

WISCONSIN REAL ESTATE MAGAZINE

INSIDE this Issue:

Annual REALTOR® Recognition

The Inspection Contingency

Real Estate at a Crossroads

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Annual REALTOR® Recognition

In the annual recognition issue of *Wisconsin Real Estate Magazine*, we commemorate, congratulate and celebrate REALTORS® who made a commitment in 2024 to make their customers and clients, their colleagues, their state, their communities and themselves better.



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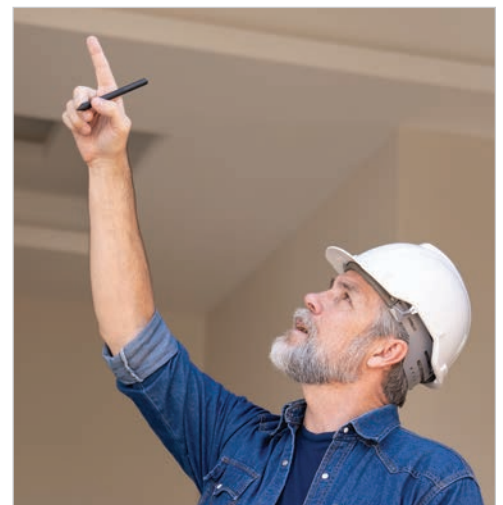
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DECEMBER HOUSING REPORT

DECEMBER HOUSING MARKET CLOSES STRONG EVEN THOUGH INVENTORY REMAINS VERY TIGHT

BY DAVE CLARK

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

December 2024 Wisconsin housing report at a glance:

- December sales jumped 9.2% versus 12 months earlier.
- The median price was 8.8% higher than December 2023.
- Housing supply was tight at 2.7 months, favoring sellers.
- Statewide listings were 3.8% higher than December 2023.
- Affordability dropped 10% year over year.

See the full report: www.wra.org/HSRDec2024

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



DECEMBER HOUSING



5,125
CLOSED SALES DEC 2024
+9.2%
FROM DEC 2023



\$305,000
MEDIAN PRICE DEC 2024
+13.0%
FROM DEC 2023

ACTIVE LISTINGS BY PRICE

PRICE RANGE	NUMBER OF LISTINGS
\$0-\$124,999	983
\$125,000-\$199,999	2,241
\$200,000-\$349,999	4,785
\$350,000-\$499,999	3,644
\$500,000 & higher	3,772

15,170
TOTAL STATEWIDE LISTINGS
DEC 2024
+3.8%
FROM DEC 2023

MEDIAN PRICES BY REGION

CENTRAL	\$263,000
NORTH	\$265,000
NORTHEAST	\$285,000
SOUTH CENTRAL	\$340,000
SOUTHEAST	\$318,400
WEST	\$291,000

AVERAGE DAYS ON MARKET

77 DAYS DEC 2024
COMPARED WITH
71 DAYS DEC 2023

MONTHS OF INVENTORY
2.7 DEC 2024
2.7 DEC 2023

MONTHLY HOUSING ACTIVITY

Statewide	December 2024	December 2023	% Change	Year to Date 2024	Year to Date 2023	% Change
New Listings	3,158	3,279	-3.7%	N/A	N/A	N/A
Total Listings	15,170	14,608	+3.8%	N/A	N/A	N/A
Closed Sales*	5,125	4,694	+9.2%	67,544	64,518	+4.7%
Median Sales Price	\$305,000	\$270,000	+13.0%	\$310,000	\$285,000	+8.8%
Months of Inventory	2.7	2.7	0.0%	N/A	N/A	N/A
Avg. Days on Market	77	71	+8.5%	N/A	N/A	N/A
Affordability Index	126	140	-10.0%	N/A	N/A	N/A

	Median Price			Closed Sales		
Region	December 2024	December 2023	% Change	December 2024	December 2023	% Change
Central	\$263,000	\$205,000	+28.3%	339	307	+10.4%
North	\$265,000	\$215,000	+23.3%	431	414	+4.1%
Northeast	\$285,000	\$250,000	+14.0%	1,072	941	+13.9%
South Central	\$340,000	\$325,000	+4.6%	1,014	934	+8.6%
Southeast	\$318,400	\$275,750	+15.5%	1,821	1,658	+9.8%
West	\$291,000	\$256,200	+13.6%	448	440	+1.8%

Report criteria: Reflecting data through December 2024. *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 21, 2025, at 8:00 a.m.

Location:

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

Meeting agenda:

1. Call to order — WRA Chair Chris DeVincentis
2. Association issues
3. Adjournment

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

NOMINATE A 2025 DISTINGUISHED SERVICE AWARD HONOREE

Know a Wisconsin REALTOR® who exemplifies leadership and dedication to the WRA? Nominate them for the 2025 Distinguished Service Award! This prestigious honor recognizes individuals with at least five years of membership or employment.

Applications for 2025 recipients are due March 15, 2025. Awardees will be announced and celebrated at the WRA Annual Convention in September. Submit nominations at www.wra.org/DSAaward.

APPLICATIONS AVAILABLE FOR 2026 LEADERSHIP

The WRA nominating committee is seeking applications for several WRA leadership positions for 2026:

- Treasurer
- Executive committee vice president
- Board of director regional representative (regions four and five: one opening each*)

In addition, the committee is seeking applications for NAR Director. Apply online at www.wra.org/Apply. Application deadline is March 15, 2025.

**Preliminary number of openings will be determined by the membership count on February 28, 2025.*

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WISCONSIN REAL ESTATE MAGAZINE

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Amy Curler, Chair of the Board-elect
Shawna Alt, Treasurer
Mary Jo Bowe, Immediate Past Chair
Brian Slinkman, Vice President
Angela Walters, Vice President

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REIMAGINING REAL ESTATE: BUILDING TRUST AND LEADING WITH INNOVATION

The real estate industry is at an exciting crossroads. Rapid changes in consumer expectations, market dynamics and legal scrutiny present both challenges and opportunities. To remain leaders in our field, we must evaluate and modernize our practices and policies, ensuring they are logical, transparent and aligned with the needs of today's consumers. By embracing change, we can enhance the real estate experience for our clients while strengthening the future of our profession.

The WRA is committed to leading this charge. Over the next year, the WRA board of directors will undertake a comprehensive evaluation of key real estate practices and policies. This effort aims to identify improvements that foster consumer trust, promote fairness and position REALTORS® as trusted professionals in an increasingly competitive landscape.

One focus area is agency relationships. Clearly defining the parameters of an agency relationship is critical to fostering trust and reducing disputes. For example, should REALTORS® working with buyers be required to act as buyer representatives by default, with an opt-out clause for alternative agency roles? Additionally, we'll explore whether dual agency should be modified to reduce or eliminate conflicts of interest and ensure undivided loyalty to clients. These discussions will shape how we build confidence and transparency into our client relationships.

The board will also evaluate the National Association of REALTORS® Clear Cooperation Policy (CCP), which requires

listing brokers to submit their listings to the MLS within one business day of public marketing and has sparked both support and criticism. As an alternative, should Wisconsin's listing contract be revised to give sellers more detailed information about marketing options, empowering them to make decisions best suited to their goals?

The payment of referral fees between real estate licensees is another critical topic. In some states, the payment of referral fees has raised some legal concerns primarily tied to federal and state regulations, ethical considerations and consumer protection. These concerns have caused some states to provide additional clarity as to when referral fees between licensees can be paid and under what conditions.

These topics represent just a snapshot of the work ahead. The WRA's commitment to these discussions reflects a proactive approach to evolving our profession. By embracing innovation and accountability, we can help build a real estate industry that is more transparent, consumer-friendly and resilient to legal challenges.

We will update you with the status of these discussions. Stay tuned.

Tom Larson
WRA President & CEO



REALTOR® & GOVERNMENT DAY

April 17, 2025 | Monona Terrace and the State Capitol

Join us at REALTOR® & Government Day (RGD) to amplify your voice and advocate for your business, industry and clients. Come together with REALTORS® statewide to meet in person with state lawmakers to champion priorities vital to the real estate industry, homeownership and property rights in Wisconsin.

Register today: www.wra.org/RGDay



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.

CELEBRATING EXCELLENCE

Wisconsin REALTORS® recognized nationally in 2024

Three Wisconsin REALTORS® made waves on the national stage in 2024, earning prestigious recognitions from the National Association of REALTORS® (NAR). These honors reflect their commitment to the industry, dedication to the community, and their tireless pursuit of excellence. Meet these individuals whose extraordinary achievements put Wisconsin in the spotlight.



CHARLIE WILLS

NAR's 2024 Good Neighbor Award Winner

Charlie Wills, broker at Charlie Wills Team — Real Estate Partners in Madison, was a 2024 Good Neighbor Award winner. NAR's Good Neighbor Awards recognize REALTORS® who make an extraordinary impact on their communities through volunteer work. Wills co-founded 100 Men of Dane County, raising over \$2.5 million for children's charities that support youth through education, housing and mentoring.



MARY JO BOWE

NAR's 2024 Wisconsin REALTOR® of the Year

Mary Jo Bowe received the 2024 Wisconsin REALTOR® of the Year Award from NAR. This honor celebrates Bowe's outstanding contributions to the real estate profession, her local community and the REALTOR® spirit. Since 1956, NAR has recognized state REALTORS® of the Year for their exceptional service and leadership — Bowe exemplifies these qualities, setting a high standard for her peers.



JIM IMHOFF

NAR's 2024 Distinguished Service Award Recipient

Wisconsin REALTOR® and longtime industry leader Jim Imhoff was named the 2024 recipient of NAR's Distinguished Service Award. With over 50 years of real estate experience, Imhoff founded the First Weber Foundation, guided countless REALTOR® organizations, and mentored the next generation of industry professionals. Imhoff's influence and dedication have earned him one of NAR's highest honors, recognizing a lifetime of impactful service.

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 2024.

DISTINGUISHED SERVICE AWARD

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



ROSE BOGOSIAN

Gonnering Realty Inc., Kenosha

Rose Bogosian works at Gonnering Realty in Kenosha and has over 30 years of experience in the industry. She currently serves as a director for NAR and sits on both the NAR Safety Committee as well as the WRA Forms Committee, which she chaired in 2024. Gonnering is also co-chair of the Southshore REALTORS® Association Safety Committee and remains active in the WRA Public Policy Committee and Legal Action Committee. She was the recipient of the 2022 WRA RPAC Extraordinary Service Award and the 2018 SRA Humanitarian of the Year Award.



MARY JO BOWE

Edina Realty Inc., Eau Claire

Mary Jo Bowe has been in real estate since 2005 and has managed Edina Realty offices in Northwestern Wisconsin since 2016. She is the 2024 WRA chair of the WRA and has sat on the WRA board for eight years. Bowe has also served on the REALTORS® Association of Northwestern Wisconsin (RANWW) board for over 12 years in various roles, including the board and the Professional Standards Committee. Bowe was recently selected as the REALTOR® representative on the Eau Claire County Land Information Council.



TRACY RUCKA

Wisconsin REALTORS® Association, Madison

Tracy Rucka has worked at the WRA since 1998 and is the WRA Director of Professional Standards and Practices. She serves as a WRA Legal Hotline attorney, specializing in professional standards administration and training, and is involved in authoring legal publications and member education. Rucka previously served as the executive officer of the Northwoods Association of REALTORS® and began her real estate career in the mid-1980s before law school. Rucka was awarded the WRA Instructor of the Year Award in 2012.



JACCI SEE

First Weber Inc., Middleton

Forty-year industry veteran Jacqui See is a top producer with First Weber Inc. in Middleton as part of The See Team. She founded her own real estate company in Rhinelander before moving to Madison in 1992. See is a certified REBAC instructor and has taught Quick Start training courses for the WRA. See holds the ABR, CRB, CRS and MCNE credentials. See has served as the president of the REALTORS® Association of South Central Wisconsin as well as the RASCW Housing Foundation, and she also received the 2012 RASCW REALTOR® of Distinction Award.



WRA CHAIR CITATION AWARD

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

Rep. Scott Krug

Assembly District 72

Scott Krug is a Wisconsin politician and legislator from Arkdale, Wisconsin. He was elected to the Wisconsin Assembly in 2010 and served as the Chairperson of the Assembly Committee on Campaigns and Elections for 2023-24.

The WRA recognizes Rep. Krug for his instrumental role in supporting real estate-related legislation in Wisconsin. His work has been vital in shaping policies that provide clarity and stability for homebuyers, sellers and industry professionals. His focus on ensuring a balanced and fair regulatory environment has greatly benefited the real estate market.



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.

J. Michael Mooney

MLG Capital, Brookfield

J. Michael Mooney is a co-founder, principal and chairman emeritus of MLG Capital, a private equity real estate firm. With over 57 years in the industry, he has held various roles, including past president and director of NAIOP-WI, board member of the WRA and the Wisconsin Economic Development Association, and two terms as chairman of NAI Global's Worldwide Leadership Board.

Mooney was instrumental in the 2010 merger that created the Waukesha County Business Alliance. He has received numerous accolades, such as the NAIOP-WI J. Michael Mooney Award, NAI Global Lifetime Achievement Award and the Wisconsin TITAN 100.



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).

Mike Didier

RE/MAX United LLC, Port Washington

Mike Didier is a third-generation REALTOR® and managing partner at RE/MAX United in Port Washington. Didier serves as a WRA RPAC trustee and a board member of the Wisconsin Homeowners Alliance. He also serves as a director for the Metro MLS board and is on the WRA's Professional Standards Committee. In addition, Didier is a past president of the Ozaukee REALTORS® Association and has served on the WRA board of directors.



Tim Roehl

Coldwell Banker Real Estate Group, Verona

Tim Roehl specializes in residential sales, property marketing and buyer representation in Dane County. A REALTOR® for over 19 years, Roehl is a member of the WRA and the REALTORS® Association of South Central Wisconsin (RASCW) and also serves on the RASCW Professional Standards Committee. Roehl is part of the Coldwell Banker International Presidents Circle, representing the top 4% of associates globally.



WCR MEMBER OF THE YEAR AWARD

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

Tom McCormick

Exit Realty Horizons, Wauwatosa

McCormick is the broker/owner of Exit Realty Horizons and is a longtime WCR supporter. He has served on numerous committees for GMAR as well as GMAR's Public Policy Task Force. McCormick is a founding member of the YPN Milwaukee chapter. He regularly attends NAR legislative meetings in Washington, D.C., and holds several designations, including the ABR, CREN, C2EX and BPOR.



CRS MEMBER OF THE YEAR AWARD

This award is given by the Wisconsin chapter of the Residential Real Estate Council (RRC). This recipient has demonstrated accomplishments in real estate and outstanding commitment to the chapter.

Tonya Thomsen

Modern Realty Partners, Waukesha

A REALTOR® since 2003, Tonya Thomsen leads real estate teams in the Metro Milwaukee and Madison markets. She holds the ABR, CRS and GRI designations. Thomsen has served in leadership roles with the RRC, including the Wisconsin chapter president as well as the regional vice president, and currently sits on the RRC board of directors.

2024 DESIGNATIONS AND CERTIFICATIONS

Congrats to these REALTORS® who earned new credentials in 2024.

ABR DESIGNATIONS

Accredited Buyer's Representative

Connie F. Ahola, Exit Realty Horizons, Cudahy	Amy S. Bretl, Weichert REALTORS® Place Perfect, Marinette
Gabriela Alaniz, Limitless Sin Limites Realty LLC, Kenosha	Mackenzie K. Brogan, Keller Williams Realty, Lisbon
Christopher S. Alexander, NextHome Midwest, Sun Prairie	Samantha L. Bronge, Expert Real Estate Partners LLC, Neenah
Heidi Rose Anderson, Century 21 Affiliated, Beloit	Reid F. Brueser, T3 Realty LLC, Oconomowoc
Samantha Ausloos, Northwoods Community Realty LLC, Tomahawk	Michael Brueske, Keller Williams Integrity Realty, Hudson
Sanel Bajramovic, First Weber Inc., Greenfield	Caitlin M. Bubla, Reedsburg
Kathleen Bak, Gates and Gables Realty, Antioch	Kimberly K. Buchanan, Beiser Realty LLC, Redgranite
Jack D. Baker, Coldwell Banker Real Estate Group, Burlington	Mary E. Bunge, Century 21 Gold Key Realty Inc., Marshfield
Jacob Ballweg, Ballweg's Real Estate LLC, Beaver Dam	George M. Burton, LPT Realty, Kaukauna
Anne M. Baranski, Badger Realty Team, Cottage Grove	Christopher J. Butterfield, Woods & Water Realty, Bloomer
Steven L. Barfield, Shorewest REALTORS®, Milwaukee	Susan M. Campbell, Shorewest REALTORS®, Mequon
Donna M. Bartels, Pleasant View Realty, Plymouth	Joseph Cattani, Shorewest REALTORS®, Greendale
Anna M. Bauer, Century 21 Affiliated, Altoona	Steven Caylor, RE/MAX Lakeside, Mount Pleasant
Monica A. Bauer, Century 21 Affiliated, Altoona	Suzanna Cecchin, Weichert REALTORS® Lakepoint, Madison
Brock Baumann, Century 21 Dairyland Realty North, Medford	Aletha J. Champine, Keller Williams Realty, Wauwatosa
Kelly E. Beardsley, The Wisconsin Real Estate Group, Brookfield	James H. Cheshire, First Weber Inc., McNaughton
Lynn K. Becker, Shorewest REALTORS®, Mequon	John J. Christopherson, State Wide Real Estate, Marinette
Brandon L. Behling, 1st Pick Realty, Wauwatosa	Richard R. Churchill, Expert Real Estate Partners LLC, Neenah
Jennifer L. Beltrame, Homesmart Connect LLC, Waukegan	Jennifer K. Clark-Larsen, Coldwell Banker Real Estate Group, Denmark
Amy M. Betker-Steffensen, Coldwell Banker The Realty Group, Janesville	Kyle G. Clements, Lannon Stone Realty LLC, Milwaukee
Peter J. Boettcher, Century 21 Affiliated, Wisconsin Dells	Shannon M. Combs, RE/MAX Lakeside, Greendale
Nicholas Bolen, Bolen Realty Inc., Antigo	Tom D. Combs, RE/MAX Lakeside, Greendale
Stacey R. Bolen, Knaack Realty LLC, De Pere	Barbara Coniff, Barbara Coniff Realty, Green Bay
Sara L. Bollmann, Shorewest REALTORS®, Franklin	Pam L. Conlin, Midwest Prestige Realty LLC, West Bend
Theresa A. Borkowski, eXp Realty LLC, Milwaukee	Maritza Contreras, Compass Wisconsin, Gurnee
Elizabeth E. Brach, Exit Realty HGM, Waunakee	Wayne D. Corban, eXp Realty LLC, Racine
Danielle C. Bradford, Realty Executives Integrity, Cedarburg	Michael Corey, Coldwell Banker Real Estate Group, Fontana
	Leonel Cortes Jr., Legacy First LLC, Green Bay
	Danielle L. Cottrell, Beiser Realty LLC, Redgranite
	Brady Cronk, GRIP Realty LLC, Altoona
	Laurie A. Cummings, First Weber Inc., Ironwood

ANNUAL RECOGNITION

Gretchen S. Cunningham, Cunningham Realty Group
Wisconsin, Chetek

Jacqueline Daams, RE/MAX Newport, Racine

Carlie Dahl, Century 21 Dairyland Realty North, Medford

Kati A. Damato, Hometowne Realty LLC, South Milwaukee

Devante S. Daniels, Modern Realty Partners LLC, Milwaukee

Beth M. DeForge, Castle Rock Realty LLC, Mauston

Jenny E. Diedrick, LIV Wisconsin Realty, Greenville

Michelle L. Diermeier, Coldwell Banker Real Estate Group,
Hortonville

Kayla Dock, Realty Executives Integrity, Oostburg

Dustin M. Dodge, Ferndale Realty, Ellsworth

Joshua R. Downs, Woods & Water Realty Inc., Chippewa Falls

Susan Drone, Keller Williams Realty, Whitefish Bay

David L. Dunn, eXp Realty LLC, Milwaukee

Natasha Easter, RE/MAX Elite, Kenosha

Laura Eisel, First Weber Inc., Racine

Stacy Elaine, Mode Realty Network, Madison

Ashlyn Ellefson, Realty Executives Premier, Milton

Lisa L. Engel, RE/MAX Preferred, Madison

Michael S. Ertmer, Better Homes and Gardens Real Estate
Special Properties, Green Lake

Tammie Evans, First Weber Inc., Wisconsin Rapids

Tina M. Evens, RE/MAX Service First, Elm Grove

Elena C. Falbo, Eau Claire Realty Inc, Eau Claire

Corinne C. Fales, Compass Wisconsin, Hartland

Kevin D. Farley, Edina Realty Inc., Eau Claire

David Farmbrough, Rapids Homes LLC, Wisconsin Rapids

Carrie A. Fischer, Firefly Real Estate, Wauwatosa

Shannyn Franklin, RE/MAX Elite, Salem

Gary R. Frederick, XSELL Real Estate Company LLC, Kenosha

Emily P. Fulton, Shorewest REALTORS®, Whitefish Bay

Angela A. Funk, Keller Williams Realty, Whitefish Bay

Andrew E. Geiwitz, Keller Williams Green Bay, Green Bay

Jade Germain, Woods & Water Realty Inc., Chippewa Falls

Joseph F. Germain, Woods & Water Realty Inc., Chippewa Falls

Elizabeth J. Giddley, Resource One Realty LLC, Hobart

Vanessa D. Giles, Town & Country Realty, Woodruff

Sean Gitzlaff, RE/MAX Elite, Salem

Tommy Gohsman, RE/MAX Community Realty, Lake Mills

Megan Gorchoff, Shorewest REALTORS®, Mequon

Elizabeth A. Grabe, First Weber Inc., Mount Horeb

Stacie A. Grahs, RE/MAX Affiliates, Chippewa Falls

Denis N. Greatens, Keller Williams Realty, Spring Valley

Cindy P. Griesbach, Berkshire Hathaway HomeServices
True Realty, Black Earth

Heidi S. Gross, Coldwell Banker Advantage LLC, Nekoosa

Brandon Grosse, Accord Realty, Madison

Dean D. Haack, Coldwell Banker Real Estate Group, Greenville

Rebecca J. Hack, Coldwell Banker Real Estate Group, Shawano

Katrina Hake, RE/MAX Affiliates, Eau Claire

Kathryn L. Hall, Powers Realty Group, Milwaukee

Mark E. Hammen, LPT Realty, Slinger

Michelle M. Hansen, RE/MAX On The Water, Oshkosh

James C. Harris Jr., Vylla Home, Milwaukee

Sara Harris, Copper Key Realty & Waterfront LLC, Eau Claire

Robyn N. Harshaw, Coldwell Banker HomeSale Realty,
Menomonee Falls

Cheryl M. Hartjes, Expert Real Estate Partners LLC,
Combined Locks

Greg Harvey, Redman Realty Group LLC, Tomahawk

Deanna Haselhuhn, Property Executives Realty LLC, Eau Claire

Ashley L. Hausman, Edina Realty Inc., Spooner

Melodie A. Hawkins, EXIT Professional Real Estate, Monroe

Judi M. Heinz, Realty Executives Southeast, Eagle

Darryl Heyden, Realty ONE Group Boardwalk, Racine

Julia Hillman, @Properties, Williams Bay

Joel Hinsey, Stark Company REALTORS®, Verona

Joshua W. Hjorth, Keller Williams North Shore West,
Johnsburg

Tammie J. Hoff, Coldwell Banker River Valley REALTORS®,
Onalaska

AHWD CERTIFICATIONS

At Home With Diversity

Anne M. Baranski, Badger Realty Team, Cottage Grove

Elizabeth E. Brach, EXIT Realty HGM, Waunakee

Aaron P. Brunette, AABRU Real Estate, Bloomer

Mary E. Bunge, Century 21 Gold Key Realty Inc., Marshfield

Carri A. Busse, Shorewest REALTORS®, Green Bay

Dustin M. Dodge, Ferndale Realty, Ellsworth

Michelle Hardy, Shorewest REALTORS®, Franklin
Kent B. Henschen, Edina Realty Inc., Eau Claire
John P. Horning, Shorewest REALTORS®, Brookfield
Dana J. Keegan, Realty Executives Integrity, Cedarburg
Michael T. Kunesch, The Commercial Place, Appleton
J. Patrick Lunney, Edina Realty Inc., La Crosse
Kathleen V. Olson, Real Broker LLC, Madison
Fred W. Prassas, PMC Management of Northern Wisconsin, La Crosse
Suzanne C. Prieto, RE/MAX 24/7 Real Estate LLC, Dale
Christine R. Raasch, Woodland Lakes Realty LLC, Tomahawk
Monique Simmons, EXIT Realty Horizons, Milwaukee
Jennifer J. Skubis, Century 21 Affiliated, Milton
Kent W. Stern, Powers Realty Group, Milwaukee
Charisse Woodard, Exit Midstate Realty, Mosinee
Chad D. Zandi, Expert Real Estate Partners LLC, Appleton
Abdoul R. Zoure, Modern Realty Partners LLC, Wauwatosa

ALC DESIGNATIONS

Accredited Land Consultant

Travis Hamele, United Country Midwest Lifestyle Properties, Portage
Christopher B. Polfus, Whitetail Properties Real Estate LLC, New Richmond
Kyle P. Schultz, Whitetail Properties Real Estate LLC, Chaseburg

C2EX DESIGNATIONS

REALTORS® Commitment to Excellence

Amber L. Anderson, Vylla Home, Omaha
John Bast, Edina Realty Inc., Eau Claire
Rosemarie Bogosian, Gonnering Realty Inc., Kenosha
Wayne D. Corban, eXp Realty LLC, Racine
Amy L. Cornelius, Keller Williams Premier Realty, Fountain City
Jesse DeSantell, New Directions Real Estate, Sparta
Chris J. DeVincentis, Legendary Real Estate Services, Lake Geneva
Marc Frisco, RE/MAX Elite, Kenosha
Kent Gabrielsen, Coldwell Banker River Valley REALTORS®, Onalaska
Cassie Geoffrion, Berg Realty, Evansville

Heidi S. Hicks, Visions First Realty LLC, Ashland
Timothy R. Klingman, Homestead Realty Inc., Glendale
Colton Kniprath, Spring Green
Michael T. Kunesch, The Commercial Place, Appleton
Kara McManus, eXp Realty LLC, Middleton
Patricia M. Milka, Think Hallmark Real Estate, Hortonville
Melody D. Palmer, Keller Williams Realty Diversified, Eau Claire
Alexis M. Phillips, AABRU Real Estate, Eau Claire
Cheryl Routten-LaBarge, Coldwell Banker Siewert REALTORS®, Wisconsin Rapids
Francisco Sanchez Mora, NextHome My Way, Milwaukee
Tayler M. Spannknebel, Real Broker LLC, Sun Prairie
Ellen Wyssling Alonen, The Real Estate Store, Ironwood
Chad D. Zandi, Expert Real Estate Partners LLC, Appleton

CPM DESIGNATIONS

Certified Property Manager

Stacey M. Deal, Kay-Kay Management Services WI Inc., Racine

CRB DESIGNATIONS

Certified Real Estate Brokerage Manager

Jordan A. Ortiz, Beiser Realty, Winneconne
Angela Stoehr, Abodes Bestowed LLC, Milwaukee

CRS DESIGNATIONS

Certified Residential Specialist

Jennifer M. Castillo, Coldwell Banker Elite, Oconomowoc
Natasha Easter, RE/MAX Elite, Kenosha
Eileen Vandervelde, @properties-elleven | Christie's International Real Estate, Green Lake

E-PRO DESIGNATIONS

e-Pro

Whitney Girolamo, REALTORS® Association of Northwestern Wisconsin, Eau Claire
Nicole Kingston, Real Broker LLC, Wausau
Steven M. Vertz, Wizards of Real Estate, Appleton
Glenna L. Bachim, RE/MAX Prime, Beaver Dam
Lora Cordova, HomePoint Real Estate, Rosholt
Ryan Parkos, Coldwell Banker Real Estate Group, Fitchburg

ANNUAL RECOGNITION

Barbara A. Simonis, Coldwell Banker River Valley REALTORS®, Black River Falls

Mikayla P. Vaughn, Century 21 Affiliated, Wisconsin Dells

Deanna Haselhuhn, Property Executives Realty LLC, Eau Claire

Veronica R. Isham, Stark Company REALTORS®, Madison

GRI DESIGNATIONS

Graduate, REALTOR® Institute

Glenna L. Bachim, RE/MAX Prime, Beaver Dam

Lora Cordova, HomePoint Real Estate, Rosholt

Ryan Parkos, Coldwell Banker Real Estate Group, Fitchburg

Barbara A. Simonis, Coldwell Banker River Valley REALTORS®, Black River Falls

Mikayla P. Vaughn, Century 21 Affiliated, Wisconsin Dells

HFR CERTIFICATIONS

Home Finance Resource

Deanna Haselhuhn, Property Executives Realty LLC, Eau Claire

MRP CERTIFICATIONS

Military Relocation Professional

Andrea L. Alexander, Coldwell Banker HomeSale Realty, Mukwonago

Douglas D. Bartmann, Shorewest REALTORS®, Waukesha

Vicky S. Beckman, Beckman Properties, Oshkosh

Stacey R. Bolen, Knaack Realty LLC, De Pere

Kimberly L. Boyle, Cove Realty LLC, Kenosha

Danielle C. Bradford, Realty Executives Integrity, Cedarburg

Joseph Cattani, Shorewest REALTORS®, Greendale

Beth M. DeForge, Castle Rock Realty LLC, Mauston

Danielle Eaves, Keller Williams Select Realty, Edina

Tina M. Evens, RE/MAX Service First, Elm Grove

Paul J. Halberg, Wisconsin.Properties Realty LLC, Platteville

Robyn N. Harshaw, Coldwell Banker HomeSale Realty, Menomonee Falls

Jenna A. Johanning, eXp Realty LLC, Greenfield

Jeffrey D. Kaus, ERA MyPro Realty LLC, Menomonee Falls

Nicholas M. Libert

Carlie M. Malay, Century 21 Affiliated, Milwaukee

Dani Malay, Century 21 Affiliated, La Crosse

Brittany M. McCollum, The Wisconsin Real Estate Group, Menomonee Falls

Sarah T. McLean, Realty Executives Premier, Janesville

Kelly McPherson, Realty Executives Premier, Janesville

Tracy Modjeski, Shorewest REALTORS®, Mequon

Brandi C. Monroe, Shorewest REALTORS®, Greenfield

Christopher P. Novak, Coldwell Banker HomeSale Realty, Brookfield

Tristaca T. Patrick-Yarbrough, Coldwell Banker HomeSale Realty, Milwaukee

John R. Reuter, Integrity Homes — Real Broker LLC, Waunakee

Brenda Roeder, Coldwell Banker Realty, West Bend

Lisa J. Shine, Acre Realty Ltd., Neenah

Bill J. Swartwout, Keller Williams Realty, Dousman

May K. Vang, Premier Point Realty LLC, Germantown

Kyle W. Wahlgren, Compass Wisconsin, Madison

PMN DESIGNATIONS

Performance Management Network

Veronica R. Isham, Stark Company REALTORS®, Madison

PSA CERTIFICATIONS

Pricing Strategy Advisor

Connie F. Ahola, Exit Realty Horizons, Cudahy

Daniel Carran, Pleasant View Realty, Plymouth

Richard R. Churchill, Expert Real Estate Partners LLC, Neenah

Kyle G. Clements, Lannon Stone Realty LLC, Milwaukee

Wayne D. Corban, eXp Realty LLC, Racine

Brady Cronk, GRIP Realty LLC, Altoona

Jacqueline Daams, RE/MAX Newport, Racine

Devante S. Daniels, Modern Realty Partners LLC, Milwaukee

Jenny E. Diedrick, LIV Wisconsin Realty, Greenville

Kevin D. Farley, Edina Realty Inc., Eau Claire

Andrew Fischer, Castle Realty LLC, La Crosse

Nicholas R. Huston, RE/MAX Professionals, Clear Lake

Kari A. Kapellen, Pleasant View Realty, Plymouth

Ida Kinsle, Birchland Realty Inc., Phillips

Sallie K. Konruff, Shorewest REALTORS®, Hartland

Payton A. Krueger, Coldwell Banker Real Estate Group, Hortonville

Louis Kutzke, Weichert REALTORS® Great Day Group, Baraboo

Patti R. Langkau, RE/MAX 24/7 Real Estate LLC, Appleton
Natashia Laughnan, Coldwell Banker Action Realty, Schofield
Charles J. LeFebvre, Coldwell Banker Realty, Farmington
Mandi K. Miller, RE/MAX Forward, New Berlin
Nicole R. Mulder, Nima Realty Group, Oshkosh
Brigette B. Nolting, Bunbury & Associates REALTORS®, Columbus
Paul B. Olson, Hometowne Realty LLC, South Milwaukee
Melody D. Palmer, Keller Williams Realty Diversified, Eau Claire
Brandi J. Rihn, Woods & Water Realty Inc., Chippewa Falls
Malik T. Robinson, RE/MAX Preferred, Waunakee
Laura M. Rommelfanger, Adashun Jones Inc., Oshkosh
Stacy Schuster-Zander, NextHome Metro, Mount Horeb
Jacob Sheets, eXp Realty LLC, Cedarburg
Bill J. Swartwout, Keller Williams Realty, Dousman
Brittany A. Van Mun, Weichert REALTORS® Place Perfect, Appleton
Tori I. Wagner, Keller Williams Realty, Deerfield
Kimberly Warner, Epique Realty, Wind Point
Larry P. Weiss, Coldwell Banker Realty, Mequon
Pamela I. Wilda, Berkshire Hathaway HomeServices, Hortonville

RAA

Residential Accredited Appraiser

Daniel C. Flaherty, Associated Bank, Mukwonago

RENE CERTIFICATIONS

Real Estate Negotiation Expert

Cody A Burger, Exit Realty Unlimited, Peosta
Erlene Castaneda, Homestead Realty Inc., Darien
James H. Cheshire, First Weber Inc., McNaughton
Lora Cordova, HomePoint Real Estate, Rosholt
Michelle L. De Bruin, RE/MAX 24/7 Real Estate LLC, Hortonville
Tiffany L. Drahonovsky, Jason Mitchell Real Estate, Franklin
Carson J. Gallamore, Realty Executives Southeast, Waukesha
Cahrone C. Goethel, RE/MAX Grand, Madison
Allana A. Gonzalez, Vylla Home, Sturgeon Bay
Michele L. Greene, Shorewest REALTORS®, Waukesha
Peter C. Hammes, Shorewest REALTORS®, Plymouth

Deanna Haselhuhn, Property Executives Realty LLC, Eau Claire
Maria A. Jacobs, True North Real Estate LLC, Fish Creek
Kristine Jaeger, Sprinkman Real Estate, Madison
Sara P. Klein, The Kramer Group LLC, Sheboygan
Cindy Y. Lee, The Kramer Group LLC, Sheboygan
Tina M. Lewis, Home Team Real Estate Group LLC, West Allis
Maria G. Martinez, RE/MAX Service First, Waukesha
Cassandra M. Marver, The Kramer Group LLC, Sheboygan
Justin J. May, Realty Executives Cooper Spransy, Madison
Heather L. McNeill, Lori Droessler Real Estate Inc., Platteville
Brandi C. Monroe, Shorewest REALTORS®, Greenfield
Melody D. Palmer, Keller Williams Realty Diversified, Eau Claire
Ryan Parkos, Coldwell Banker Real Estate Group, Fitchburg
Nikita D. Patel, Aashram Realty LLC, Waukesha
Joel Pipkorn, The Kramer Group LLC, Sheboygan
Sean P. Quinn, The Kramer Group LLC, Sheboygan
Shari Rauland Mohr, Berkshire Hathaway Starck Real Estate, Fontana
Belinda J. Rhoden, Coldwell Banker Real Estate Group, Wind Lake
Janet R. Ruffolo, Ruffolo Team Real Estate LLC, Sturtevant
Kevin Sampson, The Kramer Group LLC, Sheboygan
Ann M. Senn, Keller Williams Green Bay, Oconto Falls
Laura A. Steinbacher, The Kramer Group LLC, Sheboygan
Angela Stoehr, Abodes Bestowed LLC, Milwaukee
Mary E. Tesc, Lannon Stone Realty LLC, Jefferson
Julia M. Thorstad-White, Badger Realty Team, Pensacola
Maxwell D. Woods, Realty Executives Cooper Spransy, Madison

REI CERTIFICATIONS

Real Estate Investment Specialist

Amberly A. Chernoff, Modern Realty Partners LLC, South Milwaukee
Linda Hyde, Legacy Realty Group LLC, Waterford

RSPS CERTIFICATIONS

Resort & Second-home Property Specialist

Samantha Ausloos, Northwoods Community Realty LLC, Tomahawk
Kimberly K. Buchanan, Beiser Realty LLC, Redgranite
Thomas A. Dorway, RE/MAX Realty 100, Naples

ANNUAL RECOGNITION

Iris Etheridge, Stark Company REALTORS®, Madison
 Sean Gitzlaff, RE/MAX Elite, Salem
 Joel Hinsey, Stark Company REALTORS®, Verona
 Cindy Johnson, Century 21 Affiliated, Racine
 Adam J. Klodowski, Klodowski Real Estate, Beaver Dam
 Louis Kutzke, Weichert REALTORS® Great Day Group, Baraboo
 Patricia Leak, Realty Executives Premier, Janesville
 Rachel Martin, Redman Realty Group, Eagle River
 Anelia T. McLaughlin, Fathom Realty LLC, Neenah
 Jeremy Oberlander, Redman Realty Group, Iron River
 Shari Rauland Mohr, Berkshire Hathaway Starck Real Estate, Fontana
 Thomas P. Rocque, Keller Williams Realty Diversified, Holcombe
 Jennifer Sagissor, First Weber Inc., Reedsburg
 Kathy R. Schultz, Keller Williams Realty Milwaukee, Southwest Waukesha
 Tiffany Seavecki, Realty One Group Haven, Nekoosa
 Laura Anne M. Smith, Coldwell Banker Real Estate Group, Sturgeon Bay
 Mark J. Vannucci, Keller Williams Realty, Bradenton

Jodi Teige, Exit Midstate Realty, Schofield
 Julia M. Thorstad-White, Badger Realty Team, Pensacola
 Jennifer A. Webster, ACTS Community Development Corp., Milwaukee
 CindiSue Zittlow, Brock and Decker Real Estate LLC, Withee

SRES DESIGNATIONS

Seniors Real Estate Specialist

Marc Weisz, Benchmark Real Estate LLC, Waukesha

SFR CERTIFICATIONS

Short Sales and Foreclosure Resource

Nicholas R. Ansay, Powers Realty Group, Grafton
 Ariana Bohorquez, Homestead Realty Inc., Milwaukee
 Jean M. Boothby, First Weber Inc., Port Washington
 Barbara Coniff, Barbara Coniff Realty, Green Bay
 Samantha Cricks, Forward Realty Group LLC, Wausau
 Judith A. Dollhopf, RE/MAX Forward, Waukesha
 Kristine K. Klodowski, Klodowski Real Estate, Beaver Dam
 Ricardo Lavariega, Mahler Sotheby's International Realty, Lake Geneva
 Adalgisa Lopez, AmaxImmo Real Estate, Schofield
 Anelia T. McLaughlin, Fathom Realty LLC, Neenah
 Nadine L. Meacham, Resource One Realty LLC, Lena
 Rod A. Mohan, LPT Realty, Chippewa Falls
 Tina Ray, Realty One Group Haven, Appleton
 Josephine E. Santiago, ACTS Community Development Corp., Milwaukee
 Terry L. Taylor, Edina Realty Inc., Eleva

2024 PARTNERSHIP FOR SUCCESS RECIPIENTS

The WRA Partnership for Success Program is designed to promote diversity within the REALTOR® membership and include perspectives from all walks of life including different life experiences, backgrounds, expertise, interests, viewpoints, characteristics and other qualities. Congratulations to the 2024 recipients!

Joyce Williams

Sponsoring broker: Joan Read, Keller Williams Milwaukee North Shore, Whitefish Bay

Myra Savage

Sponsoring brokers: Roy Scholtka and Bridget Scholtka Coldwell Banker Homesale Realty Inc., Wauwatosa

Manisha Fisher

Sponsoring brokers: Roy Scholtka and Bridget Scholtka Coldwell Banker Homesale Realty Inc., Wauwatosa

Amardeep (Dave) Ghuman

Sponsoring broker: Deb Cappello, eXp Realty LLC, Middleton

Tiara Thomas

Sponsoring broker: Diane Richmond, Grow With Us Realty, Kenosha

Adama Touray

Sponsoring broker: Amanda Whipple, Keller Williams Fox Cities, Appleton

Karolina Malcore

Sponsoring broker: Tom Breitlow, Shorewest REALTORS®, Waukesha

Shannon Lopez

Sponsoring broker: Deb Cappello, eXp Realty LLC, Middleton

Amaerani Sanchez

Sponsoring broker: Jose Flores, First Weber Inc., Greenfield

Hope Parker

Sponsoring broker: Bridget Scholtka, Coldwell Banker Homesale Realty Inc., Wauwatosa

Andrew (Drew) Heredia, Sr.

Sponsoring broker: Reena Manhoff, Homestead Realty Inc., Wauwatosa

Vanessa Casas Garcia

Sponsoring broker: Joan Read, Keller Williams Milwaukee North Shore, Whitefish Bay

Lilyana Soto-Ramirez

Sponsoring broker: Jose Flores, First Weber Inc., Greenfield

Kao Lee (Kayley) Vang-Thao

Sponsoring broker: Dave Corban, eXp Realty LLC, Middleton

Jadeleen Vang

Sponsoring broker: Joan Read, Keller Williams Milwaukee North Shore, Whitefish Bay

Aprel Handy

Sponsoring broker: Joan Read, Keller Williams Milwaukee North Shore, Whitefish Bay

Sandy Robles

Sponsoring broker: Terry Allen, Keller Williams The Green Bay Real Estate Market Center LLC, De Pere

Tiffany Lovett

Sponsoring broker: Dana Keegan, RE-Integrity Inc., Brookfield

Esmeralda Castaneda

Sponsoring broker: Terry Allen, Keller Williams The Green Bay Real Estate Market Center LLC, De Pere

Miguel Gonzalez

Sponsoring broker: Terry Allen, Keller Williams The Green Bay Real Estate Market Center LLC, De Pere

JaNyla Miller

Sponsoring broker: Justin Voisin, Shorewest REALTORS®, Germantown

Jeremy Morse

Sponsoring broker: Sara Papp, Keller Williams Realty Milwaukee Southwest, New Berlin

Venecia Love

Sponsoring broker: Amy Curler, First Weber Inc., Menomonee Falls

Note: The firm and sponsoring broker identified were the recipient's sponsoring broker and firm at the time the award was granted.

RPAC HALL OF FAME

The RPAC Hall of Fame recognizes members who have made a long-term commitment to REALTORS® Political Action Committee (RPAC). Congratulations to the following members of the Wisconsin RPAC Hall of Fame!

\$10,000 LEVEL

Catherine Bade, Edina Realty Inc., Racine
 Tina Balaka, Shorewest REALTORS®, Greenfield*
 James Barry, The Barry Company, Milwaukee
 Steve Beers, Compass Real Estate Wisconsin LLC, Lake Geneva
 Andy Beiser, Beiser Realty LLC, Winneconne
 Jeffrey Benson, RE/MAX Lakeside, Milwaukee
 Timothy Besaw, Besaw Properties, Green Bay*
 Lora Bladow, RE/MAX Excel, Wausau*
 Krag Blomberg, RE/MAX Affiliates, Colfax
 Rose Bogosian, Gonnering Realty Inc., Kenosha
 Mark Bourque, Berkshire Hathaway HomeServices Epic Real Estate, Kenosha
 Michael Brandner, Gowey Abstract & Title Company, Medford
 Michael Brenizer, Coldwell Banker Brenizer REALTORS®, Eau Claire
 Paul Brown, First Weber Inc., Mount Horeb
 Thomas Bunbury, Bunbury & Associates REALTORS®, Madison
 Diane Campshure Walczyk, Resource One Realty, De Pere*
 Paul Canfield, Copper Key Realty & Waterfront LLC, Eau Claire
 Barry Chavin, Newmark, Milwaukee
 Dawn Christensen, Century 21 Ace Realty, Appleton
 Richard R. Chronquist, Marshfield
 Julie Clarke, Realty Executives Integrity, Milwaukee
 Casey Clickner, Shorewest REALTORS®, Wauwatosa
 Michael Culat, Compass Wisconsin, Lake Geneva
 Amy Curler, First Weber Inc., West Bend
 John Czarniecki, Commercial United LLC, Cedarburg
 Gregory Dallaire, Dallaire Realty, Green Bay
 Anthony DeBartolo, Berkshire Hathaway HomeServices Epic Real Estate, Kenosha
 Ted Dentice, Shorewest REALTORS®, Waukesha
 Mike Didier, RE/MAX United LLC, Port Washington

Peter Didier, Port Washington
 Thomas Didier, RE/MAX United LLC, Port Washington
 Gilbert Docken, Mount Horeb
 Kevin Donnell, First Weber Inc., Brookfield
 Mary Duff, Stark Company REALTORS®, Madison
 Connie Erickson, Shorewest Door County, Sister Bay
 Robert Erickson, Egg Harbor
 Kathie Falk, Keller Williams Realty, Whitefish Bay
 Michael Fardy, Colliers International, Milwaukee
 Robert Flood, Jr., Founders 3 Real Estate Services, Milwaukee
 Hiam Garner, First Weber Inc., Madison
 Cindy Gerke-Edwards, Cindy Gerke & Associates, Onalaska
 Joe Germain, Woods & Water Realty Inc., Chippewa Falls
 Larry Gleasman
 Gary Grolle, Keating Real Estate, Genoa City
 Judy Gull, Winona
 Patricia Hasenbank, NextHome Hub City, Marshfield
 Judy Hearst, Coldwell Banker Realty, Milwaukee
 Stacey Hennessey, Century 21 Affiliated, Appleton
 Neil Hilgenberg
 John Hiller, Hiller Realty Inc., Mequon
 Jay Hoeschler, Gerrard-Hoeschler, Onalaska
 Jeff Hoffman, The Boerke Company Inc., Milwaukee
 Donald Hovde
 Glenn Hovde, Hovde & Hovde Inc. REALTORS®, Madison
 Christine Howard, Bell Bank Mortgage, Pewaukee
 James Imhoff, Universal Home Protection LLC, Madison
 Tracy Johnson, Commercial Association of REALTORS® Wisconsin, Milwaukee
 Michael Keefe, Lake Geneva
 Tom Keefe, Compass Wisconsin, Lake Geneva*
 Bruce Kilmer, Coldwell Banker River Valley REALTORS®, Westby*
 Kevin King, Monona

Jeffrey Kitchen

Michael Kleber, Zilber Property Group, Milwaukee

Peggy Kman, Coldwell Banker Realty, Mason

Dan Kruse, Century 21 Affiliated, Madison

Kathryne Kuhl, First Weber Inc., Madison

Jacqueline Kumm, Edina Realty Inc., New Richmond

Mike Kunesh, The Commercial Place, Appleton*

Cori Lamont, Wisconsin REALTORS® Association, Madison

Steve Lane, First Weber Inc., Stevens Point

Dan Lawler, Dan Lawler Broker, Rice Lake

Ray Leffler, RE/MAX Newport Elite, Racine

Jordan Leonhard, Mortgage Experts Team of Waterstone Mortgage, Marshfield

Laura Leonhard, Waterstone Mortgage, Auburndale

Steve Lillestrand, Coldwell Banker River Valley REALTORS®, Onalaska*

Richard Lincoln, Mandel Group Inc., Whitefish Bay

Laurie Logan, Keller Williams Realty, Monona

Arthur Luetke, Luetke Investment Real Estate, Madison

Benjamin Lyons, RE/MAX Lyons Real Estate, Waupaca

Jerry Lyons, Jerry C. Lyons, Waupaca

Tamara Maddente, First Weber Inc., Brookfield

Roger Mater, RE/MAX Service First, Brookfield

Kevin McKillip, Bear Realty of Burlington Inc., Lake Geneva

Dennis Midthun, Midthun Property Group, Evansville

Matthew Miller

Lana Mohs, Exit Greater Realty, Wausau

J. Michael Mooney, MLG Capital, Hartland

James Mulleady, Coldwell Banker Mulleady, Minocqua

Chad Navis, Zilber Property Group, Milwaukee*

David Neuville, Evansville

Amy Newcomer, ATI Home Inspector Training, Waukesha

Scott Newcomer, House To Home Inspections, Waukesha

Thomas Nielsen, Coldwell Banker Realty, Hudson

Dale Nordeen, Madison

Chris Northwood, Northwood Real Estate, Stevens Point

Anthony Nudo, Nudo Realty LLC, Kenosha

Mardelle O'Brien, Mardi O'Brien Real Estate Inc., Monona

Peter Ogden, Ogden & Company Inc., Milwaukee

Karen Pavlicek, Eagle Deer Land Company, Siren

Michael Pietrek, Edina Realty Inc., Onalaska*

Fred Prassas, PMC Management of Northern Wisconsin, La Crosse

Stephen Provancher, Newmark, Milwaukee

Ned Purtell, Founders 3 Real Estate Services, Milwaukee

Max Rea, RE/MAX Excel, Schofield

Adam Redman, Redman Realty Group, Minocqua

Scott Revolinski, Founders 3 Real Estate Services, Milwaukee

Michael Richgels, RE/MAX Results, Onalaska

Thomas Richie, Real Estate Solutions, Rice Lake

Amy Roehl, Tim O'Brien Homes Inc., Verona

Jeffrey Rosenberg, Midland Realty, Madison

Roger Rushman, First Weber Inc., Oconomowoc

Mike Ruzicka, Greater Milwaukee Association of REALTORS®, Wauwatosa

Rob Rybarczyk, Coldwell Banker Action Realty, Schofield

Paul Schieldt, Coldwell Banker The Realty Group, Janesville

James Schiferl, RJ Stockwell Inc., Abbotsford

Denise Schultz, Lakes Area REALTORS® Association, Elkhorn

Michael Sewell, Michael Sewell, REALTOR®, Green Bay

Peter Shuttleworth, Naples

Erik Sjowall, Bunbury & Associates REALTORS®, Madison

Brian Slinkman, NextHome Partners, Wisconsin Rapids

Michael Spranger, Michael Spranger, Broker, Wisconsin Rapids

Dan Stacey, RE/MAX Results, La Crosse

Douglas Stanich, Stanich Realty LLC, Kenosha

Phillip Stark, Stark Company REALTORS®, Madison

Brian Stephan, RE/MAX Results, Onalaska

Kel Svoboda, Compass Wisconsin, Franklin

Scott Swick, Pewaukee

Tom Sykora, Coldwell Banker Realty, West Bend

Andy Szymanskyj, Launch Realty Group, East Troy

Jim Villa, NAIOP WI, West Allis

Brittany Voigt, Century 21 Ace Realty, Neenah

Stewart Wangard, Wangard Partners Inc., Milwaukee

Casey Watters, Real Estate Solutions, Rice Lake

Robert Weber, First Weber Inc., Madison

Bob Webster, Jr., Compass Wisconsin, Lake Geneva

Lisabeth Weirich, First Weber Inc., Scottsdale

Scott Welsh, Colliers International, Milwaukee

Sheri White, eXp Realty LLC, Madison*

Peter Wiese, American Edge Real Estate Services Inc., Menomonie

ANNUAL RECOGNITION

Raymond Yunker, Sr., Yunker Real Estate Services, Sun Prairie

Michael Zahrt, First Weber Inc., Wausau

Ron Zahrt, Wausau

\$25,000 LEVEL

Rita Blenker, Century 21 Gold Key Realty Inc., Marshfield

Joyce Bytof

Sue Decker, Brock and Decker Real Estate LLC, Marshfield

Jack Drzewiecki, Acre Realty, Appleton*

John Flor, Keller Williams Realty Diversified, Chetek

Norman Flynn, Norman D. Flynn Associates Inc., Monona

Mary Gilbank, Shorewest REALTORS®, Clinton

Walter Hellyer, Egg Harbor

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

Philip Hilgenberg, Hilgenberg Realty, Green Bay

John Horning, Shorewest REALTORS®, Brookfield

Joe Horning, Shorewest REALTORS®, Brookfield

Pat Kaster, River City REALTORS®, Green Bay*

Darren Kittleson, Keller Williams Realty, Madison

Dan Lee, First Weber Inc., Madison

Brad Lois, Bear Realty of Burlington Inc., Burlington

Bill Malkasian

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

Becky Merwin, Berkshire Hathaway Starck Real Estate, Lake Geneva*

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

Stephen Mills, Bear Realty Inc., Kenosha

Lori Muller, Exit Elite Realty, Appleton

Joe Murray, Wisconsin REALTORS® Association, Madison

Chuck Olson, Coldwell Banker River Valley REALTORS®, Onalaska

Robert Procter, Axley Brynson, Madison*

Tim Roehl, Coldwell Banker Real Estate Group, Verona*

Jacci See, First Weber Inc., Middleton

Roger Stauter, Stark Company REALTORS®, Sun Prairie

Peter Sveum, Coldwell Banker Real Estate Group, Stoughton*

\$50,000 LEVEL

Terry Hilgenberg, Coldwell Banker Real Estate Group, Shawano

Tom Larson, Wisconsin REALTORS® Association, Madison*

Mary Rufledt, Elite Realty Group LLC, Eau Claire*

Dave Stark, Stark Company REALTORS®, Madison

Mike Theo, Madison

\$125,000 LEVEL

Joan Seramur, Minocqua

\$150,000 LEVEL

Jim Imhoff, First Weber Inc., Madison*

**RPAC Hall of Fame inductees for 2024.*

2024 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 2024 members.



LINDA FREUDENTHAL

REALTORS® Association of Northeast Wisconsin



KEITH SIPPEL

REALTORS® Association of Northeast Wisconsin



DUANE BREDESON

REALTORS® Association of South Central Wisconsin



KATHRYN WOOD

La Crosse Area REALTORS® Association

The National Association of REALTORS® will accept emeritus applications beginning January 15, 2025, for approval in May 2025. REALTOR® Emeritus members do not pay dues to the national or state association and are exempt from the NAR Code of Ethics. In addition to the required 40 years of REALTOR® membership, applications will require proof of one year of service at the national level.

\$500+ RPAC & DIRECT GIVER INVESTORS

Thank you to the following individuals who contributed \$500 or more to RPAC and/or the Direct Giver program in 2024.

Brandon Bergman, 2000 Development Corporation, Pewaukee

Chad Black, Roscoe

Cale Bredemann, Mosinee

Duane Bredeson, Bay Tree Real Estate Group Inc., Madison

Deborah Cappello, eXp Realty LLC, Lake Geneva

Nathan Conrad, Wisconsin REALTORS® Association, Madison

Samantha Cricks, Forward Realty Group LLC, Wausau

James Desmond, Shorewest REALTORS®, Mequon

Nick Didier, RE/MAX United LLC, Port Washington

Paul Dreutzer, ERA Starr Realty, Sturgeon Bay

Devin Fowler, Century 21 Affiliated, McFarland

Hiam Garner, First Weber Inc., Madison

Nancy Gerrard, Gerrard-Hoeschler, La Crosse

Brandon Grosse, Accord Realty, Madison

Christopher Holmstrom, Century 21 Pierce Realty LLC, Mercer

Jane Jadin, Mark D. Olejniczak Realty Inc., Green Bay

Julie Johnsrud, Success Realty, Marshfield

Adam Karcz, Mammoth Mortgage, Hatley

Teresa Keenan, Klapperich Real Estate Inc., Fond Du Lac

Christopher Klein, Assist 2 Sell, Menasha

Candace Kriner, Century 21 Affiliated, Appleton

Nicholas Lasier, Lasier Realty Inc., Minocqua

Jackie Leonhard, Northwoods Community Realty LLC, Tomahawk

Christopher Lewandowski, Keller Williams Prestige Realty, Slinger

James Liesner, Coldwell Banker Real Estate Group, Shawano

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Stephen Mills, Bear Realty Inc., Kenosha

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Chad Navis, Zilber Property Group, Milwaukee

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MEET A 2024 MAJOR INVESTOR

“The REALTOR® Party and the REALTORS® Political Action Committee (RPAC) work together to protect and promote homeownership and private property interests. In fact, RPAC’s major investors are the backbone of the REALTOR® Party. Operating with a unified voice, RPAC major investors support candidates and advocate for policies that foster robust communities and cultivate a thriving business landscape. I want to thank all 2024 major investors who made it possible to financially support candidates who support the issues that matter to our industry. You are critically important members of the REALTOR® Party!”

Rita Blenker

Century 21 Gold Key Realty, Marshfield



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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. Become a major investor by contacting Sandy Bolgrihn at the WRA at sandyb@wra.org.



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



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

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Eau Claire



Wisconsin REALTORS® Association
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RPAC major investors pictured are those who invested during the calendar year of 2024 and appear in the order in which they pledged contributions.

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NextHome Partners
Wisconsin Rapids



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Glenn Mohs
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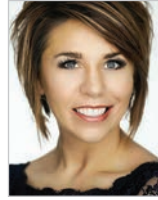
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Colfax



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Stephanie Spaeth
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Gizo Ujarneli
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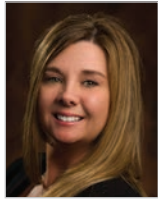
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Nicholas Carter
Keller Williams Realty
Signature, Rockford



Karla Clark
Century 21 Affiliated
Beloit



Jennifer Moran
Keller Williams Realty
Signature, Beloit



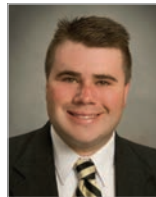
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Signature, Janesville



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La Crosse



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Kenosha



Paul Schieldt
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Jeff Zuelke
Zuelke Real Estate Team
Milton



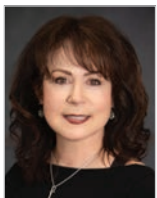
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LOCAL BREAKDOWN

Major investors by board

BOARD	2023 MAJOR INVESTORS	2024 MAJOR INVESTORS
Central	26	27
Commercial	11	12
Door	2	2
Individuals*	4	4
La Crosse	13	13
Lake Superior	3	2
Lakes Area	14	14
Lakeshore	10	7
Milwaukee	32	37
Nonmembers	2	1
Northeast	22	23
Northwestern	18	19
Northwoods	2	1
Rock Green	6	7
South Central	21	25
Southshore	17	12
Western	2	3
TOTALS	205	209

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

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THE BEST OF THE LEGAL HOTLINE

INSPECT, DEFECT, OBJECT

BY WENDY HOANG

WRA LEGAL COUNSEL AND DIRECTOR OF CURRICULUM

The inspection contingency is a frequent discussion topic on the WRA Legal Hotline. As simple as this article's title makes the inspection contingency sound, there are a variety of issues and concerns that may come up when working through the contingency. The following questions and answers address some of those concerns.

INSPECTION CONTINGENCY

Is a drain tile test an inspection or a test? Would it be allowed under the default inspection contingency?

Unfortunately, there is not a court case at a level high enough that has published an opinion on this issue. There is an argument on both sides. First, a "drain tile test" does not fit neatly into the definition of "test" in the Wisconsin offers to purchase. There is typically no taking of samples from the property or a laboratory analysis of the material. On the other hand, a drain tile test isn't necessarily merely an "observation" that would be defined as part of an inspection, and thus it may be difficult to argue that a drain tile test is not a test. In this situation, refer parties to their legal counsel to determine what their rights and responsibilities may be if the parties do not mutually agree.

A seller accepted an offer on a commercial property. The buyer included the inspection contingency in the WB-15 Commercial Offer to Purchase. The buyer wants to take a building inspector and an engineer through the property under the inspection contingency. Do the parties have to amend the offer?

The parties do not have to amend the offer. The inspection contingency in the WB-15 Commercial Offer to Purchase is less restrictive than the inspection contingency in the WB-11 Residential Offer to Purchase. The WB-11 Residential Offer to Purchase limits the buyer's choice of inspectors for the initial inspection to a "Wisconsin registered or Wisconsin licensed home inspector," whereas the WB-15 Commercial Offer to Purchase allows a buyer to use a "qualified independent inspector(s)," which does not tie the buyer to a home inspector registered in Wisconsin. As long as the person is qualified to inspect a commercial property, the buyer can use them.

As for the number of inspectors who can inspect a property during the initial inspection, here too the WB-15 Commercial Offer to Purchase is less restrictive than the inspection contingency in the WB-11 Residential Offer to Purchase. The commercial offer says the buyer can have "qualified independent inspector(s) conducting inspection(s)." The inclusion of the plural version of inspector and inspection by adding the "(s)" after both opens the door for the buyer to have more than one inspector conducting more than one inspection at that initial inspection. The inspection contingency in the WB-11 Residential Offer to Purchase does not have that same "(s)" after inspector or inspection, which implies the buyer gets one inspector and one inspection for the initial inspection.

DEFECTS

The inspection report summary page has four sections: needs repair, needs further evaluation, items to monitor, and maintenance items. Is the "needs repair" category the defect category?

If a home inspector labeled something as a defect in the inspection report, a buyer can object to that condition. Additionally, there are items that a buyer can object to even if a home inspector did not label them as defects. Home inspectors are prohibited from commenting on the value of property, so a home inspector might comment on a condition without specifically identifying it as a defect, but if that condition would have a significant effect on the value of the property, the buyer could still object to it.

After the inspection, the buyer's home inspector provides a report to the buyer. As required by Wis. Stat. § 440.975(3) (cr), the report must include a summary page that includes "a list of conditions, labeled as defects, that are observed under par. (cm) to be defects, as defined in s. 440.97(2m)" based on the home inspector's judgment on the day of the inspection. Therefore, when a home inspector calls something a defect in the inspection report, the condition must meet the Wis. Stat. § 440.97(2m) definition.

The buyer may object to items labeled as defects in the home inspection report summary page, but they may also object to items not labeled as defects if they rise to the meet the definition of defect in the buyer's offer to purchase. The WB-11 Residential Offer to Purchase defines defect as "a condition that would have a significant adverse effect on the value of the Property; that would significantly impair the health or safety of future occupants of the Property; or that if not repaired, removed or replaced would significantly shorten or adversely affect the expected normal life of the premises."

A significant distinction between this definition and the home inspector's definition is the value component. A buyer can object to conditions that would have a "significant adverse effect on the value" of the property. A home inspector cannot comment on the value of the property or its components. Because of this, there may be items in the home inspector's report that would affect the value of the property but are not labeled defects.

An agent heard that an item cannot be labeled a defect if it is located in the garage because the garage is not a living space. Is this true?

The seller makes property condition representations per the real estate condition report (RECR). The disclosures in the RECR relate to the entire property. Likewise, the inspection contingency in the offer provides for an inspection of the property.

The RECR provides:

A2. In this form, "defect" means a condition that would have a significant adverse effect on the value of the property; that would significantly impair the health or safety of future occupants of the property; or that if not repaired, removed, or replaced would significantly shorten or adversely affect the expected normal life of the premises.

The WB-11 Residential Offer to Purchase provides:

INSPECTION CONTINGENCY: *This contingency only authorizes inspections, not testing (see lines 178-192). (1) This Offer is contingent upon a Wisconsin registered or Wisconsin licensed home inspector performing a home inspection of the Property after the date on line 1 of this Offer that discloses no Defects. ...*

PROPERTY: *Unless otherwise stated, "Property" means the real estate described at lines 4-8."*

INSPECTION REPORT

The accepted offer includes the inspection contingency and the appraisal contingency. Is the buyer required to deliver the inspection report to the seller regardless, or only if the buyer is objecting to defects?

Inspection and testing reports are treated differently than appraisal reports. When a buyer does an inspection or test, per the terms of the offer, the buyer agrees to provide copies of the reports to the seller, even if the buyer is not objecting to the results.

A buyer is only required to provide a copy of the appraisal report if the buyer's offer was contingent on an appraisal and the buyer is objecting to the value under that contingency.



LEGAL RESOURCES

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

LEGAL LANDSCAPE

The WRA's new member benefit webinar, Legal Landscape, aired its first episode in January. The episode covered common questions about the inspection contingency in the WB offers to purchase. Some issues addressed included who is allowed to conduct a home inspection, how a buyer properly objects to a notice of defects or requests an item to be repaired, and what conduct is allowed during an inspection.

In the chat feature, audience members engaged in a productive discourse regarding when an expert is allowed to evaluate a component of the property outside of the inspection contingency and how this may affect other aspects of the transaction, such as financing.

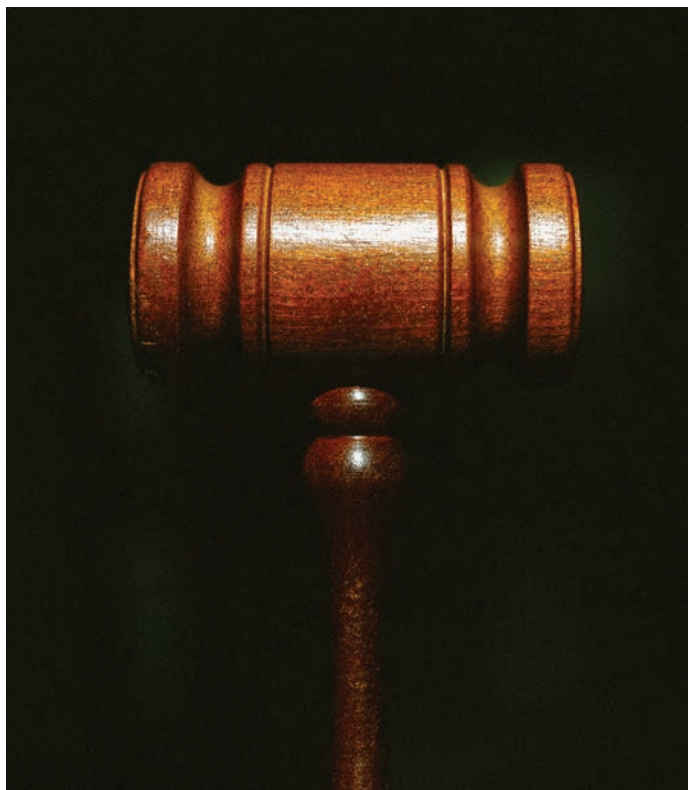
If you missed the January webinar, catch the next Legal Landscape session on March 6 to learn about emerging issues in Wisconsin real estate!

Watch for the March 6 registration: www.wra.org/LegalLandscape

LEGAL HOTTIPS

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

Search the Q&As: www.wra.org/LegalHottips



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LOCAL SUMMITS COMING YOUR WAY

BY NATHAN CONRAD

WRA DIRECTOR OF GRASSROOTS POLITICAL ADVOCACY AND ENGAGEMENT

Every year, the WRA attempts new ways of engaging with our members in a manner that will bring about new and thought-provoking pathways for education, advocacy and enlightenment.

2025 is no different. However, rather than just having a new event at the WRA Annual Convention, or just simply adding a new speaker or avenue of advocacy at our REALTOR® & Government Day — both of which will probably be happening this year — the WRA is branching out and working with our local associations directly to offer you timely, interactive and captivating engagement opportunities in your own backyard.

Beginning in March, the WRA is partnering with our local associations to offer regional REALTOR® summits in three different sections of the state.

The first summit, held in Appleton on March 12, will have a component involving the economic outlook in Wisconsin. This event will also feature a panel discussion regarding local advocacy housing issues with locally elected officials. A section of the day will be committed to a presentation by Curt Witynski, formerly of More Housing Wisconsin, on how local units of government can help their communities grow available housing stock and increase inventory through proper regulation. To round out the event's activities, there will be an opportunity for CE credit for those in attendance with a session led by WRA instructors about the latest issues affecting the real estate industry.

These summits offer a local flavor to WRA education, advocacy and economic development outreach efforts by providing an

ability to drill down on specific issues at the local level that cannot be fully explored during the single, statewide annual convention.

While the final agenda is not set, the first of these three events will surely fill up, with attendance capped at 200 attendees. Watch for reminders about the regional summits from local partnering associations as well as the WRA.

If you are interested in keeping up to date with the latest news and information about how to help the industry grow, especially when it comes to increasing inventory and creating more opportunity in your community, these events should be a “must attend” on your calendar.

The second summit will take place in May in the greater Milwaukee area, with the third event to follow in the central portion of the state.

Make sure to follow the WRA and your local association social media accounts for the latest updates on these events, the announced speakers and panel discussions as well as CE classes and credit that will be provided.

Once again, these local summits are a great opportunity for you as a member to meet and engage with your local elected officials, your fellow members, and the staff of your local associations to further the causes that help drive our industry.

For complete details about the Appleton event, see page 40 as well as www.wra.org/SummitSeries.

IT'S ZIPFORM RENEWAL TIME

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Your WRA membership automatically gives you access to the Transactions (zipForm Edition) product so you can complete real estate forms all electronically. All DSPS-approved real estate forms, WRA-related forms and select Wisconsin State Bar forms are available in Transactions.

The Transactions (zipForm Edition) product requires you to validate your REALTOR® membership on an annual basis. When you access your Transactions (zipForm Edition) this month, you will likely encounter a renewal notification. The renewal process is easy to follow when you're in the program.

In addition to the standard forms service, WRA membership also provides you with access to zipForm Mobile and an unlimited subscription to Authentisign at no extra charge.

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



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LEGAL LANDSCAPE

March 6, 2025 | 9:00 a.m. | Free

Stay up to date with the WRA's latest education offering: Legal Landscape. Exclusively available to WRA members, this new webinar series features 30-minute sessions every other month, hosted by WRA real estate attorneys who dive into the most relevant legal topics in Wisconsin real estate law. Join the next webinar on March 6.

Register: www.wra.org/LegalLandscape



WISCONSIN SUMMIT SERIES

Appleton | March 12, 2025 | 8:30 a.m. | Free

The all-new Wisconsin Summit Series offers REALTORS® valuable insights, networking and strategies for success — all at the local level. Join us in Appleton on March 12 for insights from Curt Witynski, NAR's Lawrence Yun, Ph.D., local leaders and the WRA's Cori Lamont, along with an opportunity for live CE credit. The event runs from 8:30 a.m. to 12:00 p.m., with breakfast provided.

Plus, the Summit Series continues in Milwaukee on May 7, with more opportunities to connect and learn. Stay tuned for full event details.

Register: www.wra.org/SummitSeries



VA HOME LOAN WEBINAR

February 12, 2025 | 10:00 a.m. | Free

Discover how Veterans Administration (VA) home loans can help veterans realize the dream of homeownership, while clearing up common myths about VA loans. Led by experienced VA loan expert James Mercado, this webinar highlights the benefits of VA home loans for both veterans and sellers, and it explores how the VA supports veterans in “Owning the Land They Defend.”

Register: www.wra.org/Webinars



MINI COURSE SERIES

Mini courses, major results

Is that mold on the basement wall? Are your ads compliant with fair housing laws? Are you leveraging digital tools to maximize exposure? In a fast-paced industry, keeping your edge means staying current with ongoing education. The WRA's Mini Course Series offers expert training and fresh perspectives to keep you ahead of the curve. These courses may be small in size, but they deliver big results.

Register: www.wra.org/mini

OFFERING	FORMAT	DETAILS & REGISTRATION
EVENTS		
Regional Summit: March 12, 2025	Appleton	www.wra.org/SummitSeries
REALTOR® & Government Day: April 17, 2025	Madison	www.wra.org/RGDay
WRA Annual Convention: Sept. 29-Oct. 1, 2025	Wisconsin Dells	Save the date
Regional Summit: May 7, 2025	Milwaukee	www.wra.org/SummitSeries
PRE-LICENSE 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		
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
WEBINARS		
Risk in Real Estate (broker webinar): February 6, 2025	Webinar	www.wra.org/Webinars
VA Financing: February 12, 2025	Webinar	www.wra.org/Webinars
Legal Landscape: March 6, 2025	Webinar	www.wra.org/LegalLandscape
Legal Landscape: May 1, 2025	Webinar	www.wra.org/LegalLandscape
Legal Landscape: July 10, 2025	Webinar	www.wra.org/LegalLandscape
Legal Landscape: September 4, 2025	Webinar	www.wra.org/LegalLandscape
Legal Landscape: November 6, 2025	Webinar	www.wra.org/LegalLandscape

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

MINI COURSES WITH BIG RESULTS

Mold, marketing, misrepresentation: these are just a few of the essential topics covered in the WRA's Mini Course Series. Designed to keep up with the ever-changing market, this training series delivers the insights you need to stay competitive. With fully online courses, you can take charge of your career training on your schedule. Not ready to commit? The series even includes a free course to give you a sneak peek!

Learn more and watch today: www.wra.org/Mini



MOLD: BEYOND THE BASICS

In this course, instructor and environmental expert Cassidy Kuchenbecker takes a deep dive into issues related to mold and water damage in properties. At the end of this course, you'll have a broader understanding of mold vs. mildew vs. rot, the health effects of mold, EPA guidance for addressing water damage and much more.



HOW TO VIRTUALLY MARKET & SELL REAL ESTATE

Augmented reality (AR) and virtual reality (VR) are changing the ways consumers shop for properties — and this virtual tech course equips you with the tools to fulfill this demand. Instructor and tech guru Craig Grant explains AR and VR as well as how to leverage them in your real estate business. Plus, this course explores examples of companies and products leading the way in this exciting space.



UNAUTHORIZED PRACTICE OF LAW, ANTITRUST AND MISREPRESENTATION

Wisconsin attorney Michael Sewell examines common consequences that can result when real estate licensees go beyond the scope of real estate and engage in the unauthorized practice of law. You'll gain knowledge about antitrust violations, types of misrepresentation and dangerous phrases to avoid, as well as ways you can avoid putting yourself or your clients at risk.

A photograph of a man and a woman in a kitchen. The woman, on the left, has long dark hair and is wearing a black cardigan over a red and black plaid shirt. The man, on the right, is balding with glasses and is wearing a red and black plaid shirt and blue jeans. They are both smiling and looking at each other. The woman has her hand on the man's chest. In the background, there are wooden kitchen cabinets, a black oven, and a microwave. A large white rectangular box is in the top left corner of the image.

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