisconsin's 72-hour education requirement for real estate licensees and covers crucial topics such as financing, contracts, land use controls, valuation and more. Give your recruits a head start in the industry and set them up for success with this comprehensive training program.

• Course: "Sales Pre-license Course"
• Date/time: July 10-14, 17-19, 8:00 a.m. – 5:00 p.m.
• Format: Live training at the WRA headquarters in Madison
• Fee: $345 + $59.99 book fee

Register: www.wra.org/SPL

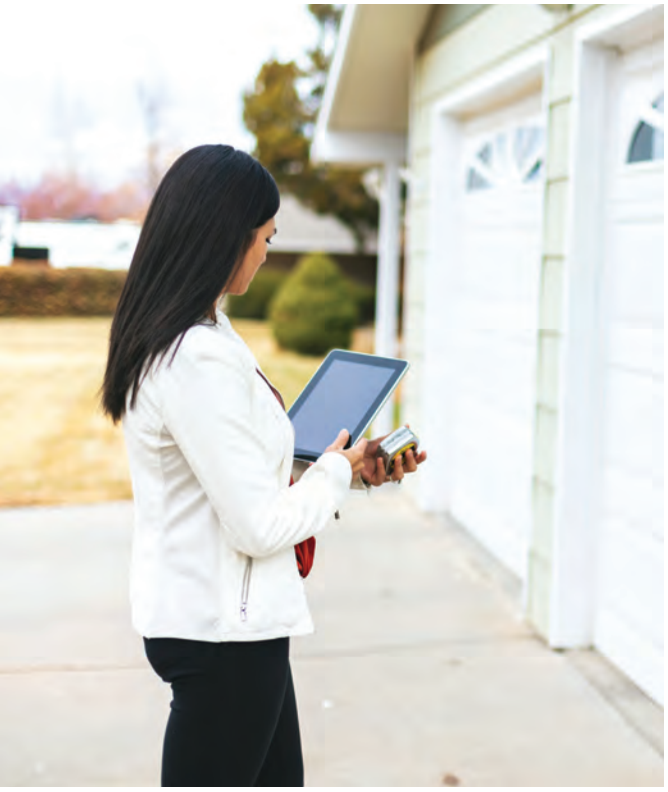


EMBRACE DIVERSITY IN YOUR PRACTICE
AHWD virtual course: July 26–27

Help buyers of all cultural backgrounds achieve homeownership with At Home With Diversity (AHWD) training. Instructor Amy Peterson will give you strategies to expand your client base in the multicultural real estate market. You'll finish this course with the knowledge and skills needed to help buyers of diverse backgrounds achieve homeownership.

• Course: "At Home With Diversity"
• Date/time: July 26-27, 9:00 a.m. – 12:00 p.m. each day
• Format: Virtual
• Fee: $95 early bird pricing good through July 11

Register: www.wra.org/AHWD

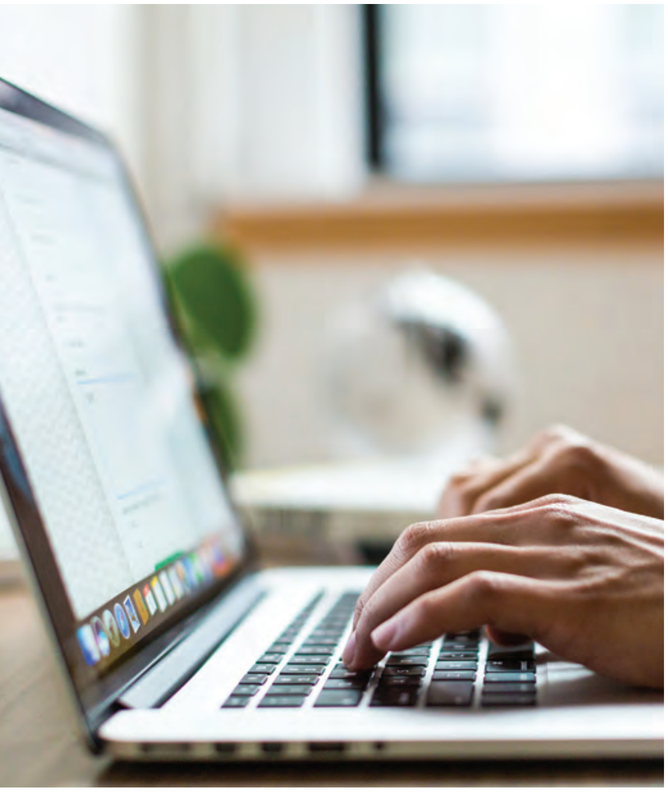


2023 APPRAISER CE
All-virtual courses start in August

Join fellow Wisconsin appraisers during the next few months for the WRA's 2023 slate of appraiser CE courses. Instructors Tim Andersen, Melissa Bond, Martin Wagar and Joshua Walitt will equip you with new insights to enhance your valuation techniques, plus you'll be able to earn CE credits early during your 2022-23 biennium.

Plus, all 2023 appraiser CE courses are offered virtually. Virtual training provides the education you need in a live format, but delivered remotely to wherever you want to be. No travel, no hotel bookings.

Register: www.wra.org/2023AppraiserCE



MINI COURSE SERIES
Mini courses with big impact — just $15 each

Stay ahead in this dynamic, ever-evolving market with the WRA's new Mini Course Series. You'll gain top-notch training and original insights to outpace the competition. And don't be fooled by the name — these courses pack a punch!

This course series offers exclusive training you won't find anywhere else, taught by some of the top subject matter experts in Wisconsin real estate: Jennifer Lindsley, Ryan Fulcer, Rudy Ibric and more. Courses currently available explore topics like real estate agency, developing CMAs, professionalism and more. New courses are released weekly!

Register: www.wra.org/Mini

OFFERING	FORMAT	DETAILS & REGISTRATION
EVENTS		
Annual Convention: October 1-3, 2023	Wisconsin Dells	www.wra.org/ThrottleUp
PRE-LICENSE TRAINING		
SCHEDULED TRAINING		
Sales Pre-license Course: July 10-14, 17-19, 2023	Madison	www.wra.org/SPL
Sales Pre-license Course: October 9-13, 16-18, 2023	Blended (On Demand & virtual)	www.wra.org/SPL
ONGOING TRAINING		
Broker Pre-license Course	On Demand	www.wra.org/BPL
Sales Pre-license Course	On Demand	www.wra.org/SPL
PROFESSIONAL DEVELOPMENT TRAINING		
SCHEDULED TRAINING		
AHWD Certification Course: July 26-27, 2023	Virtual	www.wra.org/AHWD
ONGOING TRAINING		
GRI On Demand	On Demand	www.wra.org/GRI
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
WEBINARS AND FORUMS		
SCHEDULED TRAINING		
July 12, 2023	Virtual	www.wra.org/BLF
August 3, 2023	Virtual	www.wra.org/BLF
APPRAISER CONTINUING EDUCATION		
SCHEDULED TRAINING		
Cost Approach Course: August 9-10, 2023	Virtual	Save the date
Challenging Repairs Course: August 16, 2023	Virtual	Save the date
Desk Review: August 23, 2023	Virtual	Save the date
Moving Parts Course: August 30, 2023	Virtual	Save the date
Land Valuation Course: September 6, 2023	Virtual	Save the date
Unacceptable Appraisal Practices: September 18, 2023	Virtual	Save the date
Appraisal Mistakes Course: October 6, 2023	Virtual	Save the date
REAL ESTATE CONTINUING EDUCATION		
SCHEDULED TRAINING		
Courses 9 & 10: July 11, 2023	Virtual	www.wra.org/CEVirtual
Courses 11 & 12: July 13, 2023	Virtual	www.wra.org/CEVirtual
Courses 13 & 14: July 18, 2023	Virtual	www.wra.org/CEVirtual
Courses 15 & 16: July 20, 2023	Virtual	www.wra.org/CEVirtual
Courses 17 & 18: August 1, 2023	Virtual	www.wra.org/CEVirtual

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

Definitely a front porch with a swing...
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Certain program restrictions and eligibility requirements apply.
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