January 2024 Vol. 40, No. 1

WISCONSIN REAL ESTATE MAGAZINE

RGD 24

REALTOR® & GOVERNMENT DAY

INSIDE this Issue:

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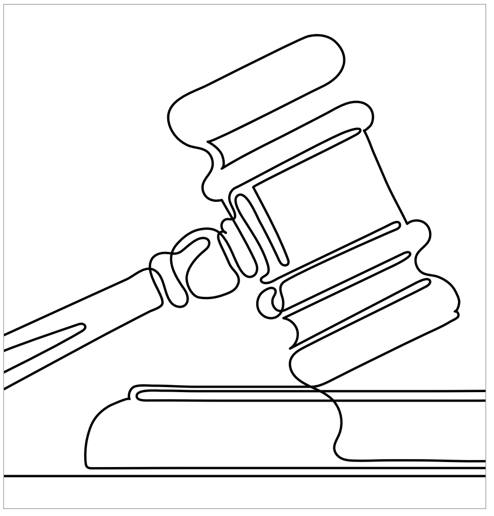

NOVEMBER HOUSING

HOME PRICE APPRECIATION REMAINED ROBUST EVEN AS SALES DECLINED MODERATELY

BY DAVE CLARK

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

November 2023 Wisconsin housing at a glance:

- Monthly home sales were 3.4% lower than November 2022.
- The median price rose 7.6% compared to November 2022.
- The 30-year fixed mortgage rate was 7.44% in November.
- Monthly listings grew 7.2% compared to 12 months earlier.
- The market continues to be classified as a seller's market.

See the full report: **www.wra.org/HSRNov2023**

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

NOVEMBER HOUSING

5,297
CLOSED SALES NOV 2023
-3.4%
FROM NOV 2022

$280,000
MEDIAN PRICE NOV 2023
+7.7%
FROM NOV 2022

ACTIVE LISTINGS BY PRICE

PRICE RANGE	NUMBER OF LISTINGS
$0–$124,999	1,317
$125,000–$199,999	2,648
$200,000–$349,999	4,946
$350,000–$499,999	3,537
$500,000 & higher	3,690

16,091
TOTAL STATEWIDE LISTINGS NOV 2023
-2.4%
FROM NOV 2022

MEDIAN PRICES BY REGION

CENTRAL	$218,000
NORTH	$245,000
NORTHEAST	$263,452
SOUTH CENTRAL	$330,125
SOUTHEAST	$289,900
WEST	$277,000

AVERAGE DAYS ON MARKET

66 DAYS NOV 2023
COMPARED WITH
67 DAYS NOV 2022

MONTHS OF INVENTORY

3.0 NOV 2023
2.5 NOV 2022

HOUSING STATISTICS MONTHLY ACTIVITY

Statewide	November 2023	November 2022	% Change	Year to Date 2023	Year to Date 2022	% Change
New Listings	4,910	4,579	+7.2%	N/A	N/A	N/A
Total Listings	16,091	16,481	-2.4%	N/A	N/A	N/A
Closed Sales*	5,297	5,484	-3.4%	59,554	73,058	-18.5%
Median Sales Price	$280,000	$259,900	+7.7%	$282,212	$265,000	+7.6%
Months of Inventory	3.0	2.5	+20.0%	N/A	N/A	N/A
Avg. Days on Market	66	67	-1.5%	N/A	N/A	N/A
Affordability Index	127	141	-9.9%	N/A	N/A	N/A

	Median Price			Closed Sales		
Region	**November 2023**	**November 2022**	**% Change**	**November 2023**	**November 2022**	**% Change**
Central	$218,000	$188,400	+15.7%	400	379	+5.5%
North	$245,000	$239,000	+2.5%	521	543	-4.1%
Northeast	$263,452	$231,000	+14.0%	1,066	1,109	-3.9%
South Central	$330,125	$305,000	+8.2%	1,022	1,054	-3.0%
Southeast	$289,900	$273,000	+6.2%	1,817	1,936	-6.1%
West	$277,000	$260,500	+6.3%	471	463	+1.7%

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

INSIDE THE WRA

WRA ANNUAL MEMBERSHIP MEETING

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

Date and time:
February 23, 2024, at 8:00 a.m.
Location:
The Madison Club
5 E. Wilson St.
Madison, WI 53703
Meeting agenda:
1. Call to order — WRA Chair Mary Jo Bowe
2. Association issues
3. Adjournment

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

APPLICATIONS AVAILABLE FOR 2025 LEADERSHIP

The WRA nominating committee is seeking applications for several WRA leadership positions for 2025:
• Treasurer
• Executive committee vice president
• Board of director regional representative (regions one through five each have one representative opening)*

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

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

DISTINGUISHED SERVICE AWARD APPLICATIONS AVAILABLE

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

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

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EDITORIAL STAFF
Publisher: Tom Larson
Editor: Lauren B. Hubbard
Creative Director: Mike Keegan
Managing Editor: Robert Uhrina

CONTACT INFORMATION
4801 Forest Run Road, Ste. 201
Madison, WI 53704-7337
608-241-2047 • 800-279-1972
email: editor@wra.org
website: www.wra.org

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

EXECUTIVE COMMITTEE

Chair
Mary Jo Bowe
Edina Realty Inc.

Chair-elect
Chris DeVincentis
Legendary Real Estate Services

Treasurer
Amy Curler
First Weber Inc.

Immediate Past Chair
Joe Horning
Shorewest REALTORS®

Vice President
Shawna Alt
First Weber Inc.

Vice President
Steve Lillestrand
Coldwell Banker River Valley REALTORS®

President & CEO
Tom Larson
Wisconsin REALTORS® Association

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Statewide Company Directors
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Deborah Cappello, eXp Realty LLC
John Horning, Shorewest REALTORS®

Regional Company Directors
Kathryn Voller Reinking (region 1), Edina Realty Inc.
Rob Rybarczyk (region 2), Coldwell Banker Action Realty
Ryan Fulcer (region 3), Coldwell Banker Real Estate Group
David Stark (region 4), Stark Company REALTORS®
Tom Sykora (region 5), Coldwell Banker Realty

Regional Representative Directors
Stacey McKinney (region 1), McKinney Realty LLC
Brian Slinkman (region 2), NextHome Partners
KC Maurer (region 3), RE/MAX 24/7 Real Estate LLC
Kent Gabrielsen (region 4), Coldwell Banker River Valley REALTORS®
Michael Sewell (region 3), Michael Sewell, REALTOR®
Michelle Gille (region 4), Mode Realty Network
Sarah Cole (region 5), Landmark Realty LLC
Kel Svoboda (region 5), Compass Real Estate Wisconsin

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

At-large Directors
Chris Carrillo, Multiple Listing Service Inc.
S.R. Mills, Bear Realty Inc.

MESSAGE FROM THE CHAIR

Dear respected members of the Wisconsin REALTORS® Association,

As we stand on the brink of a new chapter, I am humbled and honored to address you as the incoming chair of our esteemed real estate association. The upcoming year promises to be a dynamic journey, characterized by change and fueled by our collective commitment to growth in an ever-evolving environment.

Our new chapter begins with Tom Larson taking over as WRA President & CEO following the retirement of Mike “Laki” Theo. Tom is no stranger to the WRA with 27 years of experience during which time he has proven his passion for the industry, incredible knowledge and constant strategic thinking, which places the WRA in the best possible hands.

I have had the opportunity to witness the respect and admiration the WRA and staff receive in my travels, and I can tell you firsthand we are a sought-after association with our structure and leadership. The cultivation of great volunteer teammates on the WRA board of directors and committees as well as our tenured staff members who commit to tireless hours (I seriously don’t think the staff ever sleep!) has proven to be a winning combination. I am so blessed to be able to serve as your chair in 2024 and to be a part of this team in this new chapter.

In the year ahead, our main priority will be the topic that is first and foremost on our minds — the outcome of the litigation in the *Burnett v. NAR et al* case. The WRA will focus on this to ensure we are well positioned and educated on the future of our business and the outcome of the appeal. NAR has great educational resources at **www.nar.realtor/competition-in-real-estate**.

Additional priorities for the year ahead include:

- **Advocating for solutions:** To combat the housing supply shortage, we must come together as an association and advocate for comprehensive solutions. This includes efforts like streamlining regulatory processes, encouraging inclusive zoning policies and investing in infrastructure.

- **Embracing change:** Change is not just a constant; it is the heartbeat of progress. In the fast-paced world of real estate, we must not merely adapt to change but embrace it wholeheartedly. As your 2024 chair, I am dedicated to leading our association through a strategic embrace of change. This involves staying agile, leveraging emerging technologies, and proactively shaping our practices to align with the evolving needs of our industry.

- **Cultivating growth:** Growth is not just a measure of success; it is the result of our collective efforts to innovate, learn and expand our horizons. Over the coming year, we will focus on fostering growth at every level of our association. This includes empowering our members with the tools and knowledge to excel in their professional journeys, expanding our networks, exploring new avenues for collaboration and partnerships, and streamlining processes to open new opportunities.

As servant leaders, we must acknowledge the challenges of learning and growth. The journey of leadership is often likened to drinking from a firehose: there is an overwhelming amount of information, skills and experiences coming at us all at once. But it is precisely in these moments of intense learning that servant leadership can truly shine.

So as we turn the page of our amazing 2023 leader Joe Horning, I cannot express my utmost gratitude to Joe for his humble servant leadership. I have been so honored to serve alongside Joe and his calm and steady nature along with his friendship — thank you Joe. I am eager to collaborate in the pursuit of excellence and growth with the 2024 WRA leadership team consisting of Chris DeVincentis, Amy Curler, Shawna Alt and Steve Lillestrand.

Thank you,
Mary Jo Bowe
2024 WRA Chair

A NEW CHAPTER/CHANGE BRINGS OPPORTUNITY

As I begin my new role with the WRA as President & CEO, I wanted to share with you how I first started my career with the WRA and some of the priorities we will be focusing on in the years ahead.

Twenty-seven years ago, I knocked on the front door of the WRA, looking for an opportunity to learn and pursue my passions for real estate and advocacy. I was finishing up my first year of law school and hoping for a summer internship to help further my intended career as a real estate attorney. I was not responding to a job posting, nor did I have any personal connection with the WRA. However, the WRA had a reputation for being one of the top real estate trade associations in the country, and I wanted to learn from the best.

For 27 years, I have had the privilege of working with one of the best mentors and REALTOR® association CEOs in the country, Mike “Laki” Theo. Over the years, Laki has taught me a lot about lobbying, leadership and association management. More importantly, he has been a great friend and has served as a wonderful role model by always demonstrating empathy, professionalism and integrity in all aspects of his life. While Laki is retiring from the CEO position and his full-time responsibilities with the WRA, he will continue to assist the WRA in a consulting role and will be spearheading a new for-profit entity aimed at helping REALTOR® associations in Wisconsin and throughout the country better serve their members.

With historic housing inventory shortages, elevated interest rates, increasing vacancy rates in office properties and growing affordability concerns, the real estate industry faces significant challenges in the years ahead. Moreover, the REALTOR® organization is faced with challenges of its own with pending federal antitrust lawsuits challenging the current practice of REALTORS® and creating possible major changes in how properties are bought and sold. Collectively, these issues will require REALTOR® associations at all levels to evaluate and improve their value proposition to members and consumers.

With this in mind, the WRA board of directors adopted a strategic plan last year that focuses on becoming more essential to members’ businesses. This plan includes a local advocacy initiative, which commits more resources to improving the regulatory environment at the local level through zoning reform, streamlining development approval processes, and better educating local officials on the need to create more housing inventory. Moreover, the strategic plan focuses on working together with our local associations to create greater efficiencies where possible in areas like membership, accounting and dues billing. By reducing the time and resources spent on these administrative functions, both the WRA and local associations can focus more heavily on the services that truly add value to your business.

The WRA is fortunate to have another superb volunteer leadership team this year led by Chair Mary Jo Bowe of the greater Eau Claire area. In addition to continuing to implement our strategic plan priorities, Mary Jo has set high goals for the WRA in the areas of professional development, legislative advocacy and other initiatives that demonstrate our value to REALTOR® members. The WRA staff will be working on these initiatives throughout the year, and we will update you regularly on our progress.

At any time, if you have questions or suggestions on how the WRA can improve to help better service our members, please feel free to share them with me. We greatly value your suggestions and feedback. I look forward to my new role and responsibilities with the WRA and the many challenges and opportunities we will face together.

Best regards,
Tom Larson
WRA President & CEO

GUESS WHO'S BACK, BACK AGAIN?

BY CORI LAMONT
WRA VICE PRESIDENT OF LEGAL AND PUBLIC AFFAIRS

REALTOR® & Government Day (RGD) is back again. And 2024 is going to be a hot one! The legislative session will be coming to an end in late February or early March 2024, and the Capitol will be bubbling with activity.

RGD isn't centered around politics; it's focused on policies. Policies that mold the environment of your business, influence your transaction and protect private property rights. RGD is dedicated to these critical aspects — your business, your clients, your customers and the realm of real estate.

At RGD, it's about being a REALTOR®.

Regardless of political affiliation, or lack thereof, Wisconsin REALTORS® have consistently united together every year for more than four decades. On this one day, you converge in the state Capitol to advocate on issues that significantly affect your business and the real estate sector.

WHAT IS RGD?

RGD allows Wisconsin legislators to hear from REALTORS®, their constituents, on issues important to the real estate industry. While state legislators regularly hear from your WRA advocacy team about important matters, your voice and your story really capture the need for legislative change.

WHY SHOULD YOU ATTEND RGD?

RGD gives you the unique chance to speak directly with your lawmakers and advocate for issues that affect the real estate industry. As a practicing REALTOR®, you live with these

REALTOR® & Government Day
February 7, 2024 | Monona Terrace and the State Capitol | Free Registration

issues every single day. You hear and feel the frustration from your clients and customers about the hurdles they face with regulatory limitations, such as not being able to place a pier on a property, an unfair tax assessment, or overwhelmingly high property taxes preventing them from affording a property. While the WRA advocacy team can convey the same story, it is the way you personalize the story — because you have lived it — that cuts through the noise and resonates with the lawmaker.

IS RGD TRULY IMPACTFUL?

Certainly, the presence of hundreds of Wisconsin REALTORS® at the Capitol lobbying for various issues undoubtedly produces positive outcomes for the WRA's legislative priorities.

For the last 40 years, Wisconsin REALTORS® have been active on numerous fronts related to the Wisconsin state budget. This involvement has included opposition to proposals like doubling the Wisconsin transfer tax or endorsing measures such as supporting a property tax cap.

In the past 10 years, here are a few examples of the issues that have been on the agenda for RGD:

- Property taxes.
- Condition reports.
- Piers.
- Right to rent.
- Nonconforming structures.
- Broker experience requirements.
- Appraisal management companies (AMCs).
- Vested rights.
- Real estate licensee two-year statute of limitations on liability.
- Codifying the *Dinger* case.
- Time of sale requirements.
- Broadband expansion.
- Housing affordability.
- Wetland regulatory reform.
- Modernization of landlord tenant laws.
- DSPS website upgrades.
- Seller surveillance.
- Right to place a pier.
- Improving inspection reports.
- Chasing sales.
- 40-year access easements.

And one of RGD's most significant achievements took place just last year: Over 500 REALTORS® participated in the 2023 RGD and contributed to the successful passage of a historic $525 million investment in senior and workforce housing! REALTORS® did that! You did that!

Visit **www.wra.org/priorities** to learn more about the WRA's legislative victories in the past decade.

WHICH ISSUES WILL YOU LOBBY FOR DURING THE 2024 RGD?

At every RGD, the WRA's advocacy team arms you with written information and an in-person briefing to help you understand the issues you'll lobby for with your lawmakers during your Capitol visit. Again, your job for the day is to tell the story. Tell your lawmaker a story about the impacts on your client, a customer, a transaction or your business and how the legislation could help. Personalizing the message makes your advocacy more relatable and influential. You don't need to worry about the politics behind the bill, but instead the policy that can address the issues.

The following are brief overviews of some issues you likely will lobby for with your legislators at the 2024 RGD event next month.

Changes to Wis. Chap. 452 real estate practice

Wisconsin Statute Chapter 452 governs real estate brokerage practice, limitations on legal actions, investigation and discipline of licensees, and the duties and powers of the Real Estate Examining Board (REEB). Real estate brokers and salespersons are regulated by the Wisconsin Department of Safety and Professional Services (DSPS) as well as the REEB, which protects Wisconsin property buyers and sellers by ensuring safe and competent practice.

A new bill proposes a series of changes to create a safe harbor against liability for licensees to use government information if attribution to the government source is provided, creates specific disclosures to consumers in contracts when contractual rights are being assigned to another, and provides consistency in the statute and administrative rule relating to disclosure obligations by real estate agents.

Licensee advertising of FSBO properties

The WRA opposes SB 394/AB 407, a bill that aims to exempt real estate licensees from vital consumer protections such as inspection, disclosure and other duties. The removal of these license law requirements is a detrimental step that would undermine safeguards for consumers.

For many, a real estate transaction is the single largest financial transaction an individual is involved in. Accordingly, a license ensures that a professional has the necessary knowledge and skills to guide a party in a transaction, reducing the risk of fraud and protecting consumers.

Current Wisconsin law allows real estate licensees to advertise For Sale By Owner (FSBO) properties. To advertise a FSBO, a licensee must:

- Walk through the property to verify the condition and information provided (inspect).

- Enter into a written agreement identifying the services provided by the firm (listing contract).

In addition to eliminating the inspection requirements by a licensee advertising a FSBO to confirm what is actually being sold, SB 394/AB 407 eliminates the requirement to have a listing contract as well as other license requirements such as disclosure duties.

Addressing discriminatory covenants and deed restrictions in Wisconsin

The WRA supports SB 439/AB 444, which proposes to create a process that allows a property owner to act when a discriminatory restriction or covenant is recorded on their land.

Offensive, discriminatory covenants based on race and other protected classes appear in deeds and subdivision restrictions and covenants throughout Wisconsin. While illegal, this language haunts the title records and title commitment reports received by buyers looking to purchase these properties.

The 1968 Fair Housing Act and Wisconsin's Open Housing Law prohibit these covenants, but these laws do not erase discriminatory restrictions from property deeds and title records. Seeing such discriminatory language often stuns and offends potential buyers, adding more tension to the homebuying process that's already filled with emotion.

This legislation is intended to empower the property owner to act when a discriminatory restriction is recorded on their land record.

Join your fellow REALTORS® as one voice on February 7, 2024, in Madison.

EVENT DETAILS AND REGISTRATION

FEBRUARY 7, 2024 I FREE REGISTRATION
MONONA TERRACE AND THE STATE CAPITOL

When you attend RGD, you can let your state lawmakers know what keeps you up at night and impacts your business, your clients and property rights. And after your visit to the Capitol, enjoy complimentary drinks and hors d'oeuvres with your fellow REALTORS®.

EARN CE CREDIT WHEN YOU ATTEND RGD

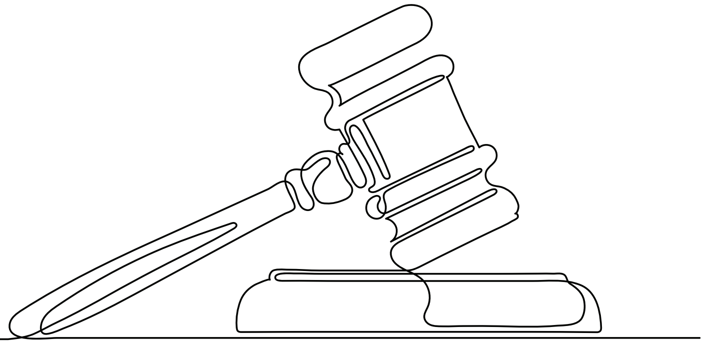
When you attend RGD 2024, you can earn one hour of CE credit for the 2023-24 Wisconsin real estate biennium! Simply attend RGD and complete and pass the CE course exam provided at the event to earn one hour of CE credit.

EVENT AGENDA

12:30 p.m. Registration desk open
1:00 p.m. Welcome
1:15 p.m. Guest speaker (Gov. Evers invited to attend)
1:40 p.m. WRA advocacy issues briefing
3:00 p.m. Group photo at Capitol
3:15 p.m. Capitol office visits
4:30 p.m. Reception

REGISTER FOR FREE

www.wra.org/RGD24



THE BEST OF THE LEGAL HOTLINE
FORMS, FORMS, FORMS

BY WENDY HOANG
WRA STAFF ATTORNEY

Forms are a crucial part of a real estate transaction. Because Wisconsin licensees are required to use state-approved forms, it is important for licensees to be aware of any updates to the WB forms.

MANDATORY USE DATE

What is a mandatory use date? When do licensees need to use the updated forms?
The mandatory use date is when licensees must use the updated WB forms. The mandatory use date for the listing contracts, buyer agency and tenant representation agreements, and all the offers to purchase is January 1, 2024.

What happens if a licensee uses an old version of a WB form?
Wis. Admin. Code § REEB 16.06(7) provides that licensees "shall use the latest approved version of a board-approved form." Licensees who fail to use the most recent version of the WB forms after the mandatory use date may face discipline from the Department of Safety and Professional Services.

REVISIONS

Which forms were changed?

Listing contracts
- WB-1 Residential Listing Contract — Exclusive Right to Sell
- WB-2 Farm Listing Contract — Exclusive Right to Sell
- WB-3 Vacant Land Listing Contract — Exclusive Right to Sell
- WB-4 Residential Condominium Listing Contract — Exclusive Right to Sell
- WB-5 Commercial Listing Contract — Exclusive Right to Sell
- WB-6 Business Listing Contract — Exclusive Right to Sell
- WB-37 Residential Listing Contract — Exclusive Right to Rent

Buyer agency agreements
- WB-36 Buyer Agency Agreement
- WB-38 Commercial Buyer Agency/Tenant Representation Agreement

Tenant representation agreement
- WB-39 Tenant Representation Agreement

Offers to purchase
The offers to purchase were revised to include the wire fraud notice.
- WB-11 Residential Offer to Purchase
- WB-12 Farm Offer to Purchase
- WB-13 Vacant Land Offer to Purchase
- WB-14 Residential Condominium Offer to Purchase
- WB-15 Commercial Offer to Purchase
- WB-16 Offer to Purchase — Business With Real Estate Interest
- WB-17 Offer to Purchase — Business Without Real Estate Interest
- WB-24 Option to Purchase
- WB-47 Amendment to Buyer Agency/Tenant Representation Agreement

What was changed in the forms?
The listing contracts as well as the buyer agency and tenant representation agreements were updated to include the following:
- Greater consumer transparency language regarding commission.
- Language encouraging alternative dispute resolution.
- A note highlighting the two-year limitation on liability.
- A wire fraud notice.

Additionally, all the offers to purchase now include a wire fraud notice before the signature lines to raise awareness. None of the other provisions in the offers to purchase were moved or modified, so all other sections of the offer forms remain the same.

What commission language was modified?
The Commission section of the forms was revised to further improve consumer transparency. For example, the listing contracts were modified as follows:

> ***COMMISSION*** *The Seller and the Firm agree the Firm's commission shall be ________________.*

The buyer agency and tenant representation agreements were modified in the same manner but refer to the Buyer and Tenant, respectively.

The revised forms indicate that a variety of commission models and business models exist. To that effect, the Compensation to Others section of the listing contracts was modified as follows:

> ***COMPENSATION TO OTHERS*** *The Firm offers the following commission to cooperating firms working with buyers such as subagents and buyer's firms: _______________. (Exceptions if any): _______________. There is no standard market commission rate. Commissions and types of service may vary by firm and are negotiable based on the firm you hire. Compensation to others may be offered to firms acting as subagents and firms representing buyers as incentive to participate in the sale of firms' listings through multiple listing services or in compensation agreements.*

The Payment by Owner or Owner's Agent section in the buyer agency and tenant representation agreements was modified to further explain that when a firm seeks payment of commission from the owner's agent, that means seeking payment from the listing firm through the multiple listing service or compensation agreements.

> ***PAYMENT BY OWNER OR OWNER'S AGENT:*** *The Firm is hereby authorized to seek payment of commission from the owner (e.g., seller) or the owner's agent (e.g., listing firm through the multiple listing service or compensation agreements) provided that all parties to the transaction give prior written consent. Buyer shall pay the Firm's compensation, reduced by any amounts the Firm receives from the owner or the owner's agent.*

Because there is no Compensation to Others section in the buyer agency and tenant representation agreements, the buyer agency and tenant representation agreements were modified to enhance transparency to include the following:

> *There is no standard market commission rate. Commissions and types of service may vary by firm and are negotiable based on the firm you hire.*

The remaining language in these sections of the forms remains the same.

Do I still need to use the Addendum C?

The WRA-ADDC Addendum C — Commission Transparency was created to create greater transparency with consumers about commission charges. The addendum is no longer needed because the updated WB forms include the commission transparency language.

What language was modified in the Dispute Resolution section?

The new language in this section provides that the parties may consider alternative dispute resolution instead of pursuing court action. Mediation and arbitration are strongly encouraged before court proceedings, but neither is required.

> ***DISPUTE RESOLUTION*** *The Parties understand that if there is a dispute about this Listing or an alleged breach, and the Parties cannot resolve the dispute by mutual agreement, the Parties may consider alternative dispute resolution instead of judicial resolution in court. Alternative dispute resolution may include mediation and binding arbitration. Should the Parties desire to submit any potential dispute to alternative dispute resolution, it is recommended that the Parties add such in Additional Provisions or in an Addendum.*

To bring further awareness to the two-year time frame for litigation against real estate firms and agents, revisions were made to the listing contracts as well as the buyer agency and tenant representation agreements to include a note highlighting Wis. Stat. § 452.142. The note aims to educate consumers and licensees about the two-year time frame.

> ***NOTE:*** *Section 452.142, Stats., places a time limit on the commencement of legal actions arising out of this Agreement.*

What does the wire fraud warning say?

The warning educates consumers to only wire funds for a transaction if they have obtained independent verification from a trustworthy, known source that the wire transfer instructions received are indeed correct.

The warning is in a box and indented to further emphasize the importance of the warning. Additionally, the warning is placed in an easy-to-find location right before the signature lines.

RESOURCES

Where can I get the updated WB forms?

WB forms are available in Transactions (zipForm Edition) and the WRA's PDF Forms Library.

Where can I learn more about the forms and the forms revisions process?

You can read more about updates to the forms at the following:

- The WRA's forms update resource webpage: **www.wra.org/FormsUpdate**.
- November 2023 *Legal Update*, "Changes to the WB Forms," at **www.wra.org/LU2311**.
- "2024 Brings Change to the WB Forms: Six Things to Know to Prepare for the New Year," in the November 2023 *Wisconsin Real Estate Magazine*: **www.wra.org/WREM/Nov23/Changes**.

WHAT IS UP AT THE DSPS?

BY JENNIFER LINDSLEY
WRA DIRECTOR OF LEGAL SERVICES AND LICENSING

As the licensing entity for Wisconsin real estate licensees, the Department of Safety and Professional Services (DSPS) pursues the goal of consumer protection by periodically revising forms, updating their technology and disciplining real estate licensees for violations of license law. The real heavy lifting, though, is done by the Real Estate Examining Board (REEB) and the Real Estate Contractual Forms Advisory Council (Forms Council). Both the REEB and the Forms Council are comprised of volunteers who offer their time to make the real estate industry in Wisconsin better for consumers and licensees. The Forms Council reviews state-approved forms and makes recommended revisions to the REEB. The REEB has the final say in whether the recommended revisions are accepted. Additionally, the REEB has the authority to discipline real estate licensees for violations of license law.

FORMS UPDATE

The Forms Council recommended revisions to all the agency agreements and the offers to purchase over the course of 2023. The REEB approved the recommended revisions.

Agency agreements

- Added consumer-friendly language regarding the negotiability of commissions and compensation to others.
- Modified the dispute resolution language to better highlight alternative dispute resolution as an option.
- Added language to the Dispute Resolution section to draw attention to the two-year statute of repose to bring an action against a real estate licensee.
- Added a strongly worded wire fraud warning.
- Optional use date: December 1, 2023. Mandatory use date: January 1, 2024.

Offers to purchase

- Added a strongly worded wire fraud warning.
- Optional use date: October 1, 2023. Mandatory use date: January 1, 2024.

Resources highlighting the changes can be found on the WRA's forms update resource page at **www.wra.org/FormsUpdate**.

NEW ONLINE LICENSE PLATFORM

The DSPS unveiled LicensE as its new online, self-guided occupational license application platform for new applications and renewals. LicensE replaced the Online Licensure Application System. Additional information about LicensE is available at **dsps.wi.gov/Pages/LicensE.aspx**.

LICENSEE DISCIPLINE ISSUED BY THE REEB

Disciplinary orders are publicly available at **dsps.wi.gov/Pages/SelfService/OrdersDisciplinaryActions.aspx**. A person can file a complaint with the DSPS and REEB at **dsps.wi.gov/Pages/SelfService/FileAComplaint.aspx**.

Unauthorized practice of law

A licensee drafted an amendment to a commercial lease. There is not an approved form for amending a commercial lease. For those kinds of real estate or business opportunity transactions for which the REEB has not approved contractual forms, a licensee, when acting as an agent or a party, may use contractual forms drafted by a party or an attorney, if the name of the drafter is imprinted on the form before use by a licensee. This amendment did not bear the name of the drafter. If the amendment had been drafted by a party or an attorney and the name of the drafter was imprinted on the amendment, the licensee could have completed it.

The REEB ordered the licensee and the licensee's firm to each pay costs of $293.

Failure to provide brokerage services with reasonable skill and care

A broker acted as a property manager and supervised an unlicensed property manager. The unlicensed property manager allowed a tenant to move into a unit five months before executing the lease. When the lease was finally executed, the unlicensed property manager signed it on behalf of the owner. The REEB found that by authorizing an unlicensed individual to sign both a lease and a property management agreement, the broker aided and abetted the unlicensed real estate practice, which is a failure to provide brokerage services with reasonable skill and care.

The broker was ordered to pay costs of $1,000. Additionally, the broker was required to engage another broker for one year to review each completed property management agreement or lease to ensure proper completion. The broker engaged by the other broker was ordered to provide quarterly reports to the REEB. The REEB also ordered the broker to complete one hour of education on contracts and one hour of education on property management.

Advertising in a way that is false, deceptive or misleading

A broker sent a letter to a property owner that indicated the sender was an investor and a real estate broker. Additionally, it said, "THIS CHECK reflects a legitimate cash offer for your property at" and identified the owner's property. Further, it said the broker could close in 30 days or less and the broker would purchase the property as is with no required repairs. The letter included an image of a signed check made to the property owner in the amount of $32,421.60. The "check" purported to be from the broker and contained watermarks and a check number. The letter contained additional text stating, "We are ready to turn this into a LIVE CHECK for your property at" the property owner's address.

The property owner asked the broker to move forward with the sale. The broker asked to see the property, and the property owner refused and said he wanted to move forward with the sale.

The REEB found that the letter and "check" constituted advertising in a false, deceptive or misleading manner and ordered the broker and the broker's business entity to each pay $1,258.

CONCLUSION

That is a wrap on what the DSPS has been up to. The WRA strives to publish DSPS reports periodically to update not only on disciplinary cases but to also give an overview of what else the DSPS has been up to, such as forms revisions and technology updates. DSPS reports can be found at **www.wra.org/DSPSreports**.

ETHICS CITATION POLICY NOW INCLUDED IN THE STATEWIDE PROFESSIONAL STANDARDS ENFORCEMENT PROGRAM

BY JANINE SMITH
DIRECTOR OF STATEWIDE PROFESSIONAL STANDARDS

EFFECTIVE JANUARY 1, 2024

Members who belong to a local association participating in the Statewide Professional Standards Enforcement Program are subject to the WRA Citation Policy. This is new for some members, as not all local associations have utilized a citation policy before participating in the statewide program. The citation policy allows the association to issue fines and education requirements for violations of specific articles of the REALTOR® Code of Ethics.

Any person, whether a member or not, may file a complaint against an association member alleging a Code of Ethics violation for any of the 17 Articles. Complaints cannot be anonymous, must be in writing and must be timely filed. Ethics complaints must be filed within 180 days after the facts constituting the matter complained of could have been known in the exercise of reasonable diligence or within 180 days after the conclusion of the transaction or event, whichever is later.

Ethics complaints received by the association are forwarded to a grievance panel for review. If it is determined the alleged violations in the complaint are citable offenses, the panel will issue a citation based on a predetermined fine schedule. The policy limits the number and type of citations a member may receive. Respondents can choose to either comply with the citation or request an ethics hearing. The identity of the complainant will be kept confidential unless the respondent requests a hearing.

If you see something, say something. That doesn't mean your first and only response is to file a complaint. Many times, a misunderstanding or miscommunication can be successfully resolved by talking to the other agent or their managing broker. This may be enough to correct any issues, including unethical behavior. If not, filing an ethics complaint may lead to a citation being issued or the dispute being resolved through mediation before going to a formal ethics hearing.

Real estate is a self-policing industry, or self-correcting, as some like to say. Due to the cooperative nature of this business, no one wants to see themselves on either side of an ethics complaint. It's not easy to call attention to a peer's unethical behavior, but it is a step to take to help elevate professionalism.

WRA PROFESSIONAL STANDARDS ADMINISTRATOR

Phone number: 608-242-2299
Email: psa@wra.org
Online: www.wra.org/professionalstandards

ETHICS CITATION POLICY HIGHLIGHTS

Applicable Articles and Standards of Practice

- Article 1: 1-6, 1-7, 1-8
- Article 3: 3-6, 3-8, 3-9
- Article 4: second sentence
- Article 6: 6-1
- Article 12: 12-1, 12-3, 12-4, 12-5, 12-6, 12-7, 12-8, 12-9, 12-10, 12-12, 12-13
- Article 16: 16-16, 16-19

Automatic Escalating Fines and Education

- 1st offense: $250
- 2nd offense: $500 + education
- 3rd offense: $1,000 + education

Exception: Article 3, 3-9 — Access to Property

- 1st offense: $1,000
- 2nd offense: $2,000 + education

Failure to comply results in suspension of membership until compliance occurs. See the complete citation policy and schedule of fines at **www.wra.org/professionalstandards**.

LOCAL ASSOCIATIONS PARTICIPATING IN THE STATEWIDE PROFESSIONAL STANDARDS ENFORCEMENT PROGRAM

- Central Wisconsin Board of REALTORS®
- Door County Board of REALTORS®
- Jefferson County Board of REALTORS®
- La Crosse Area REALTORS® Association
- Lake Superior Area REALTORS®
- Lakes Area REALTORS® Association
- Lakeshore REALTORS® Association
- Manitowoc County Board of REALTORS®
- Northwoods Association of REALTORS®
- REALTORS® Association of Northeast Wisconsin
- REALTORS® Association of Northwestern Wisconsin
- REALTORS® Association of South Central Wisconsin
- Rock Green REALTORS® Association
- Southshore REALTORS® Association
- Western Wisconsin REALTORS® Association

LEGAL RESOURCES

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

LEGAL HOTTIPS

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

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

LEGAL UPDATES

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

December 2023: "Top Five Legal Developments for 2023"
Review a recap of the legal developments of 2023, including antitrust lawsuits, short-term rentals and more.

November 2023: "Changes to the WB Forms"
Learn about updates to Wisconsin real estate forms to kick off 2024.

October 2023: "Heightening Wisconsin's Commission Transparency"
Review antitrust basics and also find out what the two recent lawsuits against NAR mean for Wisconsin licensees.

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

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. – 4:30 p.m. Central

www.wra.org/LegalHotline

WISCONSIN HOMEOWNERS ALLIANCE

A VOICE FOR HOMEOWNERS

BY JOE MURRAY
WRA DIRECTOR OF POLITICAL AND GOVERNMENTAL AFFAIRS

The Wisconsin Homeowners Alliance (WHA) launched in 2005 as an organization designed to be the voice of homeowners and property owners statewide.

While separate from the WRA, the mission of the WHA was clear: "to advance and promote issues of concern to the more than 3 million homeowners in Wisconsin through education and advocacy. The WHA will keep state and local officials, and the public, aware of how various proposed policies could help or hurt housing and property ownership."

As a 501(c)(4) non-profit corporation, the WHA is funded through WRA member dues and, when appropriate, other like-minded organizations that share the goal of advancing and promoting issues of concern to Wisconsin homeowners and property owners.

THE GREAT PIER STANDOFF: 2004–06

Once the WHA was in place, the first agenda item emerged: The Wisconsin Department of Natural Resources' (DNR) attempt to regulate new and existing piers using the same standards.

From 2004 to 2006, pier regulation was a controversial topic in Madison. The real controversy began when the DNR introduced administrative rules that attempted to apply new pier standards retroactively to existing piers. The proposed rules generated public backlash because they would have made thousands of existing piers illegal.

During this two-year debate, a DNR advisory committee failed to reach consensus on standards for new and existing piers. The legislature rejected two DNR attempts to apply the standards for new piers to existing piers. Then the legislature passed its own bill, AB 850, as a compromise by all parties, but AB 850 was vetoed by then-Gov. Jim Doyle. The legislature, governor and the DNR failed to get a compromise acceptable to all stakeholders.

THE WHA TO THE RESCUE

The newly created WHA jumped into action. Amid the "great pier standoff" involving the legislature, governor and the DNR, waterfront property owners had little knowledge about this debate or how the new rules could impact their piers. Recognizing the timeliness with the WHA mission, it was clear that public engagement was essential.

For the first time, the WHA helped inform the public how a proposal to regulate piers would affect property rights. The DNR, mandated to hold public hearings around the state on its proposed pier rules, gave property owners affected by these rules the opportunity to voice their concerns. The WHA initiated a campaign to update property owners on DNR proposals and urged their attendance at the DNR hearings. The WHA sent notifications using direct mail, radio ads and billboards statewide.

WHA SUCCESS

The campaign to "educate and advocate" was a success. The hearings required bigger facilities to accommodate the crowds, and the DNR heard the message loud and clear: the new standards should not apply retroactively to existing piers that were lawful when they were placed, period.

The campaign also asked property owners to contact their legislators and the governor and demand a change to the proposed rules. Once the phone calls stopped, the DNR and governor were ready to compromise: legislation was passed and signed into law that prevented new standards from applying retroactively to existing piers, and the DNR's discretionary authority to require other piers to obtain an individual permit was gone.

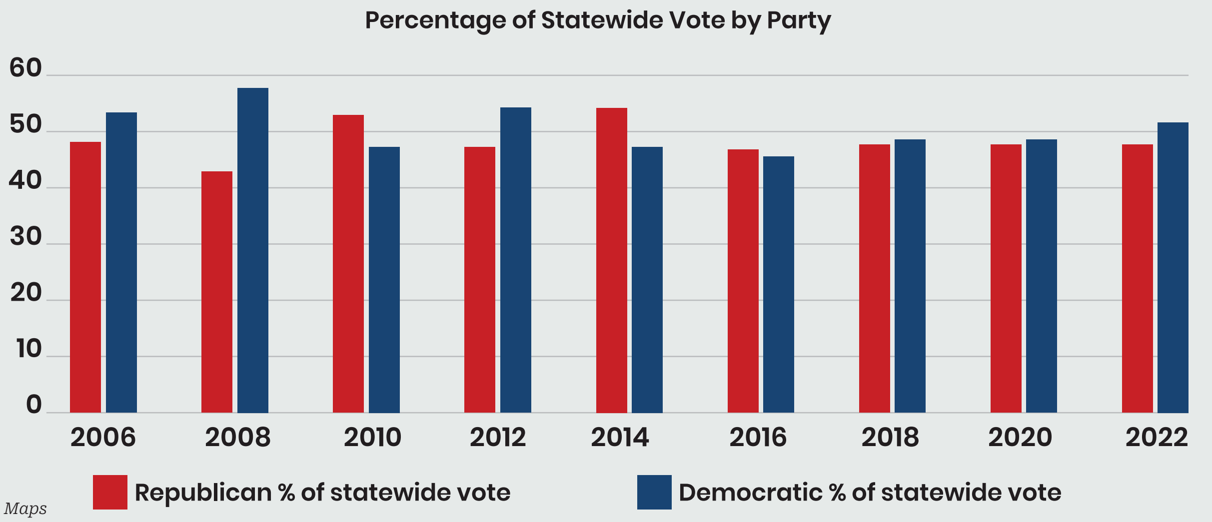
Mission accomplished: The WHA informed property owners and other stakeholders about a critical issue, and once they understood the harmful effects on their property rights, they responded. Since then, the WHA has waged similar issue advocacy campaigns to protect private property rights and other issues that affect property owners.

Learn more at **wisconsinhomeownersalliance.org**

CAMPAIGN SPENDING IN SWING STATE WISCONSIN

BY JOE MURRAY
WRA DIRECTOR OF POLITICAL AND GOVERNMENTAL AFFAIRS

FIGURE 1



Source: Fair Maps

A handful of swing states usually decide U.S. presidential elections. And according to the University of Virginia Center for Politics, the 2024 presidential election could be decided by four states rated as toss-ups where either side could win: Arizona, Georgia, Nevada and Wisconsin.

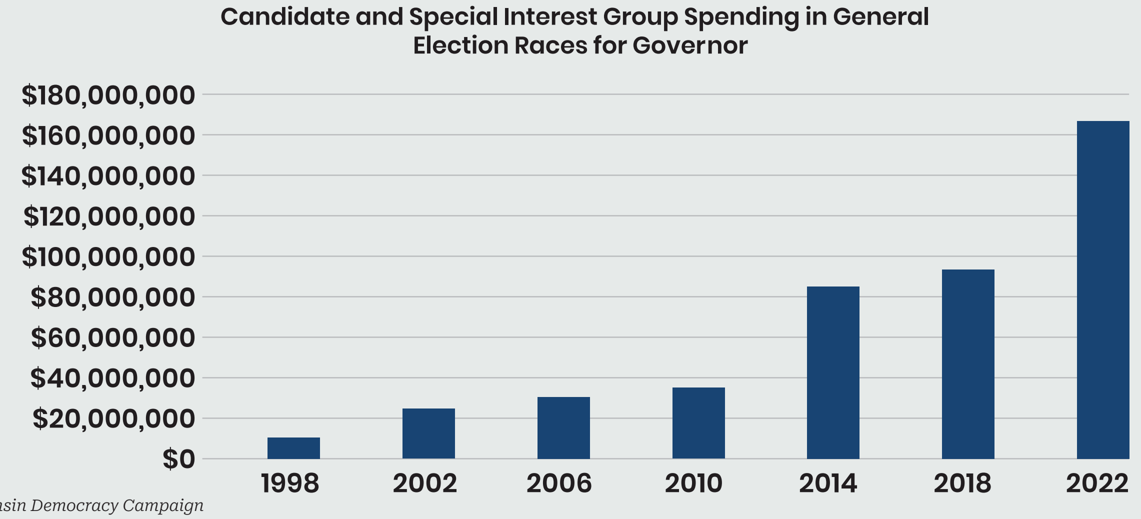
Wisconsin has been and continues to be a highly competitive battleground state in presidential elections and other top-of-the-ticket races for U.S. Senate, governor, attorney general and state Supreme Court, where tens of millions of dollars are pouring into the Badger State in the form of political advertising and individual contributions to the candidates.

Because Wisconsin is a toss-up state, record-breaking election spending places Wisconsin nationally near the top as a state with some of the most expensive gubernatorial, senate and presidential elections. The most recent statewide election in Wisconsin, which was the Wisconsin Supreme Court race between liberal Janet Protasiewicz and conservative Dan Kelly in April 2023, was the most expensive state judicial election in U.S. history. Combined spending among candidates and outside special interest groups topped $50 million, shattering the previous record of $15 million for a 2004 Illinois Supreme Court race.

If an election cycle is trending toward a blue or red wave, Wisconsin generally follows the trend. But more often, Election Day reveals highly competitive and tight results. As shown in Figure 1, the statewide vote totals from 2016 to 2022 were almost all within one point or less.

Figures 2, 3 and 4 illustrate the rapid acceleration of campaign spending in Wisconsin in the last 12 years.

FIGURE 2



Source: Wisconsin Democracy Campaign

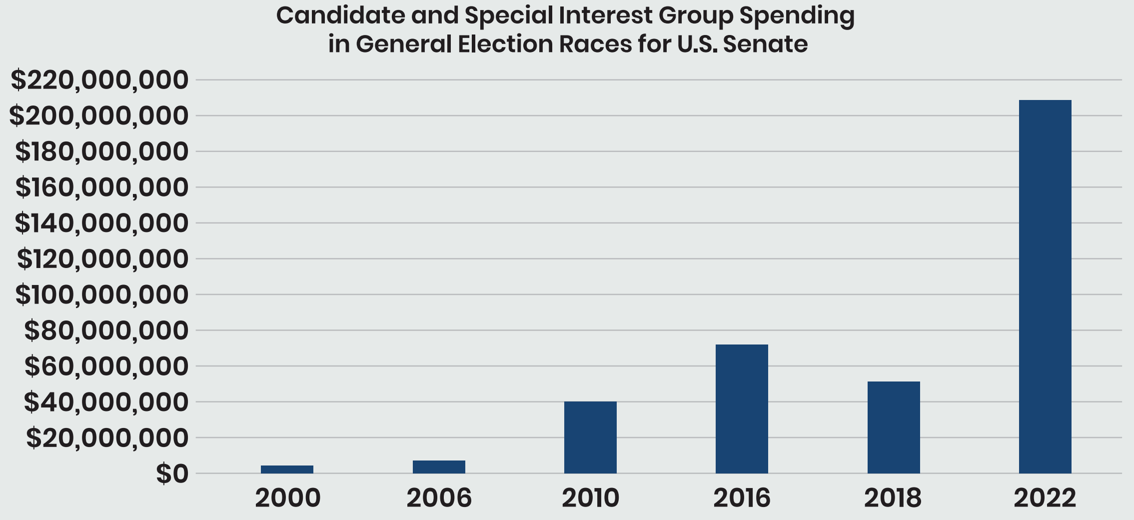
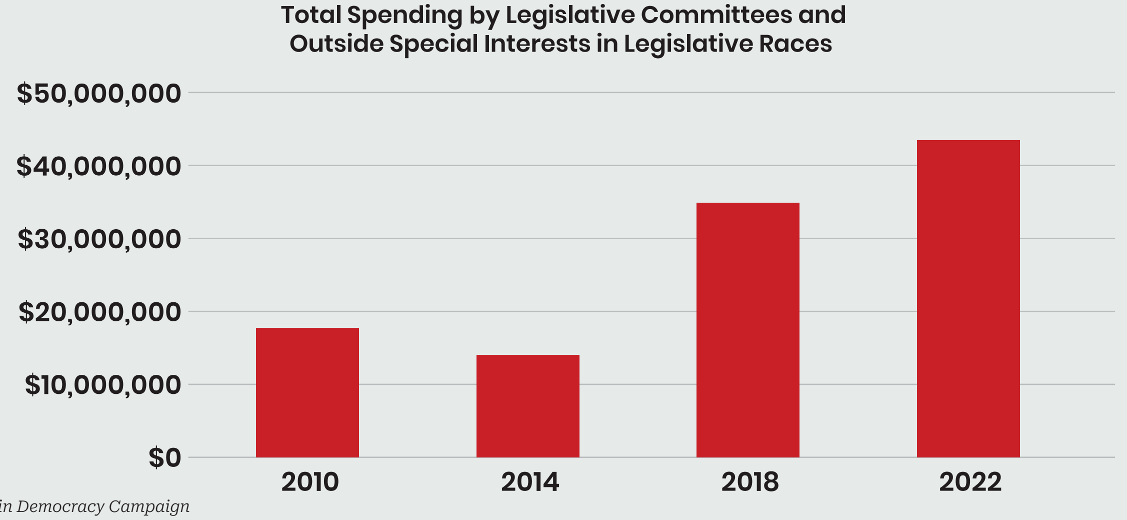


FIGURE 4



Source: Wisconsin Democracy Campaign

In 2024, Wisconsin will be a hotly contested battleground state in the presidential election, and campaign spending will be off the charts. In addition, Tammy Baldwin will be running for a third six-year term for the U.S. Senate, and the legislature will likely be running in new districts drawn or selected by the Wisconsin Supreme Court. The bars in these spending charts will only go in one direction: north.

ANNUAL REAL ESTATE FORMS UPDATE

The Wisconsin Real Estate Examining Board (REEB) recently updated several forms used in Wisconsin real estate practice, and all include a mandatory use date of January 1, 2024. Now that the new year is here, be sure you're equipped with the new forms for your transactions!

FORMS REVISED FOR 2024

Listing contracts

- WB-1 Residential Listing Contract — Exclusive Right to Sell
- WB-2 Farm Listing Contract — Exclusive Right to Sell
- WB-3 Vacant Land Listing Contract — Exclusive Right to Sell
- WB-4 Residential Condominium Listing Contract — Exclusive Right to Sell
- WB-5 Commercial Listing Contract — Exclusive Right to Sell
- WB-6 Business Listing Contract — Exclusive Right to Sell
- WB-37 Lease Listing Contract — Exclusive Right to Sell

Buyer agency forms revised for 2024

- WB-36 Buyer Agency Agreement
- WB-38 Commercial Buyer Agency/Tenant Representation Agreement

Tenant representation forms revised for 2024

- WB-39 Tenant Representation Agreement

Offers to purchase revised for 2024

- WB-11 Residential Offer to Purchase
- WB-12 Farm Offer to Purchase
- WB-13 Vacant Land Offer to Purchase
- WB-14 Residential Condominium Offer to Purchase
- WB-15 Commercial Offer to Purchase
- WB-16 Offer to Purchase — Business With Real Estate
- WB-17 Offer to Purchase — Business Without Real Estate
- WB-24 Option to Purchase
- WB-47 Amendment to Buyer Agency/Tenant Representation Agreement

ACCESS THE NEW FORMS

Find the forms in the WRA PDF Forms Library

With the WRA's online PDF Forms Library, you can access the WRA forms and WB forms you need, all online and all in digital PDF files. Previously a subscription-based product, the library is now free with WRA membership for 2024! Upon accessing the online library, WRA members simply agree to the terms of use to gain access. No fees required. Learn more and access forms at **www.wra.org/FormsLibrary**.

Find the forms in Transactions (zipForm Edition)

WRA members automatically receive access to Transactions (zipForm Edition) as a benefit of membership. With Transactions, you can make your transaction experience paperless and transition all to digital. All DSPS-approved real estate forms, WRA-related forms and select Wisconsin State Bar forms are available on Transactions. The full suite of revised WB forms for 2024 are all available for your use in your Transactions account. Learn more at **www.wra.org/Transactions**.

PDF FORMS LIBRARY NOW AVAILABLE WITH WRA MEMBERSHIP

For years, the WRA PDF Forms Library product has been available for Designated REALTORS® for an annual subscription fee. But for 2024, that fee changes to "free"!

Effective January 1, 2024, PDF Forms Library access is now included with your WRA membership. That's right, as long as you are a WRA member, you automatically receive access to all PDF versions of the WRA and WB forms included in the PDF Forms Library. You simply need to agree to the product's terms of use upon accessing the library at **www.wra.org/FormsLibrary**, and then you're in. No fees and no subscription required.

FORMS LIBRARY AT A GLANCE

- Includes over 100 forms, including all current WB forms and WRA-copyrighted forms.
- Available for all WRA members as a benefit of membership.
- PDF versions of WRA and WB forms are easily accessible in an online portal.
- Members can download the entire library at once or download a single form in an unlocked PDF format.

WHY UTILIZE THE FORMS LIBRARY?

You can access the WRA forms and WB forms you need, all online and all in digital PDF files. In short, the PDF Forms Library is your solution for meeting the demand of using digital forms outside of Transactions (zipForm Edition).

Given the ever-changing nature of real estate forms, we pledge to keep you up to date with changes to the library. With your WRA membership, you'll receive email notifications about forms library updates — these include revisions to existing forms as well as the availability of entirely new forms.

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Simple CRM for your business.

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WWW.WRA.ORG/EXCLUSIVEPARTNERS

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

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

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

TRANSACTIONS (ZIPFORM EDITION)
Make your transactions paperless with Transactions (zipForm Edition).

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Discuss your practice questions with a real estate attorney.

WRA PDF FORMS LIBRARY
Your source for PDF versions of the WRA and WB forms for your practice.

Learn more about all WRA member benefits:
WWW.WRA.ORG/MEMBERBENEFITS

TAX STRATEGY TRAINING COURSE NEXT MONTH
February 12-13, 2024

Tax laws significantly affect your business — but how well do you understand them? Get ahead of tax season with the CRS tax strategies course offered virtually in February. This course explores the Tax Cuts and Jobs Act of 2017, its implications, and impacts on primary residences and residential investments.

In addition to gaining a better understanding of tax laws and how they affect your business, this virtual course also offers CRS and GRI credit.

- Course: Tax Strategies for the Real Estate Professional
- Date/time: February 12-13, 9:00 a.m. – 12:30 p.m. each day
- Format: Virtual
- Fee: $160 through January 28

Register: www.wra.org/CRS

HOMEBUILDING BUYER REPRESENTATION COURSE
March 14-15, 2024

Shift your expertise into a different gear to represent buyers during the homebuilding process. While you likely help clients find ready-to-move-in homes, this training equips you with the tools to thrive in guiding buyers through the exciting process of constructing a new home with a builder. You'll finish this course with detailed knowledge surrounding the purchase, construction and customization of a new home.

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

Register: www.wra.org/ABR

VIRTUAL CE
Participate in live CE from home

Earn CE credits with live instruction without leaving home! Join WRA instructors Jennifer Lindsley, Tracy Rucka and Wendy Hoang for virtual CE.

Virtual CE dates and offerings
• February 20: Courses 1 – 3
• February 22: Courses 4 – 6
• February 27: Courses 7 – 9
• February 29: Courses 10 – 12
• March 5: Electives 1 – 3
• March 7: Electives 4 – 6

Virtual CE details
• Time: 8:30 a.m. – 12:00 p.m. each day
• Format: Virtual livestream course
• Fee: $28.50 (includes 3 courses)

Register: www.wra.org/RECE2324

CE ON DEMAND
CE convenience to the max

Your CE, your way. Streamline your CE with CE On Demand — an effortless online experience. We upped the ante this biennium with new program features like synergistic learning, enhanced visuals, convenient segments and checkpoint questions so you can study at your pace with digital content that allows you to learn anytime and anywhere. Plus, get the 18-course bundle and save 20%, or save 5% with the 12-course bundle.

• Format: On Demand
• Fee: $135 for 18-course bundle

Register: www.wra.org/RECE2324

OFFERING	FORMAT	DETAILS & REGISTRATION
EVENTS		
REALTOR® & Government Day: February 7, 2024	Live in Madison	www.wra.org/RGD24
WRA Annual Convention: September 29-Oct. 1, 2024	Live in Wisconsin Dells	Save the date!
PRE-LICENSE TRAINING		
ONGOING TRAINING		
Broker Pre-license Course	On Demand	www.wra.org/BPL
Sales Pre-license Course	On Demand	www.wra.org/SPL
Sales Pre-exam Review	On Demand	www.wra.org/SalesPreExamReview
PROFESSIONAL DEVELOPMENT TRAINING		
SCHEDULED TRAINING		
CRS Tax Strategies Course: February 12-13, 2024	Virtual	www.wra.org/CRS
ABR Homebuilding Course: March 14-15, 2024	Virtual	www.wra.org/ABR
CRS Probate Specialist Course: April 11-12, 2024	Virtual	www.wra.org/CRS
CRB Profitable Company Course: April 18-19, 2024	Virtual	www.wra.org/CRB
ONGOING TRAINING		
GRI On Demand	On Demand	www.wra.org/GRI
Home Essentials Video Series	On Demand	www.wra.org/HomeEssentials
Line by Line Forms Training	On Demand	www.wra.org/LinebyLine
Mini Course Series	On Demand	www.wra.org/Mini
Quick Start	On Demand	www.wra.org/QuickStart
REAL ESTATE CONTINUING EDUCATION		
SCHEDULED TRAINING		
CE Courses 1-3: February 20, 2024	Virtual	www.wra.org/CE2324
CE Courses 4-6: February 22, 2024	Virtual	www.wra.org/CE2324
CE Courses 7-9: February 27, 2024	Virtual	www.wra.org/CE2324
CE Courses 10-12: February 29, 2024	Virtual	www.wra.org/CE2324
CE Electives 1-3: March 5, 2024	Virtual	www.wra.org/CE2324
CE Electives 4-6: March 7, 2024	Virtual	www.wra.org/CE2324
ONGOING TRAINING		
2023-24 Real Estate CE	Self-study Book	www.wra.org/CE2324
2023-24 Real Estate CE	On Demand	www.wra.org/CE2324
WRA WEBINARS AND FORUMS		
SCHEDULED TRAINING		
February 1, 2024	Virtual	www.wra.org/BLF
March 6, 2024	Virtual	www.wra.org/BLF
PARTNER WEBINARS		
THE PAPERLESS AGENT WEBINARS		
January 18, 2024	Virtual	www.wra.org/RPR
February 6, 2024	Virtual	www.wra.org/RPR
February 15, 2024	Virtual	www.wra.org/RPR
March 5, 2024	Virtual	www.wra.org/RPR
March 21, 2024	Virtual	www.wra.org/RPR

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


Definitely a front porch with a swing...
#homeownershipgoals
The WHEDA Advantage loan has everything your home buyers need to achieve their home ownership goals.
Visit www.wheda.com to learn how.
Certain program restrictions and eligibility requirements apply.
WHEDA
www.wheda.com