

WISCONSIN REAL ESTATE MAGAZINE

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Self-policing Bad Behavior

REEB Disciplinary Actions

Annual REALTOR® Recognition

ADVOCATE.
EDUCATE.
ELEVATE.

WRA

THE LATEST CONTENT

HOUSING MINUTE

Monthly analysis in Wisconsin housing



December 2022 Housing Recap

The Wisconsin housing market softened as both supply and demand weakened in 2022. “The slide in affordability is really slowing demand pressure, and hence the rate of home price appreciation. The 5.5% annual rate of increase we saw in December was the slowest appreciation rate all year, and this cooling of price growth can be good news for buyers looking for bargains during the slower winter months,” said 2023 WRA Chairman Joe Horning.

Watch: www.wra.org/HousingMinute

LINE BY LINE

Comprehensive forms training



Amp Up Your Contract Know-how

The most in-depth Wisconsin real estate forms training is free for WRA members! If drafting errors or contract issues cause delays in your transactions, the WRA's Line by Line online video series has what you need to get back on track. With Line by Line training, you'll be ready to draft forms with confidence and accuracy.

Watch: www.wra.org/LineByLine

LEGISLATIVE UPDATE

Advocacy in Wisconsin real estate



Foreclosure Equity Theft Victory

Wisconsin was one of 12 states that allowed counties to seize property and sell it to pay property taxes that are owed if an owner was unable to pay those taxes.

Due to the WRA's advocacy efforts and under a new law, counties are now required to pay any net proceeds of non-homestead foreclosures back to the former owner of the property.

Watch: www.wra.org/Advocacy/EquityTheft

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Meet the Wisconsin REALTORS® who made a difference in 2022!

DECEMBER HOUSING

HOUSING MARKET SOFTENS AS BOTH SUPPLY AND DEMAND WEAKEN IN 2022

BY DAVE CLARK

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

December 2022 Wisconsin housing at a glance:

- Home sales slid 30.5% in Q4 2022 relative to Q4 2021.
- Total listings fell 17.8% over the past 12 months.
- The average mortgage rate doubled year over year.
- 2022 home sales fell 14.6% compared to 2021.
- Wisconsin remains a strong seller's market.

See the full report: www.wra.org/HSRDec2022

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.



DECEMBER HOUSING



4,840

CLOSED SALES DEC 2022

-34.9%

FROM DEC 2021

\$250,000

MEDIAN PRICE DEC 2022

+5.5%

FROM DEC 2021

ACTIVE LISTINGS BY PRICE

PRICE RANGE	NUMBER OF LISTINGS
\$0-\$124,999	1,234
\$125,000-\$199,999	2,305
\$200,000-\$349,999	3,597
\$350,000-\$499,999	2,777
\$500,000 & higher	2,693

12,606

TOTAL STATEWIDE LISTINGS
DEC 2022

-17.8%

FROM DEC 2021

MEDIAN PRICES BY REGION

CENTRAL	\$200,000
NORTH	\$225,000
NORTHEAST	\$232,950
SOUTH CENTRAL	\$299,900
SOUTHEAST	\$260,000
WEST	\$255,000

AVERAGE DAYS ON MARKET

73 DAYS DEC 2022

COMPARED WITH

75 DAYS DEC 2021

MONTHS OF INVENTORY

1.9 DEC 2022

2.0 DEC 2021

HOUSING STATISTICS MONTHLY ACTIVITY

Statewide	December 2022	December 2021	% Change	YTD 2022	YTD 2021	% Change
New Listings	2,760	3,848	-28.3%	N/A	N/A	N/A
Total Listings	12,606	15,335	-17.8%	N/A	N/A	N/A
Closed Sales*	4,840	7,433	-34.9%	78,143	91,453	-14.6%
Median Sales Price	\$250,000	\$237,000	+5.5%	\$264,600	\$240,000	+10.3%
Months of Inventory	1.9	2.0	-5.0%	N/A	N/A	N/A
Avg. Days on Market	73	75	-2.7%	N/A	N/A	N/A
Affordability Index	148	213	-30.5%	N/A	N/A	N/A

	Median Price			Closed Sales		
Region	December 2022	December 2021	% Change	December 2022	December 2021	% Change
Central	\$200,000	\$188,125	+6.3%	299	502	-40.4%
North	\$225,000	\$205,000	+9.8%	419	670	-37.5%
Northeast	\$232,950	\$208,750	+11.6%	948	1,328	-28.6%
South Central	\$299,900	\$285,800	+4.9%	900	1,402	-35.8%
Southeast	\$260,000	\$241,000	+7.9%	1,792	2,873	-37.6%
West	\$255,000	\$250,000	+2.0%	482	658	-26.7%

Report criteria: Reflecting data through December 2022. *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

THE WRA IS ACCEPTING APPLICATIONS FOR 2024 LEADERSHIP

The WRA nominating committee is seeking applications for several WRA leadership positions for 2024:

- Chair of the board
- Executive committee vice president
- Board of director regional representative

For more information and to request a copy of the application, contact Sandy Bolgrihn at sandy@wra.org. Application deadline: **March 15, 2023**.

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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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REAL ESTATE: A SELF-POLICING BUSINESS

BY JENNIFER LINDSLEY

WRA STAFF ATTORNEY AND DIRECTOR OF TRAINING

“

Real estate licensees have an affirmative obligation to protect the public from fraud, misrepresentation and unethical practices.

”

For better or worse, there is no such thing as the “Real Estate Police.” Without real estate police, that means the integrity of the real estate business is upheld and enforced by real estate licensees. Oftentimes, this can mean licensees need to bring the bad conduct of other licensees to the attention of the Department of Safety and Professional Services (DSPS) or the local REALTOR® association. Due to the cooperative nature of this business, making a formal complaint about a fellow real estate licensee is not always an appealing option when there is a real possibility that there may be future transactions involving the reported licensee. Shining a light on bad behavior is essential, however, to preserving the public trust in the vital service real estate licensees provide to consumers and raising the bar of professionalism for the real estate industry.

WHAT DOES “SELF-POLICING” MEAN?

Merriam-Webster defines “self-policing” as “the act or action of supervising the activities or policies of one’s own group in order to prevent or detect and address violations of rules and regulations without outside enforcement.” That is precisely what real estate licensees need to do to call out bad actors. Real estate licensees have an affirmative obligation to protect the public from fraud, misrepresentation and unethical practices. Wis. Admin. Code REEB § 24.03(2)(b) says, “Licensees shall act to protect the public against fraud, misrepresentation and unethical practices.” The “shall” in that sentence means licensees must do this, not just when it is convenient or comfortable, but all the time.

Does the obligation to protect the public against fraud, misrepresentation and unethical practices mean that a licensee’s first and only response to another agent’s bad behavior is to file a complaint? Of course not! A licensee may first try speaking with the agent who is engaging in behavior that either violates license law or the REALTOR® Code of Ethics or both. If a friendly chat is not successful, the licensee or the licensee’s supervising broker may consider reaching out to the errant agent’s supervising broker for some assistance in stopping or correcting the bad behavior. When informal discussions with the agent or the agent’s supervising broker are not sufficient to remedy the problem, the obligation to protect the public from fraud, misrepresentation and unethical practices might mean that the licensee has no other choice but to file a complaint with the DSPS and/or the agent’s local REALTOR® association.

Who can file a DSPS complaint against an agent, and for what can an agent receive DSPS discipline?

Anyone can file a complaint, and the burden of proof in a disciplinary proceeding is a preponderance of the evidence.

Preponderance of evidence means the greater weight of the evidence. The party with the stronger evidence, however slight the advantage may be, should win under a preponderance of the evidence standard.

While the person making a complaint files it with the DSPS, it is actually the Real Estate Examining Board (REEB) that issues the discipline. Agents can be disciplined for any violation of Wis. Stat. Chap. 452 Real Estate Practice or applicable administrative code provisions such as failing to give agency disclosure, incompetent drafting of contracts, or missing a deadline in a transaction.

Actions for which a licensee can be disciplined include:

- Lie on an application, renewal form or in information furnished to the DSPS.
- Make a misrepresentation in a transaction.
- Lie to parties or other agents.
- Accept payment for brokerage services from someone other than the agent’s firm.
- Violate trust account rules.
- Demonstrate incompetency.
- Pay or offer to pay commission or valuable consideration to a nonlicensed person for brokerage services or referrals.
- Engage in steering.
- Engage in fraud or dishonest dealings.
- Violation of any provision of Wis. Stat. Chap. 452 or any of the administrative code provisions promulgated under it such as the REEB rules.
- Fail to use approved forms.
- Treat someone unequally on the basis of their membership in a protected class.
- Be convicted of a crime that substantially relates to real estate.

What are the steps in the DSPS complaint and subsequent disciplinary process?

First a person makes a complaint to the DSPS. A person can use the online complaint form or can print the complaint form, complete it and then mail, fax or email it to the DSPS. Both the online complaint form and the printable form are available at dps.wi.gov/Pages/SelfService/FileAComplaint.aspx.

A person using the online complaint form must supply certain information such as the person’s name, address and email address. This might discourage a person from making a valid complaint because they do not want their name associated with the complaint. In that case, the person might choose to print the complaint form and complete it anonymously for submission to the DSPS. Obviously the DSPS may have a harder time

investigating an anonymous complaint as it will be impossible to follow up with the person who made the complaint if additional information is needed. Some complaints, though, may be established sufficiently by evidence submitted with the complaint that the DSPS investigative staff has enough to go on and pursue the complaint. Something like an agent advertising without including the agent's firm's name, advertising property that is listed with another firm without the firm's permission, or a fair housing violation might be able to be supported sufficiently with documentation submitted with the complaint that the DSPS does not need to reach out to the person who made the complaint to pursue an investigation.

Once a complaint has been made, anonymously or otherwise, the complaint is in the intake stage. The Division of Legal Services and Compliance (DLSC) receives and processes complaints. Copies of the complaint and related information are then screened by the REEB screening panels and DLSC staff to determine if an investigation is warranted. Complaints that do not warrant investigation are closed. Complaints that appear to have merit, or require further investigation, are identified for investigative action, and a case is opened. If a complaint warrants investigation, it moves to the investigation stage. The assigned DLSC investigator and attorney develop an investigative plan. Investigative staff gather necessary evidence and make contacts with witnesses as needed. It is important to remember that licensees shall respond to the DSPS and the REEB regarding any request for information within 30 days of the date of the request. This means that if the DSPS and/or REEB contact a licensee requesting information, the licensee must respond within 30 days of the request even if the licensee is not the subject of the underlying complaint. The REEB may reprimand a credential holder, or may deny, limit, suspend or revoke a credential if the credential holder fails to respond to the satisfaction of the REEB within 30 days of a request for information from the REEB. After collecting necessary information, a REEB member is consulted on issues requiring professional expertise. The results of the investigation are provided to and discussed with the case advisor. Cases that do not warrant professional discipline are closed.

Cases with violations proceed to the Legal Action stage. DLSC compliance attorneys review the results of the investigation and pursue disciplinary action when appropriate. Cases may resolve by means of stipulated agreements, informal settlement conferences or administrative warnings. The case advisor will be asked for assistance on matters involving professional expertise and for their opinion on appropriate case resolution. If no satisfactory resolution is available, the

case proceeds to the legal action stage, which is a formal legal proceeding. The DLSC attorney litigates the case before an administrative law judge (ALJ). The ALJ issues a proposed decision that is reviewed by the REEB or the DSPS. If a violation is found, discipline may be imposed. Disciplinary orders may include reprimand, limitation, suspension and revocation. In addition, the DSPS can assess against a licensee a forfeiture of not more than \$1,000 for each violation and require a licensee to successfully complete education or training, in addition to any education or training required for licensure or for renewal of a license under Chapter 452, as a condition of continued licensure or reinstatement of a license. Monitoring orders are monitored for compliance by DLSC monitoring staff.

What is an administrative warning?

If the REEB determines there is evidence of misconduct by an agent, the REEB can close the investigation by issuing an administrative warning to the agent. The REEB can issue an administrative warning when the REEB determines that no further action is warranted because the complaint involves a minor violation, and the issuance of an administrative warning protects the public by putting the agent on notice that any subsequent violations may result in disciplinary action. Administrative warnings do not constitute an adjudication of guilt or imposition of discipline and cannot be used as evidence that the credential holder is guilty. If there are subsequent allegations of misconduct, the administrative warning can be used in a subsequent disciplinary proceeding as evidence that the agent had knowledge that the misconduct that was the basis for the administrative warning was contrary to law. A record of the issuance of an administrative warning is public, but the contents of the administrative warning are private and confidential.

Is there a statute of limitations for investigation by the REEB?

There is no statute of limitations for investigation of an agent by the REEB. There is a two-year statute of repose on actions concerning an act or omission of a firm or a licensee associated with a firm, but that does not apply to disciplinary actions initiated by the REEB.

Does a licensee who is the subject of a DSPS complaint have to pay for this process?

If the REEB orders a suspension, limitation or revocation of the credential, assesses a forfeiture, or reprimands the holder, the REEB may also assess all or part of the costs of the proceeding against the agent. The REEB may not restore, renew or

otherwise issue a license to a person who owes costs related to a disciplinary proceeding until the agent has made payment for the costs, including interest.

What about seeking assistance from a local REALTOR® association for an agent misbehaving?

A licensee who has encountered another agent's bad behavior has some alternative or concurrent options if the agent is a REALTOR® member. In addition to or instead of seeking assistance from the DSPS, a licensee can seek assistance from the offending agent's REALTOR® association. REALTOR® associations offer ombudsman services as well as mediation as alternatives or precursors to filing a complaint at the association.

REALTOR® OMBUDSMAN

An ombudsman is an impartial person who offers general information about real estate practice, license law, the REALTOR® Code of Ethics, and the ethics and arbitration hearing processes. The ombudsman responds to general questions about real estate practice, transaction details, ethical practices and enforcement issues. Participation in ombudsman services is voluntary. Any inquiries or information obtained via the ombuds process are subject to confidentiality. The ombudsman's role is primarily one of communication and conciliation, not adjudication. An ombudsman does not determine whether ethics violations have occurred or who is entitled to compensation; rather the person anticipates, identifies and resolves misunderstandings and disagreements before matters ripen into formally filed arbitration requests or possible formal charges of unethical conduct.

REALTOR® MEDIATION

In the mediation process, disputing parties meet with a neutral mediator to reach a mutually agreeable solution or settlement of their dispute. The objective in mediation is for the parties to resolve the dispute and enter into a written mediation resolution agreement stating the terms of their settlement, thereby avoiding the need to arbitrate a matter or have an ethics hearing if there is an alleged violation of the Code of Ethics. Mediation may be used in contract disputes between REALTORS® including procuring cause claims or referral fee disputes. In Wisconsin, mediation may also be used to resolve certain alleged Code of Ethics violations.

REALTOR® ETHICS COMPLAINT PROCESS

Any person, whether a member or not, having reason to believe a member is guilty of any conduct contrary to the Code of Ethics subject to disciplinary action, may file a complaint in

writing. The person filing the complaint does so in their own name, dating and signing the complaint. The ethics complaint also will state the facts on which the complaint is based. The articles in the Code of Ethics are the specific obligations that can subject the member to disciplinary action. Any ethics complaint must cite an article since that is the standard by which REALTORS® conduct is judged; a Standard of Practice may only be cited in support of a charge that an article was violated. The complaint must also include the date the complainant became aware there was a potential violation.

Upon the submission of a complaint, association staff forward the complaint to a grievance committee, which reviews the complaint and any supporting evidence and documentation. The committee will review whether the complaint is in acceptable form, the correct parties are named, and it was timely filed. The grievance committee also considers if the facts, if taken as true, could reflect a possible violation of the Code of Ethics. The grievance committee may forward a complaint, amend a complaint or dismiss it. If the complaint goes to a hearing, each party may prepare evidence and testimony and bring witnesses. The complainant has the burden of proof, by clear, strong and convincing evidence, to show the respondent has violated the Code of Ethics. The respondent will have the opportunity to defend their conduct with evidence, testimony and witnesses.

As a result of the ethics hearing, if a REALTOR® is found in violation of the Code of Ethics, the local association has several options relating to discipline. Discipline may consist of any or a combination of following:

- Letter of warning or reprimand with a copy to be placed in the member's file.
- Education including appropriate course or seminar specified by the hearing panel.
- Appropriate and reasonable fine not to exceed \$15,000.
- Suspension of membership of the individual.
- Expulsion from membership of the individual, with or without reinstatement privileges.
- Suspension or termination of MLS rights and privileges.

What about arbitration? Is that part of the discussion when an agent is behaving badly?

Arbitration is used for settling certain contractual and noncontractual disputes, such as questions of compensation and procuring cause — but not for addressing an agent behaving badly. Per Article 17 of the Code of Ethics, REALTORS® both have a duty and a privilege to arbitrate certain contractual and noncontractual disputes.



ARTICLE 17

In the event of contractual disputes or specific noncontractual disputes as defined in Standard of Practice 17-4 between REALTORS® (principals) associated with different firms, arising out of their relationship as REALTORS®, the REALTORS® shall mediate the dispute if the Board requires its members to mediate. If the dispute is not resolved through mediation, or if mediation is not required, REALTORS® shall submit the dispute to arbitration in accordance with the policies of the Board rather than litigate the matter. ... The obligation to participate in mediation and arbitration contemplated by this Article includes the obligation of REALTORS® (principals) to cause their firms to mediate and arbitrate and be bound by any resulting agreement or award. (Amended 1/12)

Standard of Practice 17-1

The filing of litigation and refusal to withdraw from it by REALTORS® in an arbitrable matter constitutes a refusal to arbitrate. (Adopted 2/86)

Standard of Practice 17-2

... Article 17 does not require REALTORS® to arbitrate in those circumstances when all parties to the dispute advise the Board in writing that they choose not to arbitrate before the Board. (Amended 1/12)

When an arbitrable issue arises, an arbitration request may be filed by either firm involved in the dispute. Generally, the firm requesting payment of the compensation files the request. However, it is also possible for the firm in possession of the funds to file the arbitration to keep the funds. In such a case, the arbitration panel would determine whether there is an obligation to pay or not. Requests for arbitration must be filed within 180 days after the closing of the transaction, if any, or within 180 days after the facts constituting the arbitrable matter could have been known in the exercise of reasonable diligence, whichever is later.

A licensee is encouraged to try the informal ways to address bad behavior by first reaching out to the agent's supervising broker — but when that is not enough, know that both the DSPS and local REALTOR® association provide avenues to address it when an agent is behaving badly.



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in Madison to advocate for your business,
your industry and your clients.

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THE

BEST

OF THE LEGAL HOTLINE

BY TRACY RUCKA

WRA DIRECTOR OF PROFESSIONAL STANDARDS AND PRACTICES

DO I HAVE TO TELL YOU WHERE I BURIED THE BODY?

An attention-grabbing article title, yes? The WRA Legal Hotline frequently fields questions about burial sites and cemeteries. Those underlying questions are legitimate, and you might even find yourself asking similar questions in your own transactions. The hotline article this month recaps discussions about burial sites and cemeteries.

BURIAL SITE DISCLOSURE

A potential seller recently asked an agent whether the seller would be obligated to disclose if someone is buried on the property. Would the seller have to disclose this? Would the agent have to disclose this?

If a seller is completing a real estate condition report (RECR) or a vacant land disclosure report, the seller is asked to answer “yes” or “no” to “Are you aware of one or more burial sites on the property?” This question is found at F20 in the RECR and E19 in the VLDR.

If a seller was aware someone was buried on the property and did not disclose this, the buyer may have a claim against the seller for misrepresentation. Similarly, if an agent knows a person was buried on the property and it was not previously disclosed by the seller and the agent did not disclose it, not only could the agent potentially be liable for misrepresentation but also for violation of the agent’s duties to disclose material adverse facts to all parties in writing in a timely manner.

If buyers or sellers are looking for information about burial sites, what resources can the agents provide?

The primary source of information regarding the presence, preservation and potential disturbance of burial sites is the Wisconsin Historical Society. Private landowners, agents or potential property buyers can request information about archaeological sites and burial sites present on a parcel. The burial sites preservation law, Wis. Stat. § 157.70, applies to any property regardless of ownership or the activities conducted. It applies to a developer creating a new subdivision, or a property owner excavating for a pool or house foundation. If evidence of a burial site is found, it is important that this information be disclosed to a potential buyer. For further burial site information, contact the Wisconsin Historical Society at 800-342-7834 or visit www.wihist.org/burial-information. For ease of access, this contact information is contained within the RECR and the VLDR.

CEMETERY AS PART OF LISTED PROPERTY

An agent is going to be listing a church and a cemetery. Are there any legalities the agent should be aware of?

All human burial sites, including cemeteries and Indian mounds, are protected under state law, specifically Wis. Stat. § 157.70, which applies to both public and private lands. The law is administered by the Wisconsin Historical Society Burial Sites Program.

For more information about state law related to burials, mounds and cemeteries, the agent may refer the parties to the Wisconsin Historical Society webpage at www.wisconsinhistory.org/Records/Article/CS15239. In addition, Wis. Stat. Chap. 157 addresses the disposition of human remains and includes information regarding burial site preservation. For further reading, see docs.legis.wisconsin.gov/statutes/statutes/157.pdf.

ARCHAEOLOGICAL SIGNIFICANCE

The buyer purchased a property, and after closing, the builder applied for building permits. The builder was told the property had archaeological significance, and the permits were denied. How should the buyer proceed?

It appears that the buyer has research to do, beginning with investigation and research of the property. The buyer may work in conjunction with the builder, the Wisconsin Department of Natural Resources and/or the Wisconsin Historical Society to determine what the site has in terms of archaeological significance. The Wisconsin Historical Society has programs that protect Wisconsin’s archaeological resources and maintain archaeological site records.

“Archaeological site” is defined in Wis. Stat. § 44.47(1)(b) as “any land or the bed of any stream or lake where there are objects or other evidence of archaeological interest, aboriginal mounds and earthworks, ancient burial grounds, prehistoric and historical ruins, Indian mounds, historic and prehistoric watercraft and associated objects, aircraft and other archaeological and historical features.”

In addition, the buyer may work with an independent archaeologist regarding the matter to verify any information provided by the state. Determining what, if any, limitations there will be on property development would be critical before moving forward. Depending on the results and the possible limits on development, the buyer will consider whether to pursue the seller regarding possible misrepresentation. It will become a fact-based question to determine if the seller was aware of such archaeological significance and may therefore have liability for failure to disclose. Factually, it will need to be determined if the seller was aware of the characteristics of the site and failed to make appropriate disclosures.



UNDERSTANDING THE REAL ESTATE EXAMINING BOARD

WHO, WHAT AND WHY?

WENDY HOANG
WRA STAFF ATTORNEY

WHO IS THE REAL ESTATE EXAMINING BOARD?

The Real Estate Examining Board (REEB) is the body within the Department of Safety and Professional Services (DSPS) that regulates all Wisconsin real estate licensees. The REEB consists of seven members who are appointed to staggered four-year terms. Members of the REEB are appointed by the governor and confirmed by the Wisconsin Senate. See the current board members at dsps.wi.gov/Pages/BoardsCouncils/RealEstate/Default.aspx.

No board member is allowed to serve more than two terms. However, board members whose terms have expired may continue to serve until their successor is confirmed by the Senate.

The REEB is comprised of real estate brokers and salespersons as well as members of the public. Five of the members must be real estate brokers or salespersons licensed in Wisconsin, and two members must be public members. Every board at the DSPS has a public member on the board to ensure there is at least one representative from the public.

WHAT DOES THE REEB DO?

Because all licensees in the state are regulated by the REEB, the REEB is responsible for a wide range of matters related to real estate. Some of the REEB's duties and responsibilities include the following:

- Grant and issue licenses to individuals and business entities

to act as brokers and to individuals to act as salespersons.

- Approve forms for use in real estate practice, such as the WB forms.
- Approve education curriculum for sales and broker pre-license as well as continuing education.
- Approve or deny the renewal of licenses.
- Revoke, suspend or limit licenses, assess forfeitures, and/or assess other disciplinary actions for licensee violations of state laws or administrative rules.

WHY DOES THE REEB MATTER TO YOU?

As you can see, the REEB is charged with great responsibilities, from setting the curriculum to get a license, to approving the WB forms used in transactions, to the education to maintain a license, to the discipline of a license holder — which includes the power to revoke or suspend a license. For a full list of the duties and powers of the REEB, see Wis. Stat. § 452.05 and Wis. Stat. § 452.14. Due to the great responsibilities of the REEB, the WRA actively attends the REEB meetings and provides comments in the rulemaking process as well as in curriculum creation, WB forms approval and policy discussions of the REEB.

RECENT REEB DISCIPLINARY ORDERS

One of the many responsibilities of the REEB is overseeing the complaint process for real estate matters. Complaints regarding incompetent practice and violation of license law are filed and reviewed by the REEB. The following examples demonstrate the role of the REEB in the complaint process. These following scenarios are complaints filed by licensees and consumers from August 2022 through December 2022.

COMMISSIONS

Facts

- The firm directed the title company to pay the firm's agents directly at closing, explaining that the firm did not want to cut a second check.
- At closing, the licensee was paid commission directly by the title company.

Violations

- Wis. Stat. § 452.19(2) for failing to ensure all fees or commissions for performing brokerage services were paid to the firm.

Discipline

The firm was reprimanded, and the firm was required to pay costs in the amount of \$650.

REPORTING CONVICTIONS

Facts

- On April 27, 2021, the agent was convicted of a second-offense OWI, a misdemeanor. The agent was sentenced to 40 days in jail, revocation of the agent's license for 14 months, and an alcohol and other drug abuse (AODA) assessment, among other things.
- On May 27, 2021, the agent reported the conviction to the DSPS.
- On April 14, 2022, the DSPS emailed the agent and requested a copy of the AODA assessment. No response was received.
- On April 29, 2022, the DSPS emailed the agent again, requesting the AODA assessment. No response was received.
- On May 17, 2022, the DSPS emailed the agent to request the AODA assessment. The agent replied the same day stating that the agent had not been ordered to complete the assessment. The DSPS responded on the same day, informing the agent of the court order and asked for a response. No response was received.
- The DSPS emailed the agent two more times, on May 24, 2022, and June 6, 2022, requesting the AODA assessment. Each time, no response was received.

Violations

- Wis. Admin. Code § REEB 24.17(1) for violating a law, the circumstances of which substantially relate to the practices of a real estate licensee, and for failing to report the conviction to the REEB within 48 hours after the judgment of conviction.
- Wis. Admin. Code § REEB 24.17(5) for failing to respond to the DSPS and the REEB regarding the request for information within 30 days of the request.

Discipline

The agent was reprimanded and was required to pay costs in the amount of \$507.

PROVIDING BROKERAGE SERVICES HONESTLY AND RECORD RETENTION

Facts

- On November 10, 2020, the seller entered into a listing contract with the agent.
- On June 1, 2021, the seller canceled the listing contract with the agent and requested a protected buyers list for the property.
- On June 1, 2021, the agent provided the seller with a protected buyers list containing 98 names.
- On June 7, 2021, the seller objected to the agent's protected buyers list.
- The agent told the DSPS that the agent sent an email to over 3,000 potential buyers regarding the property and directly called or emailed 98 individuals, who ended up the protected buyers list.
- On July 16, 2021, the seller sent a letter to the agent, providing an affidavit from an individual on the protected buyers list who stated the individual was not contacted by the agent or the agent's firm and was not aware the property was for sale. The letter also included an obituary of an individual on the protected buyers list who had been deceased when the listing contract was signed.
- On July 26, 2021, the agent updated the protected buyers list, including only 18 individuals.
- On March 9, 2022, the agent sent the DSPS a spreadsheet detailing the contact between the agent and the 98 individuals on the original protected buyers list. Only seven individuals viewed or toured the property, according to the spreadsheet.
- The agent stated that the agent reached out to every individual on the list, but there was no record of the communications.

Violations

- Wis. Stat. § 452.133(1)(a) for failing to provide brokerage services honestly and fairly.
- Wis. Admin. Code § REEB 15.04 for failing to retain all documents and correspondence utilized, received or prepared in connection with a transaction.

Discipline

The broker was reprimanded. The broker's license was limited and was required to complete an education course about consumer protection and an education course about

office management within 60 days. The broker also was required to pay costs in the amount of \$1,001.

EXPIRATION OF LICENSE

Facts

- On December 15, 2020, the real estate business entity's credential expired.
- On September 27, 2021, an employee of the real estate business entity stated that they had accidentally missed processing the payment for the license renewal.
- On September 30, 2021, an employee of the real estate business entity stated that the license had expired due to an oversight.
- On October 1, 2021, the real estate business entity renewed its credential.
- The responsible licensee emailed the DSPS documentation for 58 real estate transactions that the licensee and real estate business entity worked on while the real estate business entity's license was expired.

Violations

- Wis. Stat. § 452.03(1) for engaging in the business of a broker without a license.
- Wis. Stat. § 452.12(5)(bm)1. for the firm engaging in activities covered by the firm license while the license was expired.
- Wis. Stat. § 452.12(5)(bm)2. for licensees associated with the firm engaging in activities covered by the firm's license on behalf of the firm while the firm's license was expired.

Discipline

The responsible licensee and the real estate business entity were both reprimanded. The responsible licensee and the real estate business entity each were required to pay a forfeiture of \$500 and one-half costs of this matter for a total of \$819, within 90 days.

TRUST FUNDS AND PROPERTY MANAGEMENT

Facts

- In 2009, the licensee and a business partner began operating a rental property management company. The company was registered with the Department of Financial Institutions by the licensee in 2009 and administratively dissolved in March 2021.
- The company never held a real estate business entity license.
- From September 30, 2019, until September 21, 2021, the licensee had not made rent deposits in Owner A's account.
- The licensee ignored requests from Owner A to return security deposits and ignored requests for copies of leases. Additionally, the licensee failed to pay for a new furnace provided in October 2019 and failed to provide requested accounting reports for Owner A's properties.



- The licensee failed to transfer rent payments to Owner B for January 2020 and February 2020. The licensee also failed to return security deposits to tenants.
- The licensee withheld from Owner B \$5,500 in rent and \$2,700 in security deposits to which the licensee was not entitled.
- The licensee ignored Owner B's request to return keys, leases and other documents.
- On July 8, 2021, the licensee's attorney stated that the licensee was responsible for the company's day-to-day operations and that "several missteps and errors" and "accounting discrepancies" occurred under the licensee's management.
- On September 21, 2021, the licensee's attorney stated that the licensee returned all funds owed to Owner A and Owner B.

Violations

- Wis. Stat. § 452.133(1)(f) for failing to safeguard trust funds and other property held as required.
- Wis. Stat. § 452.133(1)(b) for failing to provide brokerage services with reasonable skill and care.
- Wis. Admin. Code § REEB 24.03(2)(b) for failing to act to protect the public against fraud, misrepresentation and unethical practices.

Discipline

The broker was reprimanded, and the broker's license was limited. The broker was prohibited from holding client funds, including funds from a property management business. Additionally, the broker was required to practice under the supervision of an approved Wisconsin licensed real estate broker, who must submit quarterly monitoring reports for one year. The broker was required to notify the supervising broker of the broker's disciplinary history with the REEB and provide a copy of the order. Further, the broker was required to pay a forfeiture of \$500 and costs of this matter in the amount of \$672, for a total of \$1,172.

LEGAL RESOURCES

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

HOA CONSUMER BROCHURE

Released last month, this new brochure helps consumers understand an HOA, describes how HOAs can enforce rules and regulations, and outlines how an HOA can require certain fees to be paid or penalties charged.

See the brochure: www.wra.org/ConsumerBrochures

LEGAL UPDATES

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

December 2022: "Top Five Legal Developments for 2022"

See the top legal developments from 2022 that affect Wisconsin REALTORS®.

November 2022: "Independent Practice"

Learn about Wisconsin laws surrounding independent practice in Wisconsin real estate.

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

LEGAL HOTTIPS

Your WRA membership gives you access to the WRA Legal Hottips online library: a collection of discussions from the WRA Legal Hotline. New hottips are published weekly.

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



WRA LEGAL HOTLINE

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

SUBMIT YOUR QUESTION

By phone: 608-242-2296 or 800-799-4468
Online: Visit the hotline webpage

HOTLINE HOURS

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

www.wra.org/LegalHotline

WILL WISCONSIN SENATE REPUBLICANS RECLAIM THEIR SUPERMAJORITY?

BY NATHAN CONRAD AND JOE MURRAY

WRA DIRECTOR OF ADVOCACY
AND WRA DIRECTOR OF POLITICAL & GOVERNMENTAL AFFAIRS

CANDIDATES RUNNING IN THE 8TH SENATE DISTRICT SPECIAL ELECTION



Jodi Habush Sinykin (D)



Van Mobley (R)



Janel Brandtjen (R)



Dan Knodl (R)

The 2022 midterm elections in Wisconsin delivered Senate Republicans their goal of a “supermajority” in the state Senate; Assembly Republicans failed to reach supermajority status. With a 22-11 advantage over the Democrats, Senate Republicans would be able to override vetoes made by Democratic Gov. Tony Evers. Only a few weeks after the 2022 midterms, however, that supermajority was gone when longtime state Senator Alberta Darling (R-River Hills) retired midway through her four-year term, triggering a special election this spring to fill the vacant seat.

The 8th Senate District special election includes three Republicans and one Democrat as the candidates running to fill the vacant seat. After the GOP primary election on February 21, the stage will be set to see if Senate Republicans can hold on to this “lean GOP” state Senate district and reclaim their prized supermajority, or if Democrats can take back a seat they last held over 30 years ago.

Both Democrats and Republicans are highly motivated to win this election, and that motivation guarantees that a lot of money will be spent and sharp elbows will fly. Here are four political dynamics to watch as this special election gets underway.

CANDIDATES

Environmental law lawyer Jodi Habush Sinykin is the lone Democrat running in this special election. On the Republican side, the list of candidates includes Thiensville Village President Van Mobley, Wisconsin Rep. Janel Brandtjen of Menomonee Falls, and Wisconsin Rep. Dan Knodl of Germantown. A February 21 primary will narrow the Republican field to one candidate for the April 4 special election.

One political dynamic to watch in the Republican primary is whether Mobley or Brandtjen will seek or receive a public endorsement from former President Donald Trump, whose lack of appeal to certain suburban voters is tied to recent Republican losses in November. Mobley was the Wisconsin chairman of Trump’s 2016 campaign, and Brandtjen has close ties to the Trump-Gableman 2020 election fraud investigation issue. A Trump endorsement could help either Republican in a primary election, but it could prove to be problematic in the general election in this district.

SOLID SUBURBAN DISTRICT

Wisconsin Senate District 8 includes Grafton, Mequon and Whitefish Bay in the east and Richfield, Germantown and Menomonee Falls on the west side of the district. The district is a “lean GOP” seat held by Republicans since 1992 by former Sen. Darling. This suburban Milwaukee district has, however, been trending more Democratic over the last five years, and Democrats have recruited a potentially strong candidate in attorney Habush Sinykin. Republicans have the edge in this district given its right lean, but the seat is not out of reach for Democrats in a special election. A multi-race composite voting history has this seat at 53.7% Republican.

SUPREME COURT ELECTION

Both Democrats and Republicans believe the statewide election for Wisconsin Supreme Court this April will influence the outcome in the state Senate race. As noted, the 8th Senate District is a district that leans right, and the district was carried last November by U.S. Sen. Ron Johnson as well as Republican gubernatorial candidate Tim Michels. While Johnson carried this district with 54.2% of the vote, Michels received only 51.5%, and Republicans believe the wrong GOP candidate could put this seat in danger. This could be especially true in a lower-voter-turnout spring election that may be driven by issues such as abortion, which hurt statewide Republicans in the November 2022 midterm elections.

ABORTION ISSUE

In the 2022 midterm elections, the abortion issue was front and center in the race for Wisconsin governor. After the U.S. Supreme Court overturned *Roe v. Wade* and eliminated the constitutional right to an abortion, Democrats spent tens of millions on ads that highlighted the 1849 Wisconsin abortion ban as well as Michels’ support of that law. Pollsters and campaign insiders believe that Michels’ support for the 1849 law was a significant factor in his loss to Gov. Evers. The 8th Senate District is the kind of suburban district where abortion rights could play a big role in the outcome of the April 4 special election.

Watch for more information about this race in future issues of *Wisconsin Real Estate Magazine*.

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.

A great association is determined by its members. An impactful association is determined not only by those who join but, more importantly, by those who volunteer to lead the organization. In the pages that follow, we recognize those REALTOR® leaders who have stepped up to make our organization, their local communities and this state better!

Nowhere is this commitment more evident than by those members who have devoted their time, energy and talents to assume leadership positions in the WRA. We recognize the WRA officer team along with the WRA executive committee and board of directors who give their time and share their talent to set the vision and strategy for our organization.

This commitment is also exemplified by those members who recognize the effect that laws and regulations have on our profession and industry and thus support the WRA's advocacy efforts through financial investments in the REALTORS® Political Action Committee (RPAC). These funds support candidates for public office who support REALTOR® issues and property owner rights. When combined with members who communicate regularly with their elected officials in Washington, D.C., Madison and local communities across the state, these major contributors help create the regulatory environment within which our industry can thrive.

Great associations also work to improve the professionalism of their members in order to better serve their customers and clients. To this end, we recognize those members who have invested in themselves by earning professional designations and serve as a model for others to do the same.

To these members, and the many other award winners in this magazine, you have our most sincere admiration and heartfelt thanks. Your leadership and commitment makes our organization special and impactful — and worth emulating.

CONGRATULATIONS ONE AND ALL.

Mike Theo

WRA President & CEO



Meet the 2023 WRA executive committee and WRA President & CEO. Pictured clockwise from top left: Mary Jo Bowe, Chris DeVincentis, Brad Lois, Max Rea, Joe Horning, Amy Curler and Michael Theo.

EXECUTIVE COMMITTEE

Chairman

Joe Horning
Shorewest REALTORS®

Chair-elect

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Edina Realty Inc.

Treasurer

Chris DeVincentis
Legendary Real Estate Services

Immediate Past Chair

Brad Lois
Bear Realty of Burlington Inc.

Vice President

Amy Curler
First Weber Inc.

Vice President

Max Rea
RE/MAX Excel

President & CEO

Michael Theo
Wisconsin REALTORS® Association

BOARD OF DIRECTORS

Statewide Company Directors

Shawna Alt, First Weber Inc.
John Horning, Shorewest REALTORS®
Deborah Cappello, eXp Realty LLC

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Kathryn Voller Reinking, Edina Realty Inc. (region 1)
Rob Rybarczyk, Coldwell Banker Action Realty (region 2)
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David Stark, Stark Company REALTORS® (region 4)
Tom Sykora, Coldwell Banker Realty (region 5)

Regional Representative Directors

Stacey McKinney, McKinney Realty LLC (region 1)
Brian Slinkman, NextHome Partners (region 2)
Diane Campshure Walczyk, Resource One Realty LLC (region 3)
KC Maurer, RE/MAX 24/7 Real Estate LLC (region 3)
Steven Lillestrand, Coldwell Banker River Valley REALTORS® (region 4)
Laurie Logan, Keller Williams Realty (region 4)
Sarah Cole, Landmark Realty LLC (region 5)
Tom Keefe, Compass Wisconsin (region 5)

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Terry Hilgenberg, Coldwell Banker Real Estate Group

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 2022.

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 and the 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.



Jennifer Lindsley

Wisconsin REALTORS® Association, Madison

Jennifer Lindsley is the Director of Training for the WRA. She participates as an attorney on the WRA Legal Hotline and serves as a subject matter expert on both a state and national level developing licensing exams. Her responsibilities include drafting education materials, developing pre-licensing and continuing education (CE) resources, and teaching WRA pre-license and CE courses. Lindsley received her B.A. from Portland State University and her J.D. from the University of Wisconsin Law School. She is a member of the Preliminary Review Committee for the Office of Lawyer Regulation. In 2014 and 2020, Lindsley was named the "WRA Instructor of the Year."



Brad Lois

Bear Realty of Burlington Inc., Burlington

Brad Lois is the broker-owner/partner of Bear Realty of Burlington Inc. and has been a full-time REALTOR® since 2008. Since joining Bear Realty in 2008, Lois has successfully marketed and sold all types of properties for many clients. Lois is a member of the Lakes Area REALTORS® Association (LARA) where he currently serves on several committees and served as the president in 2014. He was named LARA's "REALTOR® of the Year" in 2014 and was also recognized as *REALTOR® Magazine's* "30 Under 30" in 2015. At the state and national level, Lois serves on several additional committees. He recently served as the WRA's 2022 chairman of the board and continues to sit on the WRA executive committee in 2023. He holds a degree in Business Administration from the University of Wisconsin-Parkside and resides in Burlington with his wife and daughter.



Wade Williams

Century 21 Affiliated, Janesville

Wade Williams is a REALTOR® and team leader for Century 21 Affiliated in Janesville. Williams entered real estate in the 1980s after he passed the real estate exam in June 1986 and joined Century 21 Affiliated in Janesville. Williams has served as the president of the Rock-Green REALTORS® Association and the Lakes Area REALTORS® Association as well as several other committees over the years. Most recently, he served on the board of directors for the WRA. He is sure that he has seen it all and done it all in real estate but probably has not. Williams also serves as one of the pastors at the Beloit Free Methodist Church.

WRA CHAIR CITATION AWARD

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



Mike Spranger

First Weber Inc., Wisconsin Rapids

Mike Spranger began his real estate career in 1981. He opened Mike Spranger Real Estate in 1991 and later merged with First Weber Group after 15 years. Spranger served as a partner with First Weber Group until 2015, and he also served on the First Weber Foundation Board for 12 years.

Spranger has been involved with association work for several decades, including serving as the president of the Central Wisconsin Board of REALTORS® and working on regional board and MLS mergers. Spranger sat on the WRA board of directors from 2002-06 and served as the chairman in 2007-08. In addition, he served on the WRA's executive, nominating, public policy and political strategy committees; he also served on the board for the Wisconsin Homeowners Alliance and was the 2014 chairman of the Wisconsin REALTORS® Foundation.

Spranger is involved in his local Elks Lodge chapter, serving as the exalted ruler in 1992 and 2017. He and his wife, Dawn, co-chaired their local United Way campaign and co-founded the Bike for Honor Flight fundraiser, which raised money to fund trips for over 300 veterans to visit veteran memorials in Washington, D.C.



Assembly Speaker Robin Vos

Assembly District 63

Wisconsin Assembly Speaker Robin Vos is recognized with this award for being a champion for REALTORS® and REALTOR® issues. Rep. Vos demonstrated his support of the WRA's issues during the past legislative session when, in his role as Speaker of the Assembly, Rep. Vos helped to reduce property taxes for the average homeowner by \$300, invest \$125 million in broadband expansion grants, protect the rights of all waterfront property owners to place a pier, eliminate a 40-year expiration date on all access easements, and pass a comprehensive package of eight workforce housing bills through the Wisconsin Assembly.

This substantial legislative effort, however, is not unique. Rep. Vos has supported the WRA, its members, customers and clients for his entire 18-year legislative career, earning a perfect voting record every year on key REALTOR® issues. For these reasons, the WRA has given Rep. Vos unqualified support for his reelection every election cycle, including the November 2022 elections. We look forward to continuing our close working relationship with Rep. Vos during the upcoming 2023-24 legislative session and for many years to come.

INSTRUCTOR OF THE YEAR

The WRA's Instructor of the Year is selected from the team of WRA instructors and is someone who consistently provides high-quality instruction in the classroom and receives outstanding evaluations for their teaching.



Bonnie Dixon

First Weber Inc., Portage

Milwaukee native Bonnie Dixon earned her Wisconsin real estate license in 1996. Prior to that, Dixon worked for the Wisconsin Department of Corrections where she mastered the skill of hostage negotiations. Dixon has been featured in *LORE Magazine* and *Certified Residential Specialist Magazine*. Her goal is to educate, energize and inspire those around her. As a fervent real estate professional, she uses her skills in negotiation, leadership and communication to help clients maximize their success.

Dixon has been a managing broker for many years as well as a coach and mentor to hundreds of REALTORS®. In 2012, Dixon served as the president of the REALTORS® Association of South Central Wisconsin and as a director for the National Association of REALTORS®. In 2014, she was recognized as the "REALTOR® of Distinction" by the REALTORS® Association of South Central Wisconsin. Today, Dixon is more passionate than ever about giving new REALTORS® their wings.

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.



Bill Malkasian

National Association of REALTORS®, Windsor

Industry veteran Bill Malkasian, CAE, has served in roles for the WRA and NAR for more than 40 years. Malkasian most recently served as Chief Advocacy Officer of the advocacy group at NAR. In this capacity, he directed a team of lobbyists, legislative analysts and regulatory policy analysts. As Chief Advocacy Officer, Malkasian ensured the REALTOR® voice is heard at all levels of government: in Congress, in state legislatures, and at the city and county levels. He also worked to engage REALTORS® in advocacy, from investments in RPAC to responding to calls for action to engaging in community development.

Malkasian also previously served as Vice President of Political Strategic Planning for NAR. In this role, he drove the REALTOR® Party initiative and helped to expand the REALTOR® influence beyond national politics to the state and local level.

Prior to joining NAR, Malkasian was President and CEO of the WRA for 35 years. Malkasian resides in Windsor with his wife, Michelle, and their beloved dog, Hazel. Bill's grown children, Joe and Megan, also reside in Wisconsin.

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).



Rose Bogosian

Gonnering Realty Inc., Kenosha

Rose Bogosian is the owner of Gonnering Realty based in Kenosha. Bogosian started her career with the firm in 1989 and has since earned the ABR, AHWD, CRS, e-PRO and SFR real estate

credentials. She has served in various leadership and volunteer capacities with her state and local REALTOR® associations during her career. She currently is the director of Metro MLS; and she is a current member of the WRA's forms, legal action and public policy committees. Additionally, Bogosian is a current member of the Southshore REALTORS® Association's (SRA) Professional Standards Committee. Bogosian has also previously served on the board of directors for the WRA, the former Racine Board of REALTORS® (RBR) and the Kenosha REALTORS® Association. She was instrumental in the merger between the RBR and the SRA and was also named the SRA's "Humanitarian of the Year" in 2018. Bogosian is also a member of the Women's Council of REALTORS®, the Residential Real Estate Council, the Greater Milwaukee Association of REALTORS®, the Kenosha Landlord Association, the Southern Wisconsin Landlords Association and the Kenosha Chamber of Commerce.



Amy Curler

First Weber Inc., West Bend

Amy Curler has been actively serving the real estate community that she loves for over 25 years. Curler is the manager of the First Weber office in West Bend, where she teaches, leads and motivates. She has served on multiple boards and committees at the local, state and national levels. Specifically, she has served on the professional standards & ethics and public policy committees for both the Greater Milwaukee Association of REALTORS® (GMAR) and the WRA. In addition, Curler has served for several years as the RPAC chair for the Kettle Moraine REALTORS® Association, GMAR and the WRA. Curler also is an RPAC trustee, has chaired the local RPAC auction for 18 years, and has attended the WRA's REALTOR® & Government Day for over 20 years. In addition to her commitment to advocacy, Curler also sat on the board of directors for the WRA from 2015-20, and she also served as the chairwoman for GMAR in 2018-19. Curler currently serves on the WRA executive committee in 2023.



Jackie Kumm

Edina Realty Inc., New Richmond

Jackie Kumm has worked in real estate full time for Edina Realty since 1990. She was a three-term president of the Western Wisconsin REALTORS® Association and holds a master's degree in real estate from the University of St. Thomas. Kumm is active with her local MLS as well as the WRA and NAR, and

Kumm maintains a strong commitment to her community as a core volunteer of Ruby's Pantry, a legacy leader of the Springbrook 4H club and a director of the St. Croix County Fair board and the Wisconsin Association of Fairs. Kumm works endless hours for her clients, community, broker and for her family. Despite the loss of her husband in 2021, Kumm has maintained a thriving business and remains a positive, forward-thinking businesswoman and community leader.



Dan Lawler

Feather Real Estate Group, Rice Lake

Dan Lawler has been a REALTOR® for more than 26 years, earning the ABR, GRI and CRS designations, and has been involved in many committees, such as RPAC, and recently served as the Wisconsin RPAC chair for three years. Lawler served for his local REALTORS® Association of Northwestern Wisconsin (RANWW) for many years, including as its president in 2018. Lawler has also sat on RANWW's board of directors as well as the WRA's executive committee. Lawler believes it's important to be involved in the REALTORS® association and give back to an industry that has given him so much. He encourages other REALTORS® to step up and get involved because you don't know what you're missing until you do!

WCR MEMBER OF THE YEAR

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.



Sara Whitley

Johnson Financial Group, Madison

Sara Whitley is a senior community mortgage loan officer at Johnson Financial Group and has been in lending for almost 20 years. For her first nine years, she worked in operations, handling loan processing and closings; in 2011, she found her niche in affordable housing. Whitley has served on the board for the WCR, both locally and for the state, for the past eight years and is active in several other industry organizations. She is currently serving as the president of the REALTORS® Association of South Central Wisconsin (RASCW) Housing Foundation as

well as her condo association. She sits on the RASCW Affordable Housing & Equal Opportunities Committee and is involved in the Wisconsin Mortgage Bankers Association (WMBA). Whitley received the WMBA's "Rising Star" award in 2016, the "Best Mortgage Loan Originator for a Large Bank" award in 2018, and its award for community involvement in 2022. The Madison chapter of the WMBA presented its distinguished service award to Whitley in 2019.

CRS MEMBER OF THE YEAR

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.



Leah Thorp

Coldwell Banker Elite, Oconomowoc

Leah Thorp, CRS, GRI, ABR, SRS, PSA, RENE, RSPS, SFR, earned both her salesperson and broker's licenses in 2012. As a solo agent with Coldwell Banker Elite, Thorp serves 30-40 clients a year and is consistently one of the top producers in her office. Thorp's background includes prior business ownership of a Merry Maids franchise and 25 years in property management. Thorp believes that education is the key to success in this business, and from the start of her career, she sought out to learn more about what makes an agent successful. In addition, lifting the integrity and quality of the industry as a whole is also important to Thorp. As the current education leader of the Wisconsin CRS chapter leadership team, Thorp established a quarterly book club to help agents connect and improve their skills. She is currently serving as the 2023 president of the Wisconsin CRS chapter and would love to have you join her in supporting Wisconsin agents in their businesses.

2022 DESIGNATIONS AND CERTIFICATIONS

Congrats to these REALTORS® who earned new credentials in 2022.

ABR DESIGNATIONS

Accredited Buyer's Representative

Paul Addison, Stark Company REALTORS®

Heather Breen, Coldwell Banker Realty

Dawn Buss, Keller Williams Realty

Nichole Byng, Century 21 Affiliated

Alicia Dal Ponte, RE/MAX Property Pros

Gregory Damask, First Weber Inc.

Michelle DeBruin, RE/MAX 24/7 Real Estate LLC

Deborah DeFere, Keller Williams Realty

Tenzin Dholung, First Weber Inc.

Danielle Dieringer, Realty Executives Integrity

Bret Doll, NextHome Prime Real Estate

Louis Elson, T.R. McKenzie Inc.

Michelle Fenske, First Weber Inc.

Lauren French, Coldwell Banker Realty

Shawna Friend, Think Hallmark Real Estate

Tanya Galkowski, Zimms and Associates Realty LLC

Megan Geissler, KPR Brokers LLC

Wendy Globig, Shorewest REALTORS®

Dee Renee Harper, Coldwell Banker Realty

Jeff Harry, Leeds Real Estate

Dawn Hayes, Weichert REALTORS® — Place Perfect

Cheryl Hjerstedt, Mode Realty Network

Brian Hoefer, First Weber Inc.

Christopher Inda, NextHome Partners

Maria Jacobs, True North Real Estate LLC

Lauren Janoski, Coldwell Banker Realty

Cherie Janssen, Legendary Real Estate Services

Rebecca Jenneman, RE/MAX Affiliates

Brenda Johnson, Edina Realty Inc.

Tony Johnson, Edina Realty Inc.

Lisa Kortens, Coldwell Banker Real Estate Group

Cara Koshak, First Weber Inc.

Shawna Kratochwill, First Weber Inc.

Heather LaBonte, First Weber Inc.

Ingrid Landry, Coldwell Banker Real Estate Group

Bryan Larson, First Weber REALTORS®

Ruth Leitzke, Homestead Realty Inc.

Erin Leline, Shorewest Door County

Demetra Lock, Shorewest REALTORS®

Amber Lor, RE/MAX Results

Amy Matthews, Century 21 Affiliated

James Menger, Keller Williams Prestige Realty

Jessica Meyers, Gonnering Realty Inc.

Teri Minard, Coldwell Banker Realty

Lisa Murillo, AmaxImmo Real Estate

Katie Nichols, Realty Executives Integrity

Carrie Nikolai, Coldwell Banker Siewert REALTORS®

Michelle Paltzer, Coldwell Banker Real Estate Group

Nikita Patel, Shorewest REALTORS®

Janessa Penneau, Shorewest REALTORS®

Christopher Ponsonby, Compass Wisconsin

Allison Quartuccio, Denali Realty Group LLC

Ryan Robinson, eXp Realty LLC

Mallory Schoenoff, RE/MAX Grand

Christopher Schultz, Homestead Realty Inc.

Maggie Schultz, Relish Realty

Tina Seewald, Resource One Realty LLC

Stacy Smiter, Coldwell Banker Realty

Amy Sprengel, Realty Executives Southeast

Kimberly Streeter, RE/MAX Preferred

Tamara Towns-Pozorski, Benefit Realty

Riley Trimmer, RE/MAX Grand

Christy Wasieleski, First Weber Inc.

Julie Winter-Paez, RE/MAX Property Pros

Alexander Wisnepske, Compass Real Estate Wisconsin LLC
 Kristine Worth, Realty Executives Integrity

AHWD CERTIFICATIONS

At Home With Diversity

Tina Allbaugh, NextHome Prime Real Estate
 Julie Balch, Shorewest REALTORS®
 Riley Barnhardt, REALTORS® Association of Northwestern Wisconsin
 Lisa Bear, RE/MAX Realty Center
 Mary Jo Bowe, Edina Realty Inc.
 Mackenzie Brogan, Keller Williams Realty
 Nichole Byng, Century 21 Affiliated
 Alicia Chovan, Shorewest REALTORS®
 Robert Clark, Lynskey & Clark Companies
 Laurie Cummings, Coldwell Banker Mulleady
 Shawn Darling, Keller Williams Realty Diversified
 Sherry Davis, eXp Realty LLC
 Ricardo Diaz Figueroa, NextHome My Way
 Sara Dickfoss, Legendary Real Estate Services
 Bret Doll, NextHome Prime Real Estate
 Lora Dornblaser, Realty Executives Southeast
 Nicole Dorwin, Coldwell Banker Brenizer REALTORS®
 Ashley Erickson, NextHome Prime Real Estate
 David Farmbrough, Coldwell Banker Siewert REALTORS®
 Amy Fox, NextHome Success
 Carolyn Fox, NextHome Success
 Lauren French, Coldwell Banker Realty
 Shawna Friend, Think Hallmark Real Estate
 Kristine Glockler, Coldwell Banker Realty
 Jodi Gore, NextHome Leading Edge
 Michelle Heintz, eXp Realty LLC
 Jason Hennen, Moving Forward Realty
 Brian Hoefer, First Weber Inc.
 Christopher Inda, NextHome Partners
 Jason Iverson, Coldwell Banker Real Estate Group
 Carlee Jakubek, NextHome Priority Real Estate
 Julie Janowak, First Weber Inc.
 Charles Jennings, NextHome Hub City
 Stephanie Jones, Shorewest REALTORS®
 Andrea Joo, Century 21 Affiliated
 Cara Koshak, First Weber Inc.
 Scott Krug, NextHome Partners

Charlene Lassig, Bear Realty Inc.
 Erin Leline, Shorewest Door County
 Rena Lukowski, Weichert REALTORS® — Place Perfect
 Anna Magaard, RE/MAX Select Inc.
 Logan Malueg, RE/MAX 24/7 Real Estate LLC
 Amy Matthews, Century 21 Affiliated
 Carey Maurer-Martin, RE/MAX 24/7 Real Estate LLC
 Cheryl Mortvedt, First Weber Inc.
 Jose Carlos Nanez Perez, Homestead Realty Inc.
 Joseph O'Shasky, NextHome Priority Real Estate
 Ryan Platta, Think Hallmark Real Estate
 Travis Ploman, NextHome Leading Edge
 Connie Reiter-Miller, RE/MAX American Dream The Real Estate Professionals LLC
 Mini Samuel, NextHome Refined
 Francisco Sanchez Mora, NextHome My Way
 Robert Sivek, NextHome Success
 Erik Sjowall, Bunbury & Associates REALTORS®
 Hayli Slater, Modern Classic Realty
 Kathy Snyder, Century 21 Woods to Water Realty
 Antoinette Spencer, Coldwell Banker Realty
 Kim Tillou, NextHome Priority Real Estate
 Jose Torres Feliciano, NextHome My Way
 Allisia Turner, NextHome Success
 Andrew Van Pietersom, NextHome Leading Edge
 Patricia Vinz, RE/MAX Service First LLC
 Christy Wasieleski, First Weber Inc.
 Aaron Weiler, EXIT Greater Realty
 Joleta Wesbrock, Coldwell Banker Action Realty
 James Williams, RE/MAX On the Water
 Antonella Zambito, Compass Wisconsin

CCIM DESIGNATIONS

Certified Commercial Investment Member

Joseph Eldredge, Colliers International
 Benjamin Filkouski, Commercial Real Estate LLC
 Jeffrey Smyth, Smyth Realty Company LLC
 Jonathan Thompson, SARA Investment Real Estate LLC
 Chris Winter, Rollie Winter & Associates Ltd.

CRS DESIGNATIONS

Certified Residential Specialist

Nichole Byng, Century 21 Affiliated

Briana McGhee, Shorewest REALTORS®
Lori Meyerhofer-Fisher, Beiser Realty LLC
Carrie Nikolai, Coldwell Banker Siewert REALTORS®
Amy Paikowski, Century 21 Northwoods Team
Colleen Resendiz, Benefit Realty
Jessica Schmoll, Coldwell Banker Real Estate Group
Sheryl Schroeder, Coldwell Banker Real Estate Group
Maura Strickler, Shorewest REALTORS®

GREEN DESIGNATIONS

GREEN

Kayleigh Maven, CS Real Estate

GRI DESIGNATIONS

Graduate, REALTOR® Institute

Paul Addison, Stark Company REALTORS®
Lisa Bear, RE/MAX Realty Center
Tatyana Bratishko, Shorewest REALTORS®
Nichole Byng, Century 21 Affiliated
Stephanie Casper, Century 21 Affiliated
Pam Conlin, eXp Realty LLC
Gregory Damask, First Weber Inc.
Deborah DeFere, Keller Williams Realty
Christine Deich, Adashun Jones Real Estate
Nicole Dorwin, Coldwell Banker Brenizer REALTORS®
Debra Gerrits, First Weber Inc.
Leah Gieseler-Hantke, Shorewest Door County
Rick Gruebele, Visions First Realty LLC
Brian Hoefer, First Weber Inc.
Maria Jacobs, True North Real Estate LLC
Nancy Jennings, Adashun Jones Real Estate
Andrea Joo, Century 21 Affiliated
Gina Kohlmann, Keller Williams Prestige Realty
Ruth Leitzke, Homestead Realty Inc.
Erin Leline, Shorewest Door County
Rena Lukowski, Weichert REALTORS® — Place Perfect
David Magnuson, Roots Real Estate LLC
Barbara Moran, First Weber Inc.
Cheryl Mortvedt, First Weber Inc.
Gina Newell, eXp Realty LLC
Jennifer Nicoson, Shorewest REALTORS®
Carrie Nikolai, Coldwell Banker Siewert REALTORS®
Geoffrey Rickaby, First Weber Inc.

Royce Roberts, Coldwell Banker Brenizer REALTORS®
Sheryl Schroeder, Coldwell Banker Real Estate Group
Denise Settle, Keller Williams Realty
Monique Simmons, EXIT Realty Horizons
Kathy Snyder, Century 21 Woods to Water Realty
Patricia Vinz, RE/MAX Service First LLC
Marc Weisz, Benchmark Real Estate LLC

MRP CERTIFICATIONS

Military Relocation Professional

William Blanck, Keller Williams
Tiffany Buege, Keller Williams Prestige Realty
Kristin Burkart, Red Arrow Real Estate LLC
Sara Conway, Gerrard-Hoeschler
Wyatt Cooper, Fort Real Estate Company LLC
Dominic Densow, Shorewest REALTORS®
Michael Didier, RE/MAX United LLC
Danielle Dieringer, Realty Executives Integrity
Tarin Gordon, Keller Williams Realty
Nicole Hebert, Keller Williams
Kent Henschen, Edina Realty Inc.
Ryan Hildebrand, First Weber Inc.
Angelica Hostos Garro, Hanson & Co. Real Estate
Terese Jacobi, First Weber Inc.
Jason Keeling, Shorewest REALTORS®
Kelly Killian, Pleasant View Realty
Heidi Krusensterna, Century 21 Northwoods Team
Lamar Lampkins, EXIT Realty Horizons
Casey Levrach, Property Shoppe Realty LLC
Amber Lor, RE/MAX Results
Cortney Marshall, Berkshire Hathaway HomeServices Epic Real Estate
Andrew Matias, Cherry Home Realty LLC
Sonya Mays, Midwest Executive Realty
James Menger, Keller Williams Prestige Realty
Jessica Meyers, Gonnering Realty Inc.
Matt Mitchell, Keller Williams Prestige Realty
Chris Muellenbach, Compass Real Estate Wisconsin
Derek Nelson, Realty Executives Integrity
Cameron Olson, RE/MAX Service First LLC
Rosario Paul, Realty Executives Integrity
Lisa Pienkos, Shorewest REALTORS®
Christopher Piette, Realty One Group Haven
Jaimee Radloff, Roots Real Estate LLC

Jennifer Reiger, Coldwell Banker Realty
 Joseph Schulteis, Allied Realty Group LLC
 Diana Serrano, Realty Executives Integrity
 Tayler Spannknobel, Real Broker LLC
 Joshua Stasson, Boss Realty LLC
 Kim Tillou, NextHome Priority Real Estate
 Randall Voda, Century 21 Aspire Group
 Edward Wang, Coldwell Banker Realty
 Maryann Warden, BuynSellwithMaryann
 Terese Wutke, Coldwell Banker Realty

PSA CERTIFICATIONS

Pricing Strategy Advisor

Ali Alabbasi, HomeWire Realty
 Nathan Angles, Keller Williams Realty
 Angela Bingen, B&B Real Estate Services LLC
 Peter Boettcher, Century 21 Affiliated
 Mara Bowman, Coldwell Banker Realty
 Julie Clarke, Realty Executives Integrity
 Gregory Damask, First Weber Inc.
 McKayla DeBauche, Match Realty Group LLC
 Christine Deich, Adashun Jones Real Estate
 Nicole Dorwin, Coldwell Banker Brenizer REALTORS®
 Shawna Friend, Think Hallmark Real Estate
 Megan Geissler, KPR Brokers LLC
 Jade Goodhue, Legendary Real Estate Services
 Renee Gresenz, eXp Realty LLC
 Karen Hansen, Coldwell Banker Real Estate Group
 Jeff Harry, Leeds Real Estate
 Maria Jacobs, True North Real Estate LLC
 Stephanie Jones, Shorewest REALTORS®
 Anne Jungwirth, Realty Executives Southeast
 Jessica Kalwitz, Coldwell Banker Real Estate Group
 Noah Kaufman, Shorewest REALTORS®
 Jason Keeling, Shorewest REALTORS®
 Heather LaBonte, First Weber Inc.
 David Marek, Realty Executives Elite
 Kyle McDonald, Bigwoods Realty Inc.
 Holli McMahon, Berkshire Hathaway HomeServices
 Bay Area Realty
 Cameron Olson, RE/MAX Service First LLC
 Erik Olson, RE/MAX Realty Pros
 Becky Ortiz, McClain Realty
 Christopher Ponsonby, Compass Wisconsin

Allison Quartuccio, Denali Realty Group LLC
 Lori Richter, Coldwell Banker Brenizer REALTORS®
 Ryan Robinson, eXp Realty LLC
 Sandi Rode, RE/MAX Lakeside
 Maggie Rottino, First Weber Inc.
 Adrienne Schulteis, Homestead Advisors
 Barbara Simonis, Coldwell Banker River Valley REALTORS®
 Joshua Stasson, Boss Realty LLC
 Karen Taylor, Homestead Realty Inc.
 Patricia Vinz, RE/MAX Service First LLC
 Melissa Wiegele, Coldwell Banker Realty
 Justin Zipperer, Action Realty

RCE DESIGNATIONS

The REALTOR® Certified Executive (RCE) is the only professional designation designed specifically for REALTOR® association executives and is awarded to individuals who have successfully completed a rigorous certification process that demonstrates experience, professional development and knowledge of topics essential to REALTOR® association management.

Congratulations to Erin Hickey, association executive of the Lakeshore REALTORS® Association, for earning the RCE designation in 2022.

RENE CERTIFICATIONS

Real Estate Negotiation Expert

Brock Baumann, Century 21 Dairyland Realty North
 Mellisa Bialcik, Resource One Realty LLC
 Dorann Bradford, Coldwell Banker Real Estate Group
 Jeanne Brown, Baird & Warner
 Bobbi Burlo, Midwest Homes
 Daniel Carran, Pleasant View Realty
 Brittony Cartwright, Resource One Realty LLC
 Anita Darvai, Coldwell Banker The Realty Group
 Lisa Dennis, Legacy First LLC
 Melissa Dooley, Realty Executives Integrity
 Noelle Fox, FlatFeeHomes.com
 Megan Geissler, KPR Brokers LLC
 Jade Goodhue, Legendary Real Estate Services
 Molly Gutowski, Resource One Realty LLC
 Jeff Harry, Leeds Real Estate
 Caroline Johnson, Realty Executives Integrity

Andrea Joo, Century 21 Affiliated
Adam Kersten, Kersten Realty Residential Inc.
Brittney Kleifgen, KOS Realty Group
Nancy Kocken, Resource One Realty LLC
Cara Larson, First Weber REALTORS®
Steven Lawrence, Baird & Warner
Ruth Leitzke, Homestead Realty Inc.
Jaime Lunn, Resource One Realty LLC
Linnea Marsh, Compass Real Estate Wisconsin LLC
Kyle McDonald, Bigwoods Realty Inc.
Lisa Murillo, AmaxImmo Real Estate
Amy Paikowski, Century 21 Northwoods Team
Carlie Rau, Century 21 Dairyland Realty North
Royce Roberts, Coldwell Banker Brenizer REALTORS®
Jamie Ross, @Properties
Sheryl Schroeder, Coldwell Banker Real Estate Group
Christopher Schultz, Homestead Realty Inc.
Travis Seiltz, Hietpas Realty
Mallory Sierk, RE/MAX Excel
Veronica Utschig, Realty One Group Haven
Alexander Wisnefske, Compass Real Estate Wisconsin LLC
CindiSue Zittlow, Century 21 Dairyland Realty North

RSPS CERTIFICATIONS

Resort & Second-home Property Specialist

Mary Jo Bowe, Edina Realty Inc.
Nichole Byng, Century 21 Affiliated
Kerri Campbell, Home Connection Realty
Alicia Dal Ponte, RE/MAX Property Pros
Gregory Damask, First Weber Inc.
Christine Deich, Adashun Jones Real Estate
Dawn DeMarco, D'Aprile Properties LLC
Nicole Dorwin, Coldwell Banker Brenizer REALTORS®
Ashley Dumas, Shorewest REALTORS®
Lisa Engel, RE/MAX Preferred
Shawna Friend, Think Hallmark Real Estate
Jade Goodhue, Legendary Real Estate Services
Rick Gruebele, Visions First Realty LLC
Greg Harvey, Redman Realty Group LLC
Kurt Heggland, Howard and Williams Inc.
Julia Hillman, @Properties
Lauren Janoski, Coldwell Banker Realty
Brenda Johnson, Edina Realty Inc.

Tony Johnson, Edina Realty Inc.
Andrea Joo, Century 21 Affiliated
Angela Kallay, Benefit Realty
Lynne Landgraf, FairWyn Realty
Ruth Leitzke, Homestead Realty Inc.
Gayle Matt, EXIT Realty Results
Michael Matt, EXIT Realty Results
Katherine Matzek, Keller Williams Premier Realty
Holli McMahon, Berkshire Hathaway HomeServices Bay Area Realty
Maureen Moran, @Properties
Cala Neu, Northwoods Realty
Timothy Norland, Century 21 Affiliated
Samuel Pagels, Redman Realty Group LLC
Stephanie Parent, @Properties
David Peterson, RE/MAX Affiliates
Christopher Ponsonby, Compass Wisconsin
Shelia Reese, Redfin Corporation
Royce Roberts, Coldwell Banker Brenizer REALTORS®
Markus Savaglio, eXp Realty LLC
Christopher Schultz, Homestead Realty Inc.
Tim Schwanke, Redman Realty Group LLC
Jacob Sheets, eXp Realty LLC
Barbara Simonis, Coldwell Banker River Valley REALTORS®
Kim Stocklein, Fast Action Realty
Susan Sutton, Keller Williams Realty
Norman Terapak, Terapak Realty & Management
Vikki Triggs, Big Block Midwest
Caitlin Vande Hey, Brunker Realty Group LLC
Patricia Vinz, RE/MAX Service First LLC
Ryan Voss, Coldwell Banker Realty
Edward Wang, Coldwell Banker Realty
Laura Wells, First Weber Inc.
Patricia Wojtach, Coldwell Banker Realty

SFR CERTIFICATIONS

Short Sales and Foreclosure Resource

Yetta Armstrong, A Jones Realty LLC
Ronda Bakos, Coldwell Banker Realty
Erika Blend, Coldwell Banker Realty
Mara Bowman, Coldwell Banker Realty
Matthew Cibrario, Sensibl Realty Co.
Moir Conley, Coldwell Banker Realty
Jade Goodhue, Legendary Real Estate Services

Dee Renee Harper, Coldwell Banker Realty
 Bradley Hetland, Keller Williams Premier Realty
 Tamara Jones, Homestead Realty Inc.
 Tyler Kristopeit, Coldwell Banker Realty
 Demetra Lock, Shorewest REALTORS®
 Debra McKernan, First Weber Inc.
 Rajeeyah McWhorter, Coldwell Banker Realty
 Jessica Meyers, Gonnering Realty Inc.
 Sally North, eXp Realty LLC
 Denise Settle, Keller Williams Realty
 Glenn Shong, Lannon Stone Realty LLC
 Antoinette Spencer, Coldwell Banker Realty
 Joshua Stasson, Boss Realty LLC
 Nicole Strobel, Coldwell Banker Realty
 Patricia Wojtach, Coldwell Banker Realty

SRES DESIGNATIONS

Seniors Real Estate Specialist

Judith Dollhopf, Realty Executives Southeast
 Stacy Elaine, Mode Realty Network
 James Gladwell, Coldwell Banker Brenizer REALTORS®
 Dee Renee Harper, Coldwell Banker Realty
 Melodie Hawkins, EXIT Professional Real Estate
 Jason Hennen, Moving Forward Realty
 Daina Jacobson, Berkshire Hathaway HomeServices
 Jessica Kalwitz, Coldwell Banker Real Estate Group
 James Killerlain, Howard and Williams Inc.
 Robert Krieghoff, First Weber Inc.
 Leslie Langan-Gluck, North Shore Homes
 Nancy Lawrence, Shorewest REALTORS®
 Kelsie Lyons, Keller Williams
 Misty May, Coldwell Banker Realty
 Holli McMahon, Berkshire Hathaway HomeServices Bay Area Realty
 Kevin Nash, Shorewest REALTORS®
 Tracy Nienow, Realty Executives Elite
 Dianna Peccarelli, Keller Williams Realty
 Kristy Robbins, Keller Williams Realty
 Brenda Schumacher, RE/MAX Excel
 Denise Settle, Keller Williams Realty
 Stacy Smiter, Coldwell Banker Realty
 Kathy Snyder, Century 21 Woods to Water Realty
 Sheri St. Marie, eXp Realty LLC
 Karen Tetzlaff, Realty Executives Cooper Spransy

Jeffrey Thompson, eXp Realty LLC
 Dawn Toraason, Berkshire Hathaway HomeServices North Properties
 Kimberly Treider, Homestead Realty Inc.
 Christine Veranth, RE/MAX Newport Elite

SRS DESIGNATIONS

Seller Representative Specialist

Shelly Brantal, EXIT Realty Springside
 Brittony Cartwright, Resource One Realty LLC
 Bret Doll, NextHome Prime Real Estate
 Lauren French, Coldwell Banker Realty
 Megan Geissler, KPR Brokers LLC
 Leah Gieseler-Hantke, Shorewest Door County
 Melodie Hawkins, EXIT Professional Real Estate
 Bradley Hetland, Keller Williams Premier Realty
 Maria Jacobs, True North Real Estate LLC
 Lauren Janoski, Coldwell Banker Realty
 Rebecca Jenneman, RE/MAX Affiliates
 Jessica Kalwitz, Coldwell Banker Real Estate Group
 Nancy Kocken, Resource One Realty LLC
 Mary Kruschek, EXIT Realty
 Heather LaBonte, First Weber Inc.
 Kristie Lasher, RE/MAX Affiliates
 Ruth Leitzke, Homestead Realty Inc.
 Erin Leline, Shorewest Door County
 David Magnuson, Roots Real Estate LLC
 Kyle McDonald, Bigwoods Realty Inc.
 Lisa Murillo, AmaxImmo Real Estate
 Jose Carlos Nanez Perez, Homestead Realty Inc.
 Brittney Nelson, Elite Properties Inc.
 Jennifer Nicoson, Shorewest REALTORS®
 Ryan Platta, Think Hallmark Real Estate
 Geoffrey Rickaby, First Weber Inc.
 Royce Roberts, Coldwell Banker Brenizer REALTORS®
 Christina Siamof, Berkshire Hathaway HomeServices
 Monique Simmons, EXIT Realty Horizons
 Shawn Wagner, Kings Way Homes & Realty
 Bethany Warntjes, Adashun Jones Inc.
 Isaac Wissestad, VIP Realty
 Kristine Worth, Realty Executives Integrity
 Arian Zafari, First Weber Inc.

2022 PARTNERSHIP FOR SUCCESS RECIPIENTS

The WRA Partnership for Success Program promotes diversity within the REALTOR® membership based on race, color and national origin, to enhance the probability of long-term success in the real estate profession. Congratulations to these 2022 recipients.

David Cubias

Sponsoring broker: Thomas McCormick
EXIT Realty Horizons, Wauwatosa

Mercedes Lewis

Sponsoring broker: Dan Lee/Stacy Ozanne
First Weber Inc., Madison

Olivia Toliver

Sponsoring broker: Deb Cappello
eXp Realty LLC, Middleton

Samuel Amaral de SantAna

Sponsoring broker: Michael Borowski
Homestead Realty Inc., Wauwatosa

Asrarullah (Kash) Qurishi

Sponsoring broker: Mary Pangman Schmitt
1st Advantage Real Estate, Waterford

Shante Carter

Sponsoring broker: Dan Lee/Stacy Ozanne
First Weber Inc., Madison

Steven Arista

Sponsoring broker: Nicole Borowski
Homestead Realty Inc., Wauwatosa

Tamara Jones

Sponsoring broker: Nicole Borowski
Homestead Realty Inc., Wauwatosa

Dimitrious Foster

Sponsoring broker: Dan Lee/Matthew Slaaen
First Weber Inc., Brookfield

Shajahan (Sha) Shaik

Sponsoring broker: Mary Pangman Schmitt
1st Advantage Real Estate, Waterford

Raejion Rembert

Sponsoring broker: Nicole Borowski
Homestead Realty Inc., Wauwatosa

Daija Thompson

Sponsoring broker: Deb Cappello
eXp Realty LLC, Middleton

RPAC HALL OF FAME

The RPAC Hall of Fame recognizes members who have made a 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, Keefe Real Estate, Lake Geneva
 Andrew Beiser, Beiser Realty, Winneconne
 Jeff Benson, RE/MAX Realty 100, Milwaukee
Krag Blomberg, RE/MAX Affiliates, Eau Claire*
 Rose Bogosian, Gonnering Realty, Kenosha
 Mark Bourque, Berkshire Hathaway HomeServices Epic Real Estate, Kenosha
 Michael Brenizer, Coldwell Banker Brenizer REALTORS®, Eau Claire
 Paul Brown, First Weber Inc., Madison
 Tom Bunbury, Bunbury & Associates REALTORS®, Madison
 Paul Canfield, Keller Williams Realty Diversified, Eau Claire
 Barry Chavin, Newmark, Milwaukee
 Dawn Christensen, Century 21 Ace Realty, Appleton
 Rich Chronquist, Marshfield
 Julie Clarke, Realty Executives Integrity, Milwaukee
 Casey Clickner, Shorewest REALTORS®, Wauwatosa
 Michael Culat, Compass Wisconsin, Lake Geneva
John Czarnecki, Commercial United LLC, Brookfield*
 Ted Dentice, Shorewest REALTORS®, Delavan
 Peter Didier, RE/MAX United, Port Washington
 Mike Didier, RE/MAX United, Port Washington
 Gib Docken, Madison
 Kevin Donnell, First Weber Inc., Brookfield
 Jack Drzewiecki, Acre Realty Ltd., Appleton
 Mary Duff, Stark Company REALTORS®, Madison
 Connie Erickson, Shorewest REALTORS®, Green Bay
 Robert Erickson, Door County Realty Inc., Fish Creek
 Katherine Falk, Keller Williams Realty, Whitefish Bay
 Michael Fardy, Colliers International, Milwaukee
 Robert Flood, Founders 3 Real Estate Services, Milwaukee
 Hiam Garner, First Weber Inc., Madison
Joe Germain, Woods & Water Realty Inc., Chippewa Falls*

Lacinda Gerke-Edwards, Cindy Gerke & Associates, Onalaska
 Mary Gilbank, Shorewest REALTORS®, Janesville
 Larry Gleasman, Madison
Gary Grolle, Keating Real Estate, Genoa City*
 Judy Gull, Winona
 Patricia Hasenbank, Century 21 Gold Key Realty Inc., Marshfield
 Neil Hilgenberg, Shawano
Jay Hoeschler, Gerrard-Hoeschler, Onalaska*
 Jeff Hoffman, The Boerke Company Inc., Milwaukee
 Donald Hovde, Madison
 Glenn Hovde, Hovde & Hovde Inc. REALTORS®, Madison
 James Imhoff, Universal Home Protection, Madison
Tracy Johnson, Commercial Association of REALTORS® Wisconsin, Milwaukee*
 Pat Kaster, River City REALTORS®, Green Bay
Michael Keefe, Lake Geneva*
 Kevin King, Madison
 Jeff Kitchen, Beaver Dam
Michael Kleber, Zilber Property Group, Milwaukee*
 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
Benjamin Lyons, RE/MAX Lyons Real Estate, Waupaca*
 Brad Lois, Bear Realty of Burlington Inc., Burlington
 Art Luetke, Luetke Investment Real Estate, Madison
 Jerry Lyons, Waupaca
 Tammy Maddente, First Weber Inc., Brookfield
 Bill Malkasian, Windsor

Kevin McKillip, Bear Realty of Burlington Inc., Lake Geneva
 Becky Merwin, Berkshire Hathaway HomeServices, Walworth
 Matt Miller, Madison
 Lana Mohs, EXIT Greater Realty, Wausau
 Mike Mooney, MLG Capital, Brookfield
 James Mulleady, Coldwell Banker Mulleady, Minocqua
 David Neuville, Evansville
 Amy Newcomer, ATI Home Inspector Training, Waukesha
 Scott Newcomer, House to Home Inspections, Waukesha
 Tom Nielsen, Coldwell Banker Realty, Hudson
 Dale Nordeen, Madison
 Chris Northwood, Northwood Real Estate, Stevens Point
 Anthony Nudo, Nudo Realty, Kenosha
 Mardi O'Brien-Parker, Mardi O'Brien Real Estate Inc., Monona

Peter Ogden, Ogden & Company, Milwaukee
 Karen Pavlicek, Eagle Deer Lane Company, Siren
 Fred Prassas, Property Management Concepts, La Crosse
 Robert Procter, Axley Brynson Law Firm, Monona
 Ned Purtell, Founders 3 Real Estate Services, Milwaukee
 Max Rea, RE/MAX Excel, Wausau
 Adam Redman, Redman Realty Group, Minocqua
 Scott Revolinski, Founders 3 Real Estate Services, Milwaukee

Michael Richgels, RE/MAX Results, Onalaska*

Thomas Richie, Real Estate Solutions, Rice Lake*

Amy Roehl, Tim O'Brien Homes, Verona
 Tim Roehl, Coldwell Banker Success, Verona
 Jeff Rosenberg, Midland Realty, Madison
 Roger Rushman, First Weber Inc., Oconomowoc
 Mike Ruzicka, Greater Milwaukee Association of REALTORS®, Milwaukee

Rob Rybarczyk, Coldwell Banker Action Realty, Schofield*

James Schiferl, RJ Stockwell Inc., Dorchester
 Denise Schultz, Lakes Area REALTORS® Association, Lake Geneva
 Jacci See, First Weber Inc., Middleton
 Michael Sewell, Coldwell Banker Real Estate Group, Green Bay
 Peter Shuttleworth, Naples

Brian Slinkman, NextHome Partners, Wisconsin Rapids*

Erik Sjowall, Bunbury & Associates REALTORS®, Madison
 Mike Spranger, First Weber Inc., Wisconsin Rapids
 Doug Stanich, Stanich Realty, Kenosha
 Phil Stark, Stark Company REALTORS®, Madison
 Roger Stauter, Stark Company REALTORS®, Madison

Brian Stephan, RE/MAX Results, Onalaska*

Peter Sveum, Coldwell Banker Real Estate Group, Stoughton
 Scott Swick, Pewaukee
 Tom Sykora, Coldwell Banker Realty, West Bend
 Jim Villa, NAIOP Wisconsin, West Allis
 Brittany Voigt, Century 21 Ace Realty, Neenah
 Stewart Wangard, Wangard Partners Inc., Milwaukee
 Robert Weber, First Weber Inc., Madison
 Bob Webster, Jr., Keefe Real Estate, Lake Geneva
 Liz Weirich, First Weber Inc., Madison
 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, Appleton

Sue Decker, Brock & Decker Real Estate, Marshfield*

John Flor, Keller Williams Realty Diversified, Chetek
 Norm Flynn, Norman Flynn Associates Inc., Monona
 Corky Hellyer, Coldwell Banker Real Estate Group, Egg Harbor
Sharon Helwig, RE/MAX American Dream — The Real Estate Professionals, Marshfield*

Phil Hilgenberg, Hilgenberg Realty, Green Bay
 Terry Hilgenberg, Coldwell Banker Real Estate Group, Shawano
 Joe Horning, Shorewest REALTORS®, Brookfield
 John Horning, Shorewest REALTORS®, Brookfield
 Darren Kittleson, Keller Williams Realty, Monona
 Tom Larson, Wisconsin REALTORS® Association, Madison
 Dan Lee, First Weber Inc., Madison
 KC Maurer, RE/MAX 24/7 Real Estate, Appleton

S.R. Mills, Bear Realty Inc., Kenosha*

Joe Murray, Wisconsin REALTORS® Association, Madison
 Chuck Olson, Coldwell Banker River Valley REALTORS®, Onalaska
 Mary F. Ruffedt, Elite Realty Group LLC, Eau Claire
 Dave Stark, Stark Company REALTORS®, Madison
 Michael Theo, Wisconsin REALTORS® Association, Madison

\$125,000 LEVEL

Jim Imhoff, First Weber Inc., Madison
 Joan Seramur, Minocqua

***RPAC Hall of Fame inductees for 2022.**

2022 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 2022 members.

Michael A. Eagan

REALTORS® Association of Northeast Wisconsin

Belle B. Luhman

Jefferson County Board of REALTORS®

Linda A. Marx

REALTORS® Association of Northeast Wisconsin

The National Association of REALTORS® will accept emeritus applications beginning January 15, 2023, for approvals in May 2023. REALTOR® emeritus members do not pay dues to the national or state association and are exempt from the REALTOR® 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.

\$500+ RPAC & DIRECT GIVER INVESTORS

Thank you to the following individuals who contributed \$500 or more to RPAC and/or Direct Giver in 2022.

Brian Adamson, ICAP Development, Dousman
 Amy Alexander, Core Realty Group LLC, De Pere
 Anne Baranski, Badger Realty Team, Cottage Grove
 Chad Black, Roscoe
 Jackie Borgwardt, Johnson Financial Group, Beloit
 Duane Bredeson, Bay Tree Real Estate Group Inc., Madison
 Tina Bunker, Coldwell Banker Real Estate Group, Green Bay
 Joseph Busch, Bear Realty of Burlington Inc., Burlington
 Dee Cayo, Cayo Group at Novus Home Mortgage, Minocqua
 Heather Collins-Armenta, Keller Williams Realty Signature, Beloit
 Colleen Deininger, Kenosha
 Nick Didier, RE/MAX United LLC, Port Washington
 Curtis Downes, First Weber Inc., Oconomowoc
 Paul Dreutzer, ERA Starr Realty, Sturgeon Bay
 Cynthia Fleming, First Weber Inc., Pewaukee
 Bryan Friedrichsen, Marshfield
 Kent Gabrielsen, Coldwell Banker River Valley REALTORS®, Onalaska
 Hiam Garner, First Weber Inc., Madison
 Joshua Genz, United Country Midwest Lifestyle Properties, Holmen
 Kimberley Govert-Meris, Keller Williams Realty Signature, Beloit
 Lacey Granger, Coldwell Banker Brenizer REALTORS®, Eau Claire
 James Gull, Knight Barry Title United, La Crosse
 Bruce Hayhoe, Woods & Water Realty Inc., Chippewa Falls
 James Henry, RE/MAX Results, Hudson
 Jay Hoeschler, Gerrard-Hoeschler, Onalaska
 Jillian Hugo, Coldwell Banker River Valley REALTORS®, Onalaska
 Mark Irgens, Irgens Partners LLC, Milwaukee
 James Johnson, Paradigm Real Estate, Mequon
 Jeffrey Jones, Adashun Jones Inc., Eden
 Christopher Klein, Assist 2 Sell, Menasha
 Kristine Klodowski, Klodowski Real Estate, Beaver Dam

Gerald Kroupa, @Properties, Lake Geneva
 Mark Larkin, Berkshire Hathaway HomeServices, Lake Geneva
 Jackie Leonhard, Northwoods Community Realty, Tomahawk
 Christopher Lewandowski, Keller Williams Prestige Realty, Slinger
 Patricia Libke, Coldwell Banker Mulleady, Minocqua
 Cathy Liebert, Realty Executives Integrity, Hartland
 James Liesner, Coldwell Banker Real Estate Group, Shawano
 Richard Lincoln, Mandel Group Inc., Whitefish Bay
 Jonathan Long, Wild Rivers Group Real Estate, Tomahawk
 Paul McBride, Founders 3 Real Estate Services, Milwaukee
 Karyl McKillip, Bear Realty of Burlington Inc., Burlington
 Dina Mitchell, Keller Williams Fox Cities, Woodstock
 Patrick Moore, @Properties, Williams Bay
 Brett Moravitz, Lakeplace.com Brothers Realty, Cumberland
 Darin Moravitz, Lakeplace.com Brothers Realty, Turtle Lake
 Matt Moroney, Metropolitan Builders Association, Milwaukee
 Niki Paisley, @Properties La Crosse, Onalaska
 Jeffrey Petersen, Waupaca
 Michael Pfefferle, NAI Pfefferle
 Scott Rohde, Associated Realty, Rice Lake
 John Schlueter, Frontline Commercial Real Estate, Milwaukee
 Scott Schneiberg, RE/MAX United LLC, West Bend
 David Snyder, Gerrard-Hoeschler, La Crosse
 Andrew Stillman, Keller Williams Realty, Fox Point
 Jeff Stone, Kapur & Associates, Milwaukee
 Ryan Trost, Phoenix Investors LLC, Milwaukee
 Julie Wendorf, Leitner Properties, Slinger
 Adam Williquette, American Commercial Real Estate, West Bend
 Jon Wilson, Gerrard-Hoeschler, La Crescent
 Mary Yacoub-Raad, Keller Williams Realty Integrity, Hudson
 James Zierden, Coldwell Banker Real Estate Group, Shawano

RPAC FUNDRAISING

See a recap of the 2022 RPAC fundraising campaign.

The 2022 RPAC fundraising campaign was a major success, thanks to the WRA members who invested in RPAC or the Direct Giver program as well as the volunteers and staff. When you respond to a call to action, participate in REALTOR® & Government Day, or contribute to RPAC or to the Direct Giver program, your efforts make a difference! Local board RPAC awards are based on association size as of February 28, 2022. Membership sizes are grouped as follows:

Extra large boards/associations (1,000+ members)

Greater Milwaukee Association of REALTORS®
 REALTORS® Association of Northeast Wisconsin
 REALTORS® Association of Northwestern Wisconsin
 REALTORS® Association of South Central Wisconsin

Large boards/associations (500-999 members)

Central Wisconsin Board of REALTORS®
 Lakes Area REALTORS® Association
 Lakeshore REALTORS® Association
 Southshore REALTORS® Association
 Western Wisconsin REALTORS® Association

Medium boards/associations (400-499 members)

Commercial Association of REALTORS® Wisconsin
 La Crosse Area REALTORS® Association
 Northwoods Association of REALTORS®

Small boards/associations (200-399 members)

Rock-Green REALTORS® Association

Extra small boards/associations (1-199 members)

Door County Board of REALTORS®
 Jefferson County Board of REALTORS®
 Manitowoc County Board of REALTORS®
 Lake Superior Area REALTORS® Association

MOST DOLLARS RAISED

XL board: Greater Milwaukee Association of REALTORS®
 Large board: Central Wisconsin Board of REALTORS®
 Medium board: Commercial Association of REALTORS® Wisconsin
 Small board: Rock-Green REALTORS® Association
 XS board: Door County Board of REALTORS®

HIGHEST PER CAPITA

XL board: REALTORS® Association of Northeast Wisconsin
 Large board: Central Wisconsin Board of REALTORS®
 Medium board: Commercial Association of REALTORS® Wisconsin
 Small board: Rock-Green REALTORS® Association
 XS board: Door County Board of REALTORS®

HIGHEST PERCENT PARTICIPATION

XL board: REALTORS® Association of Northeast Wisconsin
 Large board: Central Wisconsin Board of REALTORS®
 Medium board: Northwoods Association of REALTORS®
 Small board: Rock-Green REALTORS® Association
 XS board: Jefferson County Board of REALTORS®

LOCAL BOARDS REACHING OR EXCEEDING THEIR GOAL

Central Wisconsin Board of REALTORS®
 Commercial Association of REALTORS® Wisconsin
 Door County Board of REALTORS®
 Greater Milwaukee Association of REALTORS®
 Jefferson County Board of REALTORS®
 Lake Superior Area REALTORS® Association
 La Crosse Area REALTORS® Association
 Lakes Area REALTORS® Association
 Northwoods Association of REALTORS®
 REALTORS® Association of Northeast Wisconsin
 Rock-Green REALTORS® Association
 Southshore REALTORS® Association

2022 RPAC DONATION BREAKDOWN

BOARD	2022 MEMBERSHIP	2022 DONORS	2022 DONATIONS	PARTICIPATION
Central Wisconsin	723	288	\$61,375.00	39.83%
Commercial	480	181	\$40,200.00	37.71%
Door	155	68	\$6,145.00	43.87%
Individuals*	N/A	N/A	\$16,715.00	N/A
Jefferson	179	103	\$4,397.00	57.54%
La Crosse	481	166	\$33,455.00	34.51%
Lakes Area	613	138	\$35,008.00	22.51%
Lake Superior	137	47	\$4,600.00	34.31%
Lakeshore	539	100	\$11,287.00	18.55%
Manitowoc	157	67	\$3,555.00	42.68%
Milwaukee	5,242	1,623	\$145,936.00	30.96%
Northeast	2,429	1,279	\$110,872.00	52.53%
Northwestern	1,006	320	\$42,780.00	31.81%
Northwoods	452	194	\$17,260.00	42.92%
Rock Green	329	139	\$19,107.00	42.25%
South Central	3,543	922	\$86,822.00	26.02%
Southshore	862	284	\$49,910.00	32.95%
Western Wisconsin	609	198	\$17,988.00	32.51%
Total	--	--	\$707,412.00	35.86%

"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.

WISCONSIN REALTORS® FOUNDATION 2022 CONTRIBUTORS

The following WRA members and individuals contributed to the Wisconsin REALTORS® Foundation (WRF) in 2022 to help provide food for Wisconsin children with the WRF's partnership with Feeding Wisconsin. Thank you for helping to feed children in need!

\$1,000–\$2,500

Paula Carrier, Best Realty of Edgerton, Edgerton

\$500–\$999

Michael Creed, Luminate Home Loans, Brookfield

Brandon Grosse, Accord Realty, Madison

Jackie Leonhard, Northwoods Community Realty LLC, Tomahawk

Stacey McKinney, McKinney Realty LLC, Cable

Dennis Midthun, Midthun Property Group, Evansville

Adam Redman, Redman Realty Group LLC, Minocqua

Thomas Ripple, Investment Realty Services LLC, Madison

Brian Slinkman, NextHome Partners, Wisconsin Rapids

Michael Spranger, Wisconsin Rapids

\$300–\$499

Cori Lamont, Wisconsin REALTORS® Association, Madison

Tom Larson, Wisconsin REALTORS® Association, Madison

Peter Sveum, Coldwell Banker Real Estate Group, Stoughton

Sheri White, eXp Realty LLC, Madison

\$100–\$299

Peggy Ausloos, Saint Germain

Kathy Bartels, Stark Company REALTORS®, Madison

Robert Baudo, RE/MAX Realty Pros, Waukesha

Faye Becker, Becker Stong Real Estate Group Inc., Racine

Andy Beiser, Beiser Realty LLC, Winneconne

Peggy Bodway, Realty Executives Integrity, Hartland

Sandra Carlson, RE/MAX Newport Elite, Racine

Marnie Christensen, Johnson Financial Group, Hayward

Richard Churchill, Expert Real Estate Partners LLC, Neenah

Karla Clark, Century 21 Affiliated, Beloit

Jean Daul, Knight Barry Title Inc., Wauwatosa

Ted Dentice, Shorewest REALTORS®, Brookfield

Denny DiSalvo, Stark Company REALTORS®, Fitchburg

Paul Dreutzer, ERA Starr Realty, Sturgeon Bay

Mary Duff, Stark Company REALTORS®, Madison

John Flor, Keller Williams Realty Diversified, Chetek

Sarah Gabrielse, Berkshire Hathaway HomeServices Matson Real Estate, Stoughton

A H Gilster Jr., True North Real Estate LLC, Fish Creek

Beth Goethel, RE/MAX Grand, Baraboo

Paul Halberg, Wisconsin Properties Realty, Platteville

Mary J Hinz, Property Executives Realty LLC, Dresser
 Joe Horning, Shorewest REALTORS®, Brookfield
 Gail Howard, Famous Homes Realty, Greendale
 Joseph Mundo, World Property Management LLC, West Allis
 Cynthia Kastrosky, Camp David Realty Inc., Cable
 Allen Koenig, Sarkis & Associates, Sturgeon Bay
 Christine Krieg, First Weber Inc., Elm Grove
 Michael Kunesh, Weichert REALTORS® — Place Perfect, Appleton
 Mary Lane, First Weber Inc., Stevens Point
 Steve Lane, First Weber Inc., Stevens Point
 Carey Martin, RE/MAX 24/7 Real Estate LLC, Appleton
 Renea Martin, Brabazon/Title Team Group LLC, Janesville
 Sonya Mays, Midwest Executive Realty, Milwaukee
 Christopher McPhetridge, CMcP Realty LLC, Oshkosh
 Jill Meier, Merit Title LLC, Brookfield
 Shannon Melloy, Counselor Realty Wisconsin, Minong
 Thomas Moore, Chattanooga
 Joe Murray, Wisconsin REALTORS® Association, Madison
 Laurie Newhouse, Wisconsin REALTORS® Association, Madison
 Michael Paquette, Realty Executives Integrity, Hartland
 Michael Pietrek, Berkshire Hathaway Home Services North Properties, Onalaska
 Connie Poggensee, Realty Executives Southeast, Elkhorn
 Melissa Pups, Coldwell Banker Realty, Wauwatosa
 Edward Raasch, Woodland Lakes Realty, Tomahawk
 Mike Raivala, RE/MAX Results, Superior
 Max Rea, RE/MAX Excel, Wausau
 Melissa Redman, Minocqua
 Kay Reil, RE/MAX Property Pros, Eagle River
 Nancy Resto, Coldwell Banker Realty, Milwaukee
 Steven Roberts, Roberts Realty, Columbus
 Megan Roth-Markham, Bunbury & Associates REALTORS®, Madison
 Thomas Sanford, Sanford Enterprises Inc., Madison
 Matthew Seegert, Northwoods Association of REALTORS®, Woodruff
 Michael Sewell, Coldwell Banker Real Estate Group, Green Bay
 Mary Skanavis, Homeowners Concept-Metrostar, Wauwatosa
 Jeanne Smith, Oneida Title & Abstract Inc., Rhinelander
 Suttan Stephan, Coldwell Banker Mulleady, Eagle River
 Maura Strickler, Shorewest REALTORS®, Wauwatosa
 Janet Stroud, Southshore REALTORS® Association, Kenosha
 Kelly Swoger, Beiser Realty LLC, Combined Locks
 Patricia Tasker, Shorewest REALTORS®, Germantown

Cahrone Teasdale, RE/MAX Grand, Madison
 Tom Telderer, RE/MAX Realty Pros, Milwaukee
 Michael Theo, Wisconsin REALTORS® Association, Madison
 Susan Timm, Century 21 Affiliated, La Crosse
 Yeng Vang, Creative Results, Milwaukee
 Carole Wehner, Milwaukee Executive Realty, Milwaukee
 Steve Wilkinson, Certified Midwest Appraisal LLC, Dodgeville
 Linda Long Wohlleber, Redman Realty Group LLC, Minocqua
 Stacy Wolak, INB N.A., Springfield
 Patti Zurla, Compass Wisconsin, Lake Geneva



“The purpose of the RPAC major investors is to help candidates from both parties who will promote and defend issues important to homeowners, property owners and the livelihood of every WRA member. RPAC gives REALTORS® a powerful voice on issues that matter to the real estate industry. As a long-time Wisconsin major investor and a member of the National Association of REALTORS® Major Investor Committee, I am committed to growing this program in our state so we can pass good laws and defeat bad ones. Thank you to all 2022 major investors.”

Dan Lawler

Feather Real Estate Group, Rice Lake



REALTORS® POLITICAL ACTION COMMITTEE

THANK YOU TO 2022'S RPAC MAJOR INVESTORS

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 in response to 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 F. Ruffedt
Elite Realty Group LLC
Eau Claire

GOLDEN "R"s

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



Joe Horning
Shorewest REALTORS®
Brookfield



John Horning
Shorewest REALTORS®
Brookfield



Brad Lois
Bear Realty of
Burlington Inc., Burlington



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



Tom Larson
Wisconsin REALTORS®
Association, Madison



Mike Theo
Wisconsin REALTORS®
Association, Madison



John Flor
Keller Williams Realty
Diversified, Chetek



Mary Gilbank
Shorewest REALTORS®
Janesville



Dawn Christensen
Century 21 Ace Realty
Appleton



Andy Beiser
Beiser Realty
Winneconne



Rita Blenker
Century 21 Gold Key
Realty Inc., Marshfield



**Greater Milwaukee
Association of REALTORS®**
Milwaukee



**Wisconsin REALTORS®
Association**
Madison



**South Central
Wisconsin MLS**
Madison

CRYSTAL "R"s

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



Rose Bogosian
Gonnering Realty Inc.
Kenosha



Peter Ogden
Ogden & Company
Inc. AMO, Milwaukee



Becky Merwin
Berkshire Hathaway
HomeServices, Walworth



Chuck Olson
Coldwell Banker River
Valley REALTORS®
Onalaska



Joe Murray
Wisconsin REALTORS®
Association, Madison



Mike Didier
RE/MAX United LLC
Port Washington



Cori Lamont
Wisconsin REALTORS®
Association, Madison



Brittany Voigt
Century 21 Ace Realty
Neenah



Lori Muller
EXIT Elite Realty
Appleton



Rob Rybarczyk
Coldwell Banker
Action Realty, Schofield



Mike Culat
Compass Wisconsin
Lake Geneva



Steve Lillestrand
Coldwell Banker River
Valley REALTORS®
Onalaska



Mary Duff
Stark Company
REALTORS®, Madison



Ashley Fredrick
NextHome Hub City
Marshfield



James Imhoff
Universal Home
Protection LLC, Madison



Michael Zahrt
First Weber Inc.
Wausau



Max Rea
RE/MAX Excel
Schofield



Lana Mohs
EXIT Greater Realty
Wausau



Glenn Mohs
EXIT Greater Realty
Wausau



Michael Brandner
Gowey Abstract & Title
Company, Medford



Lora Bladow
RE/MAX Excel
Wausau



Adam Redman
Redman Realty Group
Minocqua



Dave Stark
Stark Company
REALTORS®, Madison



Ruth Hackney
REALTORS® Association
of South Central
Wisconsin, Madison



Maureen Stalle
Keller Williams Realty
Whitefish Bay



Tracy Johnson
Commercial Association
of REALTORS® Wisconsin
Milwaukee

STERLING "R"s

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



Mark Bourque
Berkshire Hathaway
HomeServices Epic Real
Estate, Kenosha



Judy Hearst
Coldwell Banker
Realty, Milwaukee



Scott Bush
Greater Milwaukee
Association of REALTORS®
Milwaukee



Marne Stuck
Greater Milwaukee
Association of REALTORS®
Milwaukee



James Purcell
RE/MAX Realty Pros
Milwaukee



Roger Mater
RE/MAX Service
First LLC, Brookfield



Jose Flores
First Weber Inc.
Greenfield



Tricia Chartier
Coldwell Banker Realty
Wauwatosa



Ryan Simons
Ryan G. Simons
Company Inc., Delavan



Ted Dentice
Shorewest REALTORS®
Brookfield



Jackie Kumm
Edina Realty Inc.
New Richmond



Kevin Adkins
Edina Realty Inc.
Hudson



Dan Lawler
Feather Real Estate
Group, Rice Lake



Jim Zarek
First Weber Inc.
Brookfield



Peter Sveum
Coldwell Banker Real
Estate Group, Stoughton



Michael Sewell
Coldwell Banker Real
Estate Group, Green Bay



Kevin Donnell
First Weber Inc.
Brookfield



Dan Lee
First Weber Inc.
Madison



Tom Richie
Real Estate Solutions
Rice Lake



Gary Grolle
Keating Real Estate
Burlington



Tom Didier
RE/MAX United LLC
Port Washington



Joe Germain
Woods & Water Realty
Inc., Chippewa Falls



Michael Karisny
Acre Realty
Appleton



Robert Morrone
Prime Realty Group
Kenosha



Don Timmerman
Keller Williams Integrity
Realty MN/WI, Hudson



Taylor Hansen
Weichert REALTORS® —
Place Perfect, Green Bay



Steve Anderson
Anderson Commercial
Group LLC, Franklin



In memory of Pete Didier
RE/MAX United LLC
Cedarburg



Ray Leffler
RE/MAX Newport
Elite, Racine



Connie Erickson
Shorewest Door County
Sister Bay



Michael Keefe
Lake Geneva



Katie Falk
Keller Williams Realty
Whitefish Bay



Stacey Hennessey
Century 21 Affiliated
Appleton



Casey Watters
Real Estate Solutions
Rice Lake



Bob Webster
Compass Wisconsin
Lake Geneva



Christine Howard
Prosperity Home
Mortgage LLC, Glendale



Michael Zollicoffer Jr.
Infinity Realty Inc.
Mequon



Scott Welsh
Colliers International
Milwaukee



Pat Kaster
River City REALTORS®
Green Bay



Benjamin Lyons
RE/MAX Lyons Real
Estate, Waupaca



Terry Hilgenberg
Coldwell Banker Real
Estate, Shawano



Jeff Benson
RE/MAX Realty Pros
Milwaukee

STERLING "R"s

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



Tim Besaw
Besaw & Associates
Realty Ltd., Green Bay



Nancy Gerrard
Gerrard-Hoeschler
La Crosse



Andy Hess
Founders 3 Real Estate
Services, Milwaukee



Scott Revolinski
Founders 3 Real Estate
Services, Milwaukee



Robert Flood
Founders 3 Real Estate
Services, Milwaukee



Ned Purtell
Founders 3 Real Estate
Services, Milwaukee



Dan Kruse
Century 21 Affiliated
Madison



Pete Wiese
American Edge Real
Estate Services Inc.
Menomonie



Jeff Hoffman
The Boerke Company Inc.
Milwaukee



Peggy Kman
Coldwell Banker Realty
Iron River



Roger Rushman
First Weber Inc.
Delafield



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



Mary Jo Bowe
Edina Realty Inc.
Eau Claire



Beth Jaworski
Shorewest REALTORS®
Wauwatosa



Barbie Murawski
Coldwell Banker Real
EstateGroup, Fitchburg



Sarah Cole
Landmark Realty LLC
Milwaukee



Jon Kaiser
Kaiser Realty Inc.
Ladysmith



Steve Beers
Compass Wisconsin
Lake Geneva



Phil Hilgenberg
Hilgenberg Realty
Green Bay



Stan Hill
Stark Company
REALTORS®, Madison



Alicia Chovan
Shorewest REALTORS®
Kenosha



Josh Neumann
OneTrust Real Estate
Brokered by eXp
Realty, La Crosse



Jack Drzewiecki
Acre Realty
Appleton



Lindsey Kate
Acre Realty
Appleton



Vickie Kelsall
Century 21 Affiliated
Wauwatosa



Gina Knutson
WESTconsin Realty LLC
Hudson



Macy Walter
Shorewest REALTORS®
Janesville



Catherine Bade
Edina Realty Inc.
Eau Claire



Steve Bostrom
Berkshire Hathaway
HomeServices Epic
Real Estate, Kenosha



Doug Milinovich
First Weber Inc.
Brookfield



Mark Kivley
RE/MAX Lakeside
Milwaukee



Todd Schwartz
Chippewa Valley Real
Estate, Eau Claire



Anthony Nudo
Nudo Realty LLC
Kenosha



Ned Donnellan
Donnellan Real Estate
Eau Claire



Krag Blomberg
RE/MAX Affiliates
Colfax



Martin Tauger
RE/MAX Affiliates
Eau Claire



Robert Ritsch
RE/MAX Affiliates
Eau Claire



Kristy Thiess
RE/MAX Affiliates
Eau Claire



S.R. Mills
Bear Realty Inc.
Kenosha



Jim Villa
NAIOP
Milwaukee



Brian Stephan
RE/MAX Results
Onalaska



John Koeller
Coldwell Banker Real
Estate, Shawano

STERLING "R"s

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



Denise Schultz
Lakes Area REALTORS®
Association, Elkhorn



Wendy Gauss
RE/MAX Newport Elite
Kenosha



Brian Slinkman
NextHome Partners
Wisconsin Rapids



Shelli Ellis
Prosperity Home
Mortgage, West Bend



Angela Walters
eXp Realty LLC
Brown Deer



Tina Balaka
Shorewest REALTORS®
Greenfield



Chris DeVincentis
Legendary Real Estate
Services, Lake Geneva



**Tamara
Towns-Pozorski**
Benefit Realty, Palmyra



Michael Pietrek
Berkshire Hathaway
HomeServices North
Properties, Onalaska



Steve Lane
First Weber Inc.
Stevens Point



Kimberly Curtis
Shorewest REALTORS®
Hartford



Fred Prassas
PMC Management of
Northern Wisconsin
La Crosse



**Diane
Campshure Walczyk**
Resource One Realty
De Pere



Jim Emmer
Emmer Real Estate
Group, West Bend



Sandy Carlson
RE/MAX Newport Elite
Racine



Tom Telderer
RE/MAX Realty Pros
Milwaukee



Mary Schultz
Century 21 Affiliated
DeForest



Andrew Hay
Guy Loft Inc.
Racine



John Hiller
Hiller Realty Inc.
Bayside



Shawn Govern
Perfection Plus Real
Estate Services, Franklin



Jan Stroud
Southshore REALTORS®
Association, Kenosha



Mike Kollmansberger
Shorewest REALTORS®
Waukesha



Dan Stacey
RE/MAX Results
La Crosse



Cora Frank
RE/MAX Results
Menomonee



Tom Sykora
Coldwell Banker Realty
West Bend



Spenser Nickelatti
eXp Realty LLC
West Salem



Tony DeBartolo
Berkshire Hathaway
HomeServices Epic Real
Estate, Kenosha



William Vaughn Favre
@Properties
La Crosse



Brian Benson
Benson Real Estate
La Crosse



Roger Stauter
Stark Company REALTORS®
Sun Prairie



Shawna Alt
First Weber Inc.
Madison



Austin Siewert
eXp Realty LLC
La Crosse



Char Glocke
La Crosse Area REALTORS®
Association, La Crosse



Courtney Stefaniak
The Stefaniak Group
Milwaukee



Tamara Maddente
First Weber Inc.
Brookfield



Doug Wheaton
Wisconsin REALTORS®
Association, Madison



Angela Kallay
Benefit Realty
Franklin



Ryan Wessel
@Properties La Crosse
Onalaska



Michael Richgels
RE/MAX Results
Onalaska



Gregory Dallaire
Dallaire Realty
Green Bay



Jason Keeling
Shorewest REALTORS®
Kenosha



Jennifer Heiring
RE/MAX Newport Elite
Kenosha

STERLING "R"s

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



Markus Savaglio
eXp Realty
Sheboygan Falls



Andy Szymanskyj
Launch Realty Group
East Troy



Connie Reiter-Miller
RE/MAX The American
Dream, Marshfield



Amy Curler
First Weber Inc.
West Bend



Scott Klaas
Keller Williams Realty
Southwest, New Berlin



Tom Keefe
Compass Real Estate
Lake Geneva



Margaret Labus
Berkshire Hathaway
Starck Real Estate,
Lake Geneva



Casey Clickner
Shorewest REALTORS®
Wauwatosa



Steve Mills
Bear Realty Inc.
Kenosha



Michael Kleber
Zilber Property Group
Milwaukee



Sue Decker
Brock & Decker Real
Estate, Marshfield



Sandy Jandegian
Shorewest REALTORS®
Shorewood



Pamela Larkin
First Weber Inc.
Wausau



Gizo Ujarmeli
AmaxImmo Real
Estate, Wausau



Joe Luther
Universal Home
Protection LLC, Madison



Wade Hetrick
Acre Realty
Appleton



Phillip Larkin
First Weber Inc.
Wausau



Bernie Weiss-Rhodes
Compass Real Estate
Wauwatosa



Kelly Weiler
EXIT Greater Realty
Medford



Sharon Helwig
RE/MAX American Dream
Marshfield



Suzanne Powers
Powers Realty Group
Shorewood



Chad Navis
Zilber Property Group
Milwaukee



Jean Connors
Bordertown Realty Inc.
Hudson



Josh Kilty
Fairway Independent
Mortgage, Marshfield



Becky Kirchner
RE/MAX Plaza
McHenry, IL



Kathie Allen
RE/MAX Plaza
Lake Geneva



Suzanne Head
First Weber Inc.
Glendale



Deb Cappello
eXp Realty LLC
Kenosha



James Fletcher
RE/MAX 24/7 Real Estate
Appleton



Joseph Lak
The Heimat Group
Glendale



Ryan Olson
Coldwell Banker River
Valley REALTORS®
Onalaska



Robert Brooks
Brooks Investment
Group LLC, Saukville



Timothy Roehl
Coldwell Banker Real
Estate Group, Verona



Kyle Broom
Badger Realty Team
Cottage Grove



Sheri White
eXp Realty
Madison



Jacci See
First Weber Inc.
Middleton



Jamie Phephles
RE/MAX Grand
Reedsburg



Erik Sjowall
Bunbury & Associates
Madison



Stephanie Spaeth
NextHome Hub City
Marshfield



Duane Murphy
Expert Real Estate
Partners, Kimberly



Kevin Marciniak
RE/MAX Realty Pros
Milwaukee



Michael Meyers
Coldwell Banker
Mulleday, Minocqua

STERLING "R"s

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



Sammy Brock
Brock & Decker Real Estate, Marshfield



Tom Weber
First Weber Inc. Madison



Michael Knutson
Century 21 Gold Key Realty, Marshfield



Angela Wilson
Gerrard-Hoeschler La Crosse



John Czarnecki
Commercial United LLC Brookfield



Gabe Walsh
Lake Superior Area REALTORS® Association Duluth



Mike Kunes
Weichert REALTORS® — Place Perfect, Appleton



Tonya Thomsen
Realty Executives Integrity, Brookfield



Travis Ploman
NextHome Leading Edge Rothschild



Tim Dunne
Dunne Commercial Properties, Menomonee Falls



Ryan Fulcer
Coldwell Banker Real Estate Group, Appleton



Mike Ruzicka
Greater Milwaukee Association of REALTORS®, Milwaukee



Robert Proctor
Axley Brynson Law Firm, Madison



Stacey McKinney
McKinney Realty Cable



MaryKay Shumway
Kellerstrom Ray Agency Sister Bay



Jason Geiger
Geiger REALTORS® Verona



Laurie Logan
Keller Williams Realty Madison



Jill Rassbach
Rassbach Realty Menomonee



Tim Vandeville Jr.
Legacy Realty Group Waterford



Chad Schmidt
1st Choice Properties Realty, Waterford



Tamara Cherry
Century 21 Affiliated Janesville



Paul Schieldt
Coldwell Banker The Realty Group, Janesville



Jeff Zuelke
Zuelke Real Estate Team, Milton



Julie Simek
First Weber Inc. Marshfield



Kevin Porter
Porter Realty LLC Ashland



Kathy Bartels
Stark Company REALTORS®, Madison



Lakes Area REALTORS® Association
Elkhorn



Lakeshore REALTORS® Association
Grafton



REALTORS® Association of Northeast Wisconsin
Appleton



Lake Superior Area REALTORS® Association
Duluth



Southshore REALTORS® Association
Kenosha



Greater La Crosse MLS
La Crosse



Door County Board of REALTORS®
Sturgeon Bay



REALTORS® Association of South Central Wisconsin, Madison



Central Wisconsin MLS
Mosinee

RPAC major investors appear in the order in which they pledged contributions during the calendar year of 2022.

IT'S RENEWAL TIME FOR TRANSACTIONS

(ZIPFORM EDITION)

It's time to renew your digital forms product so you won't miss a beat!

When you use Transactions (zipForm Edition), you're required to renew your account on an annual basis. When you access your Transactions (zipForm Edition) account in February and March, you'll see a renewal notification. The renewal process is easy to follow when you're in the Transactions (zipForm Edition) program. If you'd like more details about the renewal, visit [**www.wra.org/Transactions**](http://www.wra.org/Transactions).

As a WRA member, in addition to the base forms service, you also gain access to zipForm Mobile and an unlimited subscription to zipLogix Digital Ink, which is soon to be Authentisign, free of change.

Need more assistance? Contact the Transactions (zipForm Edition) tech support for additional help at 1-800-383-9805 at [**www.wra.org/TransactionsSupport**](http://www.wra.org/TransactionsSupport).



TAKE CONTROL OF YOUR BUSINESS THIS YEAR WITH A CRM

Your WRA membership has its perks. In addition to WRA-exclusive benefits just for WRA members, the WRA's partnerships with outside companies add even more value to your membership. And if any of your 2023 business goals revolve around improving your customer relationships and the way you manage them, the WRA's partnership with Realtyzam CRM has exactly what you need!

Are you looking to refresh your customer relationship management (CRM) system this year? Want to get a better handle on your contact database? Want to better understand your customers? A CRM is your answer.

Designed just for real estate agents, Realtyzam CRM helps to manage your sales activity in a fast and easy way. Keyword: easy. Realtyzam CRM helps you work smarter — not harder — when it comes to your contact database. A few Realtyzam CRM features include:

Simple software

Realtyzam's clean and easy-to-understand interface takes no time to learn and makes tracking your sales activity a breeze.

Enhanced client data

Realtyzam CRM offers you a complete breakdown of client activity, including buyer and seller conversion rates, average commission and prospecting rates.

Organization and storage

Store pertinent contact information, follow-up dates, notes, documents and client interactions. With one click, you can export email addresses or format mailing labels for email and postcard campaigns.

Smartphone app

You're always on the go — and Realtyzam CRM goes with you. The free mobile app lets you manage your sales activity from anywhere.

Ready to get started? Visit www.realtyzam.com/wra to learn more about this exciting product.

WRA EXCLUSIVE PARTNERS

Save on products and services with the WRA's exclusive benefit partners.

PAPERLESS AGENT MARKETING CLUB

Resources for your real estate marketing.

PEARL INSURANCE

Insurance designed for the real estate industry.

REALTYZAM CRM

Simple CRM for your business.

SPECTRUM INSURANCE

Save on health insurance premiums.

Learn more about these exclusive partners:

WWW.WRA.ORG/EXCLUSIVEPARTNERS

WRA MEMBERSHIP BENEFITS

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

ADVOCACY

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

LINE BY LINE FORMS TRAINING

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

TRANSACTIONS (ZIPFORM EDITION)

Make your transactions paperless with Transactions (zipForm Edition).

WRA LEGAL HOTLINE

Discuss your real estate practice questions with a real estate attorney.

INMAN SELECT SUBSCRIPTION

Get the latest news, award-winning commentary, special reports and more.

Learn more about all WRA member benefits:

WWW.WRA.ORG/MEMBERBENEFITS



CONVERT LEADS INTO CLOSINGS

CRS live/virtual course: March 1

Attracting new leads is important — but you know that. The more important piece of the puzzle is converting those potential leads into actual closings — that's where you get commission! In the March 1 CRS course, held live at the WRA in Madison and streamed virtually to you, you'll learn the effective approaches to convert your potential prospects into real clients.

Course details

- Date/time: March 1, 8:30 a.m. - 4:30 p.m.
- Course location: Live course in Madison / virtual course on Zoom
- Instructor: Kimberly Knapp
- Credits: CRS (8 credits); GRI (1 live elective credit). Does not qualify for CE credit.
- Course fee: \$160 early bird pricing good through February 14

Register: www.wra.org/CRS



MASTER THE RESORT MARKET

RSPS virtual course: April 14-15

The resort and second-home market is filled with opportunities for REALTORS®, and the Resort & Second Home Property Specialist (RSPS) certification can prepare you to service the growing resort and second-home market. Earn your RSPS with the RSPS virtual training in April!

Course details

- Date/time: April 14-15, 9:00 a.m. - 12:00 p.m. each day
- Course location: Virtual
- Instructor: Brett Brown
- Credits: GRI (1 elective credit); counts as an elective course when working toward the ABR designation. Does not qualify for CE credit.
- Course fee: \$135 early bird pricing good through February 28

Register: www.wra.org/RSPS



POWER UP YOUR PRICING

PSA virtual course: April 13-14

Take the guesswork out of pricing by taking a deep dive into pricing strategy with Pricing Strategy Advisor (PSA) training. The all-virtual course will enhance your understanding of pricing and comparative market analyses (CMAs) to better guide clients through the CMA to ultimately list and sell properties at the appropriate price.

Course details

- Date/time: April 13-14, 9:00 a.m. - 12:00 p.m. each day
- Course location: Virtual
- Instructor: John LeTourneau
- Credits: GRI (1 elective credit); counts as an elective course when working toward the ABR designation. Does not qualify for CE credit.
- Course fee: \$135 early bird pricing good through March 29

Register: www.wra.org/PSA



BE AN INVESTMENT GURU

Investing virtual course: May 17-18

Explore the fundamentals of real estate investment in order to expand your business services and meet the unique needs of real estate investors. Thinking about becoming a real estate investor yourself? This virtual course is your first step!

Course details

- Date/time: May 17-18, 9:00 a.m. - 12:00 p.m. each day
- Course location: Virtual
- Instructor: John LeTourneau
- Credits: GRI (1 elective credit); counts as an elective course when working toward the ABR designation.
- Course fee: \$135 early bird pricing good through May 2

Register: www.wra.org/ABR

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

OFFERING	FORMAT	DETAILS & REGISTRATION
WRA EVENTS		
REALTOR® & Government Day: April 26, 2023	Live in Madison	www.wra.org/RGD2023
WRA PRE-LICENSE TRAINING		
SCHEDULED TRAINING		
Sales Pre-exam Review Session: March 8, 2023	Virtual	www.wra.org/SPLreview
Sales Pre-exam Review Session: May 4, 2023	Virtual	www.wra.org/SPLreview
Sales Pre-exam Review Session: July 6, 2023	Virtual	www.wra.org/SPLreview
ONGOING TRAINING		
Broker Pre-license Course	On Demand	www.wra.org/BPL
Sales Pre-license Course	On Demand	www.wra.org/SPL
WRA PROFESSIONAL DEVELOPMENT TRAINING		
SCHEDULED TRAINING		
CRS Converting Leads to Closings: March 1, 2023	Live in Madison/virtual	www.wra.org/CRS
RSPS Certification Course: March 14-15, 2023	Virtual	www.wra.org/RSPS
Bias Override Certificate Course: April 11, 2023	Virtual	www.wra.org/Bias
PSA Certification Course: April 13-14, 2023	Virtual	www.wra.org/PSA
ABR Real Estate Investing Course: May 17-18, 2023	Virtual	www.wra.org/ABR
ABR Marketing Strategy Course: May 24-25, 2023	Virtual	Save the date
AHWD Certification Course: July 26-27, 2023	Virtual	Save the date
ONGOING TRAINING		
GRI On Demand	On Demand	www.wra.org/GRI
Line by Line Forms Training	On Demand	www.wra.org/LinebyLine
Quick Start	On Demand	www.wra.org/QuickStart
WRA BUSINESS & LEISURE FORUMS		
SCHEDULED TRAINING		
Making Instagram Work for You: February 16, 2023	Virtual	www.wra.org/BLF
Demystifying Title Work: March 2, 2023	Virtual	www.wra.org/BLF
PARTNER WEBINARS		
THE PAPERLESS AGENT WEBINARS		
February 16, 2023	Virtual	www.wra.org/PaperlessAgent
March 1, 2023	Virtual	www.wra.org/PaperlessAgent
March 9, 2023	Virtual	www.wra.org/PaperlessAgent
March 21, 2023	Virtual	www.wra.org/PaperlessAgent
April 13, 2023	Virtual	www.wra.org/PaperlessAgent
REALTORS® PROPERTY RESOURCE WEBINARS		
February 7, 2023	Virtual	www.wra.org/RPR
February 8, 2023	Virtual	www.wra.org/RPR
February 9, 2023	Virtual	www.wra.org/RPR
February 14, 2023	Virtual	www.wra.org/RPR
March 15, 2023	Virtual	www.wra.org/RPR

WISCONSIN REALTORS® FOUNDATION 2022 ANNUAL REPORT

In 2022, the Wisconsin REALTORS® Foundation (WRF) continued its partnership with Feeding Wisconsin 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 2022.

139,000 

meals raised by REALTORS® for Feeding Wisconsin

OVER 1,000 

meal kits built by WRA members and distributed to students in Beloit, Madison and Milwaukee

10% 

of dues revenue allocated for disaster relief in our communities

The WRF also launched a new volunteer event as part of the WRA 2022 Winter Convention. REALTORS® teamed up at Feeding America Eastern Wisconsin to sort, label and package over 2,000 lbs of food!

To get involved in 2023, visit www.wra.org/wrf and follow the WRF on social media @**WIREALTORSWRF**



*Definitely a front porch
with a swing...*

#homeownershipgoals

The **WHEDA Advantage** loan has everything your home buyers need to achieve their home ownership goals.

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