

WISCONSIN REAL ESTATE MAGAZINE

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April Fair Housing Month

Discriminatory Covenants

Fairhaven Graduates



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WRA

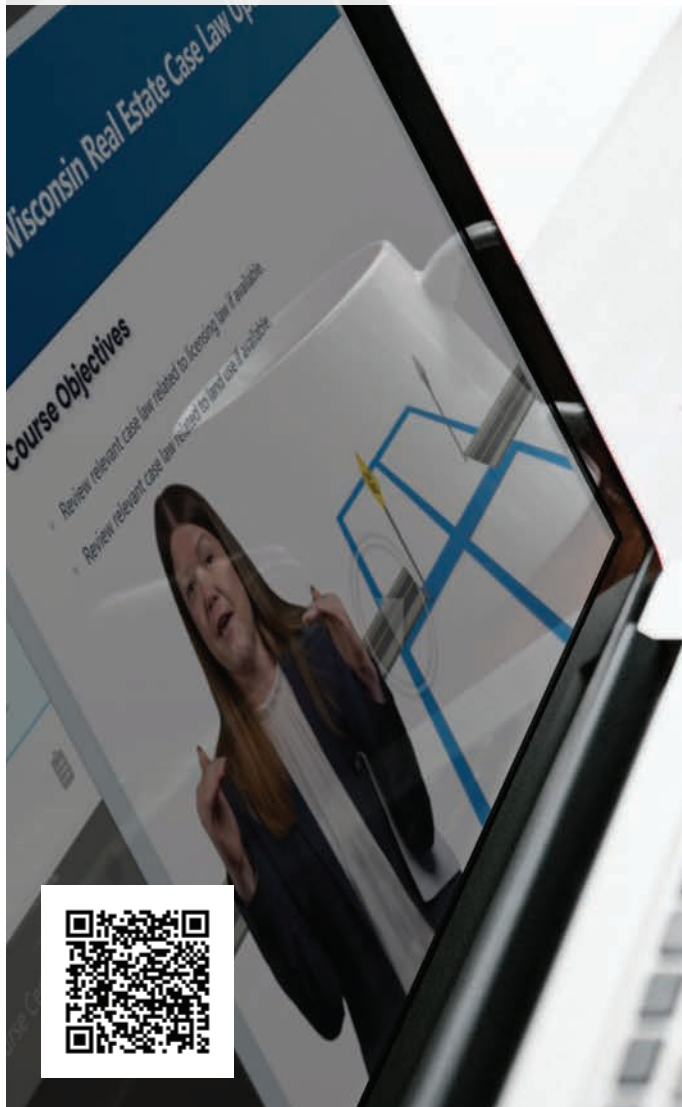


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Legislation Targets Discriminatory Land Records

Discriminatory land records in Wisconsin real estate reveal a legacy of prejudice that can have lasting effects for decades to come. New legislation in Wisconsin gives buyers, sellers and property owners the ability to right past wrongs by discharging and releasing the restriction from title.



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FEBRUARY HOUSING

GROWTH IN STATEWIDE INVENTORIES PUSHES SALES UP IN FEBRUARY

BY DAVE CLARK

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

February 2024 Wisconsin housing at a glance:

- The median price rose 5.7% compared to February 2023.
- Monthly home sales were 3.1% higher than February 2023.
- The 30-year fixed mortgage rate was 6.78% in February.
- New listings grew more than 20% versus 12 months earlier.
- The market continues to be classified as a seller's market.

See the full report: www.wra.org/HSRFeb2024

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.



FEBRUARY HOUSING



3,343

CLOSED SALES FEB 2024

+3.1%

FROM FEB 2023

\$275,000

MEDIAN PRICE FEB 2024

+5.7%

FROM FEB 2023

ACTIVE LISTINGS BY PRICE

PRICE RANGE	NUMBER OF LISTINGS
\$0-\$124,999	1,053
\$125,000-\$199,999	2,133
\$200,000-\$349,999	4,265
\$350,000-\$499,999	3,417
\$500,000 & higher	3,619

14,491

TOTAL STATEWIDE LISTINGS
FEB 2024

+7.5%

FROM FEB 2023

MEDIAN PRICES BY REGION

CENTRAL	\$220,000
NORTH	\$249,000
NORTHEAST	\$250,000
SOUTH CENTRAL	\$330,500
SOUTHEAST	\$275,000
WEST	\$270,000

AVERAGE DAYS ON MARKET

84 DAYS FEB 2024

COMPARED WITH

81 DAYS FEB 2023

MONTHS OF INVENTORY

2.7 FEB 2024

2.1 FEB 2023

MONTHLY HOUSING ACTIVITY

Statewide	February 2024	February 2023	% Change	Year to Date 2024	Year to Date 2023	% Change
New Listings	5,319	4,398	+20.9%	N/A	N/A	N/A
Total Listings	14,491	13,475	+7.5%	N/A	N/A	N/A
Closed Sales*	3,343	3,241	+3.1%	6,828	6,443	+6.0%
Median Sales Price	\$275,000	\$260,260	+5.7%	\$275,000	\$255,000	+5.9%
Months of Inventory	2.7	2.1	+28.6%	N/A	N/A	N/A
Avg. Days on Market	84	81	+3.7%	N/A	N/A	N/A
Affordability Index	138	149	-7.4%	N/A	N/A	N/A

	Median Price			Closed Sales		
Region	February 2024	February 2023	% Change	February 2024	February 2023	% Change
Central	\$220,000	\$210,300	+4.6%	213	223	-4.5%
North	\$249,000	\$235,000	+6.0%	320	238	+34.5%
Northeast	\$250,000	\$240,000	+4.2%	613	558	+9.9%
South Central	\$330,500	\$311,000	+6.3%	668	673	-0.7%
Southeast	\$275,000	\$255,000	+7.8%	1,272	1,280	-0.6%
West	\$270,000	\$275,000	-1.8%	257	269	-4.5%

Report criteria: Reflecting data through February 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

NAR ANTITRUST SETTLEMENT AGREEMENT

On March 15, 2024, the National Association of REALTORS® (NAR) announced that it reached a proposed settlement agreement to resolve the litigation relating to federal antitrust conspiracy claims. This agreement is subject to court approval, which could take several months. Wisconsin already has in effect many of the pro-consumer policies identified in the proposed settlement agreement: the WB listing contracts and buyer agency agreements outline commission agreement information, and Wisconsin law requires written buyer agency agreements to be executed prior to an agent providing services to a buyer.

You understandably may have additional questions about NAR's proposed settlement agreement and how it will impact future real estate practice in Wisconsin. The WRA is currently working to answer those questions and will continue to communicate with WRA members as additional details become available.

In the meantime, the following resources are at your disposal as a WRA member:

- The WRA Legal Hotline is available to answer your questions.
- The WRA antitrust resource webpage at www.wra.org/antitrust includes the latest information from the WRA about the litigation.
- NAR's "Fostering Consumer-friendly Real Estate Marketplaces" webpage at nar.realtor/competition-in-real-estate provides resources related to the settlement.

JUNE MAGAZINE GOES ALL DIGITAL

June's issue of *Wisconsin Real Estate Magazine* will skip your mailbox and go straight to your inbox! Be on the lookout for an email from the WRA in June with a link to the digital magazine. By the way, did you know that you can customize how you receive the monthly magazine? You can adjust your settings for a digital issue, paper issue or both within your myWRA account. Simply visit www.wra.org/myWRA, log in and click on "magazine delivery preferences."

MAKE A DIFFERENCE WITH COMMITTEE SERVICE

Applications are now available for 2025 WRA committee positions. Joining a WRA committee puts you at the forefront of association developments, enabling networking with fellow REALTORS® and influencing decisions to enhance the WRA. See full details about these committees and apply at www.wra.org/committees. Application deadline: **May 1, 2024.**

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WISCONSIN

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ADDRESSING RACIAL DISPARITIES IN HOMEOWNERSHIP

ADVOCACY EFFORTS IN WISCONSIN AND IMPLEMENTATION PLAN

In February, members of the WRA leadership team went to Washington, D.C., to meet with the Wisconsin Congressional delegation on a number of housing-related issues, including fair housing. We emphasized the importance of fair housing as a measure to protect the rights of all people to own, use and transfer private property, and to help ensure an open housing market free from discrimination.

While racial disparities in homeownership rates are a nationwide concern, they are particularly pronounced in the state of Wisconsin. According to data from a 2019 study by the Wisconsin Policy Forum, the Black-white homeownership gap stood at 30 percentage points nationally but soared to 47 points in Wisconsin. This disparity underscores a stark reality: the homeownership rate for Black households in Wisconsin, at 25%, is significantly lower than the national average of 42%. Similarly, the Hispanic-white homeownership gap in Wisconsin, at 31 percentage points, surpasses the national gap of 25 points.

In light of these disparities, the National Association of REALTORS® (NAR) has outlined legislative priorities aimed at addressing the root causes of inequity in homeownership rates. Among these priorities is the reauthorization and increase in funding for HUD fair housing enforcement programs. By bolstering these programs, policymakers can enhance their capacity to combat discriminatory practices in the housing market and ensure equal access to housing opportunities for all Americans.

Additionally, NAR advocates for the passage of the Fair and Equal Housing Act (H.R. 4439), which seeks to expand protections under the Fair Housing Act by including sexual orientation and gender identity as protected characteristics. By explicitly prohibiting discrimination based on sexual orientation and gender identity in housing, this act aims to foster inclusive communities and promote fair treatment for LGBTQ+ individuals seeking homeownership opportunities.

During this legislative session, the WRA achieved significant progress at the state level in its efforts to enhance homeownership opportunities for all individuals. Recognizing the fundamental importance of equitable access to housing, the WRA championed several key legislative initiatives

aimed at reducing the homeownership gap. Notably, the organization secured a \$525 million investment toward the creation of new housing units tailored for low- to moderate-income individuals.

Moreover, the WRA successfully advanced 2023 Assembly Bill 439, designed to address offensive and discriminatory covenants rooted in race and other protected classes, commonly found in deeds and subdivision restrictions. The WRA also ushered through another crucial measure, 2023 Assembly Bill 969, which mandates that counties sell foreclosed properties due to property tax delinquency and return any remaining equity to the former owner. This issue holds particular significance for minority homeowners, given that homeownership constitutes 60% of the net worth of Black homeowners and 58% of the net worth of Hispanic homeowners.

Without the restitution of this home equity, families often face prolonged displacement, grappling with the challenge of securing funds for down payments or security deposits required for alternative housing arrangements.

Moving forward, sustained collaboration between government agencies, advocacy organizations and industry stakeholders will be essential in advancing policies that promote equitable access to housing for all residents of Wisconsin. By centering principles of fairness, inclusivity and opportunity, Wisconsin can pave the way for more housing opportunities for everyone.

In conclusion, the widening racial disparities in homeownership rates in Wisconsin underscore the need for continued legislative advocacy efforts at both the federal and state levels. By prioritizing fair housing enforcement, expanding legal protections, and investing in new housing opportunities for all, policymakers can begin to dismantle the systemic barriers that perpetuate inequities in homeownership. In doing so, Wisconsin can move closer to realizing its vision of a housing market that is truly open, inclusive and accessible to all.

Tom Larson
WRA President & CEO

“Completing forms digitally is one of the most important and powerful WRA benefits we receive, especially when coupled with the ability to get digital signatures conveniently through one platform.”

John Flor,
Six Lakes Realty Powered by Keller Williams Diversified
Team Leader

Revolutionize your real estate transactions with **Transactions (zipForm Edition)** software, included with WRA membership. Enabling a paperless experience and complete access to all Wisconsin real estate-related forms, Transactions (zipForm Edition) couples with Authentisign for effortless electronic signatures via web or mobile to offer unparalleled efficiency and access to the latest forms.

Learn more at www.wra.org/transactions

LEGISLATION TARGETS DISCRIMINATORY LAND RECORDS

BALANCING HISTORY AND EMPOWERMENT

BY CORI LAMONT

WRA VICE PRESIDENT OF LEGAL AND PUBLIC AFFAIRS

Land records serve as a historical record, documenting the creation, transfer and agreements related to a property. However, at times, these records also reflect a history of discrimination. For instance, land records for properties across the nation, including in the state of Wisconsin, contain language that, if enforced today, could deny ownership or rental opportunities to individuals based solely on their race, religion, origin or other protected class.

And even though enforcement of such language is illegal, the discovery is unsettling for several reasons. Derogatory and offensive language reveals a grim chapter in a community's history — a legacy of prejudice and discrimination that can have lasting effects for decades to come.

WHAT ARE DISCRIMINATORY RESTRICTIONS?

Discriminatory covenants are subdivision covenants and deed restrictions that prohibit purchase or occupancy based on race and other protected classes.

Examples have been found statewide, spanning from 1919 to 1958, with language restricting property ownership or rental based on race, religion, familial status and other protected classes. The following are just some instances discovered in Wisconsin:

"At no time shall the land included in Washington Highlands or any part thereof, or any building thereon be purchased, owned, leased or occupied by any person other than of white

race. This prohibition is not intended to include domestic servants while employed by the owner of occupied by and [sic] land included in the tract."

(Subdivision covenant, Milwaukee County, 1919)

"Only members of the Caucasian race shall use or occupy any dwelling on said lot, except that this covenant shall not prevent occupancy by domestic servants of a different race or nationality employed by owner or tenant."

(Subdivision covenant, Dane County, 1937)

"The premises shall not be sold or conveyed to any Jew, Italian, Negro or member of the yellow race."

(Deed restriction, Dane County, 1938)

"No part of said platted premises shall ever be conveyed to, used, owned or occupied by any person other than the Caucasian race, either as owner or tenant."

(Subdivision covenant, Dane County 1947 binding until 1972, renewed every 10 years)

HISTORY

Since the 1900s, discriminatory restrictions have been used to keep protected classes out of residential areas. Property owners, local government, real estate developers, real estate brokers and boards, financial institutions and title companies used restrictive covenants and deed restrictions as a method to keep protected classes — primarily Black families — out of residential communities. Initially local ordinances established restrictions in different neighborhoods and communities, followed by restrictive covenants in subdivisions and deed restrictions for individuals.

- **1917:** In *Buchanan v. Warley*, the U.S. Supreme Court ruled that ordinances establishing racial restrictions violated the Fourteenth Amendment, resulting in restrictive covenants as the preferred mechanism for establishing discriminatory segregation.
- **1926:** In *Corrigan v. Buckley*, the court held that while states are barred from creating race-based exclusionary laws and ordinances, private deeds and developer plat maps are not affected by the Fourteenth Amendment.
- **1948:** In *Shelley v. Kraemer*, the court unanimously ruled that racially restrictive covenants were unenforceable.
- **1968:** The Fair Housing Act of 1968 was passed, making these covenants illegal and unenforceable. The Fair Housing Act prohibits discrimination in the sale, rental and financing of dwellings and other housing-related transactions based on race, color, national origin, religion, sex, familial status and disability.

LASTING EFFECTS OF DISCRIMINATORY RESTRICTIONS

Projects in Dane County and Milwaukee have specifically concentrated on researching and documenting these covenants and their impacts on communities.

In 2022, Dane County, in a joint venture with the Dane County Planning and Development and the Boys and Girls Club of Dane County, created the Mapping Prejudice Project to start tracking discriminatory covenants within the county for any recorded document indexed back to 1937. Learn more at www.danecountyplanning.com/Mapping-Prejudice-Project.

Drs. Anne Bonds and Derek Handley, University of Wisconsin — Milwaukee professors and UWM urban studies program faculty members, have been working on Mapping Racism and Resistance. The project specifically focuses on the history and impact of raced-based discriminatory language in real estate covenants.

The work highlights the lasting impacts of these racist documents in Milwaukee area communities, including 20 years of cultural behavior normalizing the restrictions, generational and racial wealth gaps, current home property values, access to well-established education systems, and inconsistencies in appraisal practices. Learn more about Mapping Racism and Resistance at sites.uwm.edu/mappingracismresistance.

WISCONSIN LEGISLATION AIMS TO ASSIST

While the 1968 Fair Housing Act and Wisconsin's Open Housing Law prohibit discriminatory covenants, the language is not erased from property deeds and title records. Encountering such language can shock potential buyers, further complicating the already emotionally charged homebuying process.

Consequently, one of the WRA's 2023-24 legislative priorities was to establish a voluntary process for property owners to address discriminatory restrictions or covenants recorded on their land.

AB 444/SB 439 ADDRESSES DISCRIMINATORY RESTRICTIONS AND COVENANTS

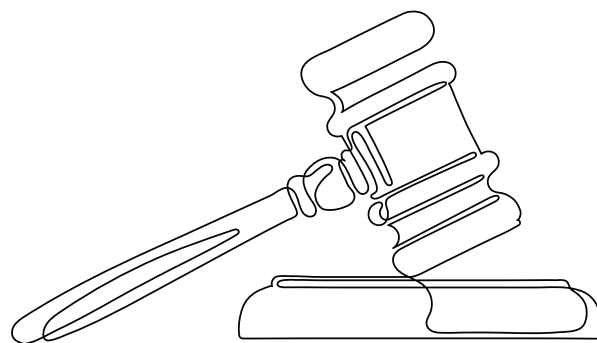
The legislation creates a statutory form to be recorded with the register of deeds. When title is pulled for a title commitment, the form would be reflected rather than discriminatory language.

Introduced in September 2023 by Sen. Ballweg (R-Markesan), Sen. Johnson (D-Milwaukee), Rep. Novak (R-Dodgeville) and Rep. Haywood (D-Milwaukee), and waiting to be signed into law, the three major takeaways of AB 444/SB 439 include:

- Only a property owner may record a statutory form with the register of deeds to discharge and release the restriction from the title.
- The legislation does not delete the discriminatory restriction from the land title. To retain valuable historical context about the property's past, the bill does not delete or erase the language from the land record.
- The process is voluntary.

While the ability to file the statutory form is only available to the property owner, the form can be filed by sellers before they list, buyers when they purchase the property, or by a property owner at any time. A \$30 document recording fee will be charged.

Learn more at action.wra.org/2023/07/10/discriminatory-covenants-and-deed-restrictions-in-wisconsin.



THE BEST OF THE LEGAL HOTLINE

“STEER” CLEAR OF FAIR HOUSING VIOLATIONS

BY DEBBI CONRAD AND TRACY RUCKA

WRA SENIOR ATTORNEY AND DIRECTOR OF LEGAL AFFAIRS, AND
WRA DIRECTOR OF PROFESSIONAL STANDARDS AND PRACTICES

The information contained in this article relates to the fair housing law standards set forth in state law, federal law and the REALTOR® Code of Ethics related to steering.

STEERING OVERVIEW

What is steering?

Steering is the practice of directing potential buyers toward or away from a particular neighborhood or community based upon a protected characteristic such as race, color or ethnicity. Illegal steering substitutes the judgment of the real estate licensee for that of the buyer and thus eliminates or restricts the buyer's choice. For example, suggesting an African-American couple focus their search on a neighborhood because it is predominately African-American and discouraging them from looking in a nearby neighborhood that is predominately white is steering. The same is true when a licensee inconsistently applies prerequisites for providing services. Such examples of this include requiring a prequalification letter from African-American buyers but not from white buyers, only requiring buyers of a certain national origin to show ID, or requiring only Muslim buyers to sign a buyer agency agreement before showing them a home.

LAWS AND THE REALTOR® CODE OF ETHICS

What does the federal Fair Housing Act (FHA) provide with regard to steering?

Under the FHA, steering is the process of influencing a buyer's choice of communities based upon the buyer's race, color, religion, gender, disability, familial status or national origin. Steering on the basis of any of the characteristics defined under the FHA is unethical and illegal because it limits the housing opportunities available to that buyer.

One way that such “directing” can occur is through an agent's comments — either positive or negative — about

a community. For example, if an agent limits or does not provide housing options to a buyer in a community because of the community's racial composition, that agent may effectively be making housing unavailable. Or if an agent expresses their own positive or negative views about certain communities or schools, the purpose of which is to direct a buyer either toward or away from a community, then that agent may be stating a housing preference based on race or familial status or religion. These would be violations of both the FHA and federal fair housing regulations.

How does the Wisconsin Open Housing law apply to steering?

Under Wisconsin law, in Wis. Stat. § 106.50, “discriminate” means to segregate, separate, exclude or treat a person or class of persons unequally because of sex; race; color; sexual orientation; disability; religion; national origin; marital status; family status; status as a victim of domestic abuse, sexual assault or stalking; lawful source of income; age; or ancestry. Specific prohibited discriminatory actions include falsely representing that housing is unavailable for inspection, rental or sale, or executing different or more stringent prices, terms or conditions, or by refusing to negotiate. Wisconsin practitioners agree with their clients in listing contracts and buyer agency agreements that they will not discriminate.

The penalties for Wisconsin licensees who discriminate and steer based on race are more severe than for other license law violations. Wis. Admin. Code § REEB 24.03(1) makes it clear that licensees may not discriminate against, may not deny equal services to, and may not be a party to any plan or agreement to discriminate against any person in any manner unlawful under applicable federal, state or local fair housing law. Under Wis. Stat. § 452.14(3)(jm), the Real Estate Examining Board (REEB) may revoke, suspend or limit the license of any licensee, or reprimand the licensee,

if the REEB finds the licensee has intentionally encouraged or discouraged any person from purchasing or renting real estate in a particular area on the basis of race. In addition to these penalties, the REEB shall, for the first offense, suspend the license for not less than 90 days; and for the second offense, the REEB shall revoke the license.

What does the REALTOR® Code of Ethics provide relating to steering?

Illegal racial steering also violates the REALTOR® Code of Ethics; equal services are not being provided to each buyer when buyers are selectively shown properties based upon a REALTOR®'s assumptions or values as opposed to the stated desires and choices of the prospect. Under Article 10 of the Code of Ethics, a failure to provide equal services to all buyers and participation in any discrimination against any members of a federally protected class, or based on sexual orientation or gender identity, are unethical.

Article 10:

"REALTORS® shall not deny equal professional services to any person for reasons of race, color, religion, sex, disability, familial status, national origin, sexual orientation, or gender identity. REALTORS® shall not be parties to any plan or agreement to discriminate against a person or persons on the basis of race, color, religion, sex, disability, familial status, national origin, sexual orientation, or gender identity. (Amended 1/23)"

Standard of Practice 10-1:

"When involved in the sale or lease of a residence, REALTORS® shall not volunteer information regarding the racial, religious or ethnic composition of any neighborhood nor shall they engage in any activity which may result in panic selling, however, REALTORS® may provide other demographic information. (Adopted 1/94, Amended 1/06)"

AVOIDING STEERING

What is the best way for licensees to avoid steering?

To avoid any steering or discrimination, licensees may wish to strictly adhere to the following guidelines and use checklists to ensure the provision of equal housing service to all buyers:

1. Any prerequisites to providing services must be uniform, consistent and objective.
2. Licensees should have a standard list of questions they always ask all buyers to determine the type of property the prospect is interested in. These questions should be based on objective criteria such as price point; financial qualification; neighborhood amenities; distance from work, schools, parks and other locations; and any other factor the prospect identifies as important.
3. Avoid giving personal opinions about a community or area, even if asked. Instead, guide buyers to third-party sources to answer their questions about neighborhood-specific information, like school ratings and crime

statistics, allowing the buyers to research and come to their own decision regarding the neighborhoods they are interested in.

Buyers should be provided with information about a variety of neighborhoods and homes within their price range and then be permitted to choose where to look and, ultimately, where to live. Licensees should never assume that any area is off limits to anyone based on their race, color, national origin, ethnicity, religion, disability or any other factor that is treated under fair housing law as a protected class. Licensees may "steer" buyers to properties as long as they are guiding buyers to properties that match the buyers' qualifications, search parameters, property features and specified needs the buyers have designated. Fair housing is about choice — the buyer's choice.

If there is an allegation of an agent engaged in illegal steering, where could a consumer file a complaint?

The consumer may communicate concerns directly with the agent or with the manager or broker of the firm. Complaints may be filed with the REEB if there is an allegation of a violation of Wis. Stat. Chap. 452. A complaint based on an allegation of a Code of Ethics violation would be filed with the REALTOR® association. The Equal Rights Division of the Wisconsin Department of Workforce Development also enforces Wisconsin Open Housing law. The same conduct may put an agent or licensee at risk for multiple complaints.

LEARN MORE ABOUT STEERING

Newsday steering investigation

- Newsday "Long Island Divided" investigation report: projects.newsday.com/long-island/real-estate-agents-investigation
- Newsday "Testing the Divide" investigation video: projects.newsday.com/long-island/real-estate-investigation-videos

WRA resources

- WRA 360 episode 1, "Long Island Divided: A Study in Steering": www.wra.org/WRA360/Episode1
Watch Pulitzer Prize-winning journalist Bill Dedman provide a fascinating behind-the-scenes perspective of the Newsday undercover investigation and its discoveries of fair housing issues and racial steering.
- "Long Island Steering Investigation: Avoiding the trap of racial steering," in the February 2020 Wisconsin Real Estate Magazine: www.wra.org/WREM/Feb20/Steering
- May 2020 Legal Update: "Fair Housing Steering:" www.wra.org/LU2005
- WRA resource webpage: "Discrimination and steering resources": www.wra.org/RacismSteering

NAVIGATING DISCRIMINATION IN FAIRHAVEN

BY DEBBI CONRAD

WRA SENIOR ATTORNEY AND DIRECTOR OF LEGAL AFFAIRS



In 2020, the National Association of REALTORS® (NAR) adopted a new Fair Housing Action Plan, abbreviated “ACT,” to emphasize (A)ccountability, (C)ulture Change and (T)raining in order to ensure REALTORS® do everything possible to protect housing rights in America. ACT prioritizes innovative, engaging fair housing training that is grounded in storytelling and experiential learning.

As part of the ACT training initiative, NAR launched Fairhaven, a fair housing simulation training for REALTORS® that uses the power of storytelling to help members learn to identify, prevent and address discriminatory practices in real estate. Inspired by real stories, this innovative online experience has agents work against the clock to sell homes in the fictional town of Fairhaven, while confronting discrimination in the homebuying process. The interactive platform also allows members to walk in the shoes of a homebuyer facing discrimination. The training also provides customized feedback that can be applied to daily business interactions. Members identify, prevent and address discriminatory practices in real estate in order to “close” the Fairhaven real estate transactions.

When a REALTOR® embarks upon the Fairhaven journey, their job is to sell four homes in six months while adhering to fair housing principles. In the enchanting, fictional town of Fairhaven, agents must choose how to respond to various sticky fair housing discrimination situations in real estate to close the deals. In Fairhaven, agents are placed in situations involving race, accessibility, disability, illegal steering, gender identity, language barriers, reasonable accommodations and other fair housing problems. You will meet the seller who doesn’t want to sell to Blacks, the condominium association board that is refusing a ramp for wheelchair users, and the buyer’s agent who doesn’t provide fair and equal service to a gay couple, among others. We would love to say more but do not want to give too much away!

As agents work through the various scenarios, they confront discrimination and successfully make the sale if they make the correct choices to protect the rights of the parties and convince everyone to abide by fair housing principles. If not, they will be presented with additional situations to work through, learning valuable lessons along the way.

Fairhaven is a distinctly effective fair housing teaching tool because you are placed in immersive situations where you practice what to do if you encounter discrimination. You learn fair housing discrimination problem-solving skills. It also builds empathy for buyers who experience discrimination. You see the world from a different perspective and learn how cruel and hurtful discrimination can be in real people’s lives. That being said, Fairhaven is also an entertaining and captivating learning experience. Some even say it is fun!

Fairhaven will give you a different and better appreciation of fair housing issues and the impact of discrimination as opposed to traditional fair housing coursework. The

simulations are engaging and force you to think. Your trip to Fairhaven will be rewarding and well worth the excursion.

WISCONSIN FAIRHAVEN GRADUATES

At www.wra.org/Fairhaven, you can learn more about Fairhaven and access a list of Wisconsin REALTORS® who have individually completed Fairhaven training.

The WRA is committed to enhancing the fair housing knowledge of WRA members as well as boosting their ability to promote fairness and stand against real estate discrimination in all forms. Accordingly, the WRA recommends that all members engage in this interactive training and is proud of those who have accomplished this mission!

START YOUR JOURNEY INTO FAIRHAVEN

Visit Fairhaven at fairhaven.realtor. Once you log in and begin, the total program generally takes 60-100 minutes to complete. You also have the ability to pause and save your progress and log on again later when you have the time.

LEARN MORE

- “A Visit to the Mythical Fairhaven: Looking at fair housing through a different lens,” in the January 2021 *Wisconsin Real Estate Magazine*: www.wra.org/WREM/Jan21/Fairhaven
- Watch the WRA’s Legal Update Live Episode 11: “Fair Housing and Fairhaven,” at www.wra.org/LUL/episode11 and hear from Alexia Smokler, NAR’s senior policy representative on fair housing and the project manager of Fairhaven. Alexia provides a short demonstration of Fairhaven so you get a sneak peek into this wonderful program.



LEGAL RESOURCES

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

ANTITRUST RESOURCES

The National Association of REALTORS® (NAR) announced last month that it reached a proposed settlement agreement to resolve the litigation relating to federal antitrust conspiracy claims.

To help you understand the proposed settlement agreement, the WRA antitrust resource webpage includes the latest information from the WRA about the litigation. A few items you'll find on the webpage include:

- WRA statement about NAR's proposed settlement agreement
- WRA antitrust FAQs
- WRA Legal Update Live discussion about antitrust lawsuits
- WRA publications about commissions and antitrust
- NAR resources

See more: www.wra.org/Antitrust

LEGAL HOTTIPS

WRA membership gives you access to the extensive WRA Legal Hottips online library, featuring past WRA Legal Hotline discussions.

With custom filters by category and even subcategories, you can find the specific hottips you're looking for on issues like disclosure, agency agreements, post-closing disputes and more. Plus, hottip updates each week give you fresh insights.

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



WRA LEGAL HOTLINE

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

SUBMIT YOUR QUESTION

By phone: 608-242-2296 or 800-799-4468

Online: Visit the hotline webpage

HOTLINE HOURS

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

www.wra.org/LegalHotline

LEGISLATIVE ALERT

WRA LEGISLATIVE PRIORITY UPDATE

BY CORI LAMONT

WRA VICE PRESIDENT OF LEGAL AND PUBLIC AFFAIRS

Wisconsin's two-year legislative session concluded last month. Described below is the status of the WRA's five remaining legislative priorities as this magazine went to press. Currently, five bills await Gov. Tony Evers' signature. For more information, visit www.action.wra.org.

Resolve Title Issues on Land Formerly Lake Bed/Riverway (SB 541/AB 579)

Bill authors:

- Sen. Stroebel (R-Saukville)
- Rep. Wittke (R-Racine)

This legislation provides a municipality needs to develop a waterfront development plan, which must include: a boundary between a public use area and remaining to be used for private use; description of the areas and types of public use and how the public use area is accessible; and a plan for implementing and enforcing the plan. Additionally, the bill allows the DNR to review and potentially approve waterfront development plans based upon whether the plan is consistent with the required elements and whether the public use and implementation plan is sufficient.

Discriminatory Covenants and Deed Restrictions (SB 439/AB 444)

Bill authors:

- Sen. Ballweg (R-Markesan)
- Sen. Johnson (D-Milwaukee)
- Rep. Novak (R-Dodgeville)
- Rep. Haywood (D-Milwaukee)

SB 439/AB 444 allows steps for a Wisconsin property owner to address offensive, discriminatory covenants based on race and other protected classes that appear in deeds and subdivision restrictions and covenants. The bill creates a voluntary process to record a statutorily created form for the property owner and does not erase the language from the land record. See the article on page 8 for more information.

Sales Tax Exemption for Multiple Listing Services (SB 351/AB 353)

Bill authors:

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

This bill creates a statutory clarification regarding a sales tax exemption for the sale of certain Multiple Listing Service (MLS) services. MLSs facilitate cooperation and compensation among participating real estate brokers. The WRA worked with the Wisconsin Department of Revenue on the language included in the bill creating a statutory clarification.

Real Estate Practice (SB 870/AB 918)

Bill authors:

- Sen. Jagler (R-Watertown)
- Rep. Krug (R-Nekoosa)

This legislation makes several changes to the practice of real estate, including creating a safe harbor for licensees when using government information if attribution to the source is provided, requiring specific disclosures to consumers in contracts when contractual rights are being assigned to another and raising the fines and forfeitures that the Real Estate Examining Board may charge from \$1,000 to \$5,000 for violations of license law.

Foreclosure Equity Theft Loophole (SB 918/AB 969)

Bill authors:

- Sen. Stafsholt (R-New Richmond)
- Rep. Penterman (R-Columbus)

2021 Wis. Act 216 indicates that if a county or the city of Milwaukee foreclosed upon a property for failure to pay property taxes and sells the property, any remaining net proceeds must be returned to the property owner. Wisconsin's law has a remaining loophole: counties and Milwaukee can foreclose upon the property and keep the property, even if that property's value is greater than the property taxes owed. This bill requires the sale of the property.

The WRA's best-kept secret hiding in plain sight.

THE LEGAL ACTION PROGRAM.

The WRA's best-kept secret has protected private property rights since 1978, including the right to rent properties on a short-term basis.

Referrals. Funding. Research. Amicus briefs.

LEGALACTION.WRA.ORG

VOCAL SUPPORT GETS THINGS DONE

BY NATHAN CONRAD

WRA DIRECTOR OF LOCAL AND GRASSROOTS ADVOCACY

Advocacy takes on many different styles when it comes to ensuring good legislation becomes good law. The WRA's advocacy team can go into offices, speak with members of the Legislature, and explain an issue thoroughly. The team can attend committee hearings and give impassioned testimony to help those same elected officials see the need for certain laws to pass, and for certain laws to be shelved for something better down the road. The WRA advocacy team can write letters and memos to engage our elected officials and hope that they see the light on REALTOR® priorities and give REALTORS® the support they need when a vote is to be counted.

What the advocacy team can't do is have the local connection to an elected official that WRA members have. Constituents hold a special place in the hearts and minds of elected officials. They are one of the lone voices that make an immediate impact on the decision-making process for locally elected officials. As the loudest voice that directly impacts an election, a concerned constituent may have the ability to cut through the noise and get a member of the legislature to act one way or another on a specific piece of legislation.

Luckily, the WRA can put those local voices directly into contact with each elected member of the state Assembly and Senate. Through our Call for Action (CFA) program, the WRA can send specific directed messages into the inboxes of all members of the Wisconsin Legislature. CFAs work hand in hand with the office visits that members make during REALTOR® & Government Day. The ability to call an elected official's attention to an issue one has already spoken to them about is invaluable.

A CFA allows the WRA and members direct access into the offices of key decision-makers. When a CFA is used to its full extent, the WRA can let elected leaders know just how important an issue is

to the 18,000 individuals of Wisconsin REALTOR® membership. A CFA allows members to educate, influence and encourage lawmakers to vote yes when it comes to WRA priorities.

This was the case last month when the WRA began a CFA on AB 444/SB 439, a bill that proposed a voluntary program to allow a Wisconsin property owner to act when a discriminatory restriction is recorded on their land record.

When the CFA ended, more than 860 WRA members had reached out and sent more than 1,700 emails to members of the Wisconsin Legislature. A few days later, the bill was up in both houses, received wide bipartisan support, and now waits for the governor's signature to be enacted into law.

This is a pretty good outcome for a much-needed piece of legislation. But we could do better. CFAs like this should be part of the culture for all our members to participate in. If you receive these messages, please take part as every voice counts when the WRA is trying to get priorities through the legislative process. Imagine the possibilities and the impact that nearly 18,000 direct contacts can have on a piece of legislation. If the WRA were able to get all members behind a priority and make contact via a CFA, there is no way the voice of Wisconsin REALTORS® would be left unheard.

Next time a CFA request from the WRA comes out, think about how quickly an issue can be recognized and acted upon if all members act simultaneously. With that in mind, please make sure to respond to the next CFA and make WRA priorities be heard in the Wisconsin Legislature.

GOV. TONY EVERS SIGNS NEW STATE LEGISLATIVE MAPS INTO LAW

BY JOE MURRAY

WRA DIRECTOR OF POLITICAL AND GOVERNMENTAL AFFAIRS

In December 2023, the Wisconsin Supreme Court ruled 4-3 that Wisconsin's legislative maps, in place since 2011, violate the state constitution and must be redrawn in time for the 2024 election. On February 19, Gov. Tony Evers signed new maps into law.

Evers originally proposed the new maps in January as part of the Supreme Court-ordered remedial maps process, which started after its December 22 ruling striking down previous maps, and passed by the Republican-controlled Wisconsin Legislature in February.

Senate and Assembly Republicans passed Evers' maps in order to avoid an even worse set of maps from the Wisconsin Supreme Court. Republicans feared the new 4-3 liberal state Supreme Court would approve even more pro-Democratic maps.

Under the new maps, both parties have a mostly equal shot of obtaining a legislative majority, with Republicans still holding a slight advantage, according to redistricting experts.

Since 2011, Democrats have argued that Wisconsin legislative districts were heavily gerrymandered in favor of Republicans. Today, Republicans hold a 22-11 supermajority in the state Senate and a strong 65-35 majority in the state Assembly, even though the state's electorate is almost evenly divided in statewide presidential and gubernatorial elections. Evers' maps provide a path to the majority for Democrats after spending the last 13 years in deep minorities.

OLD VS. NEW MAPS

From a big picture perspective, the new map gives Democrats a real chance to compete with Republicans for control of the Wisconsin Legislature for the first time since 2011. Turn the page to see charts that break down the numbers for both parties in the Senate and Assembly.

- **“Highly competitive” and “lean” seats:** The fight to control one or both houses of the legislature will take place in highly competitive or lean seat districts. Highly competitive districts range from 48-52% for either party, and lean seats generally range from 50-54% for either side.
- **Numbers:** Under the new maps, there are nine highly competitive and/or lean districts in the Senate, and 15 highly competitive and/or lean seats in the Assembly. These are the legislative districts where both parties will try to run their best candidates and spend the most money.
- **Republican “lean” seats:** Under the new map, “lean GOP” seats in the Senate and Assembly were eliminated. This is the same tactic Republicans used in 2011 to benefit Republicans and minimize opportunities for Democrats to pick up seats over the last 13 years.



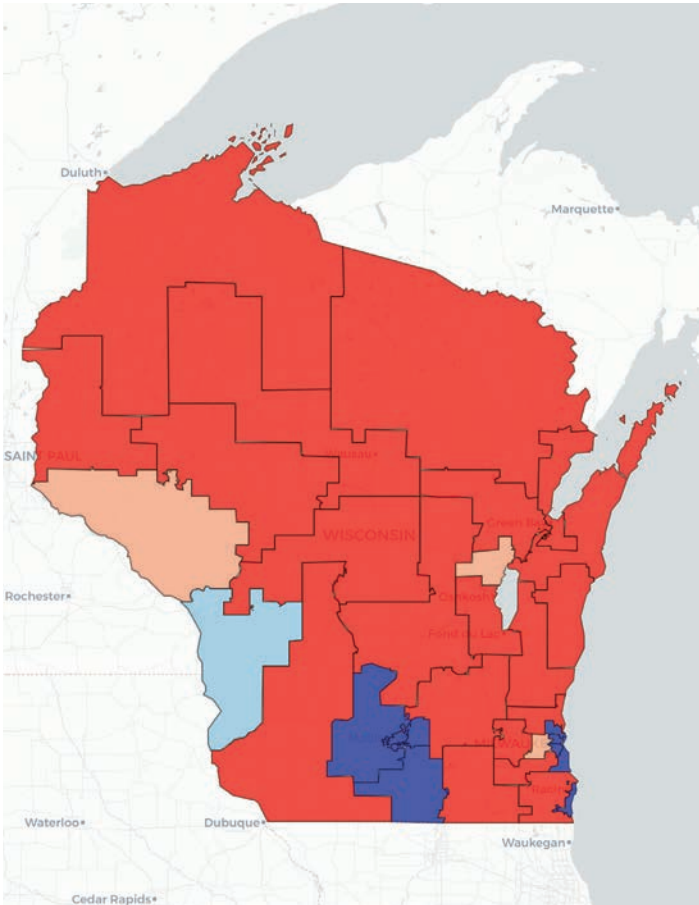
Old Map vs. New Map

THE BIG PICTURE: STATE SENATE

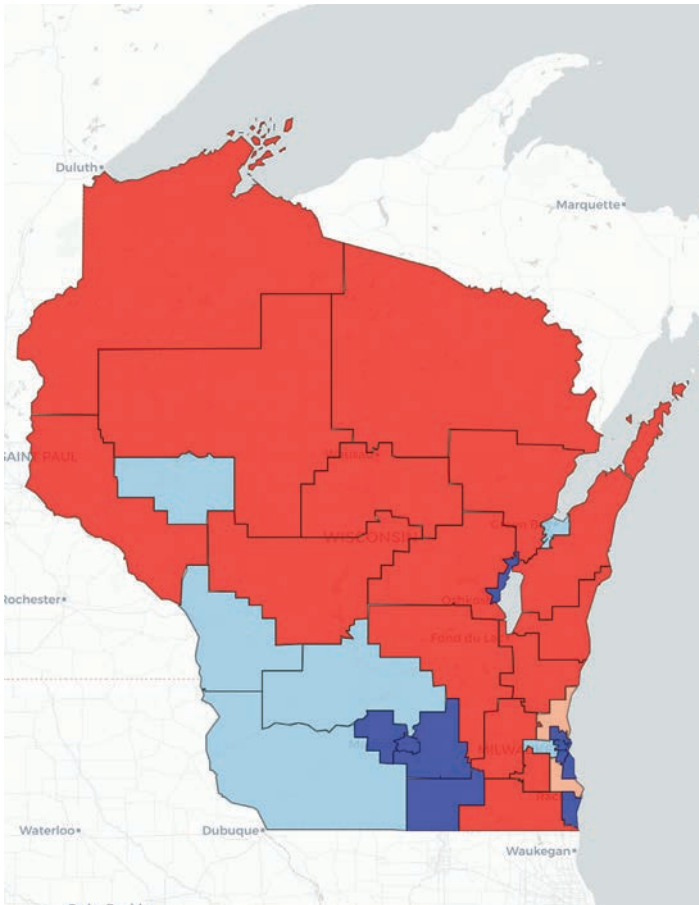
OLD MAP	STATUS		NEW MAP
Total number of GOP seats: 20	12	SAFE GOP SENATE SEAT	13
	7	STRONG GOP SENATE SEAT	2
	1	LEAN GOP SENATE SEAT	0
	3	HIGHLY COMPETITIVE SENATE SEAT	6
Total number of DEM seats: 10	1	LEAN DEM SENATE SEAT	3
	0	STRONG DEM SENATE SEAT	2
	9	SAFE DEM SENATE SEAT	7

Source: Joe Handrick

PREVIOUS SENATE MAP



NEW SENATE MAP



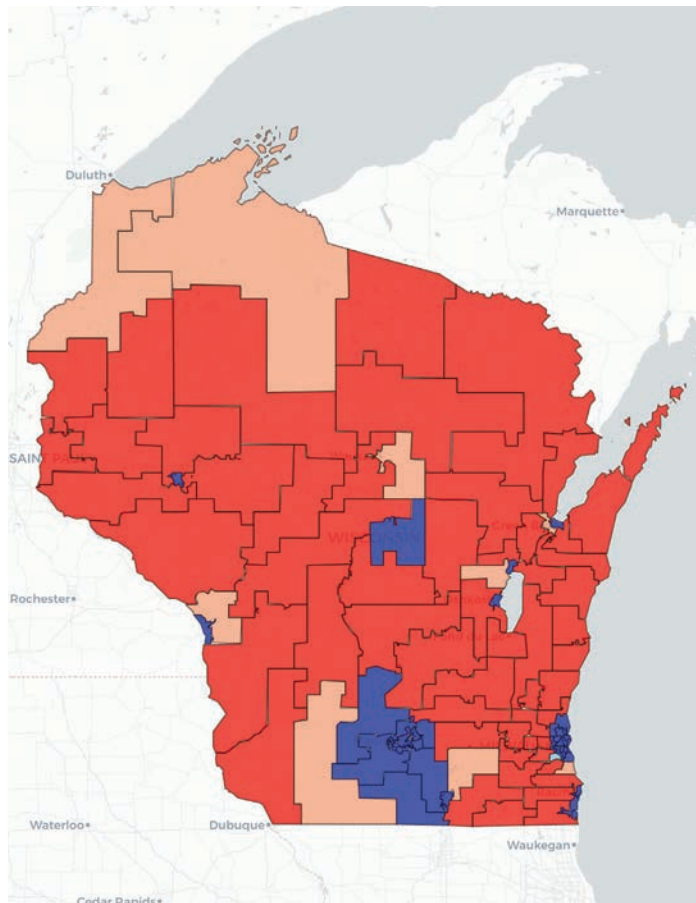
Old Map vs. New Map

THE BIG PICTURE: STATE ASSEMBLY

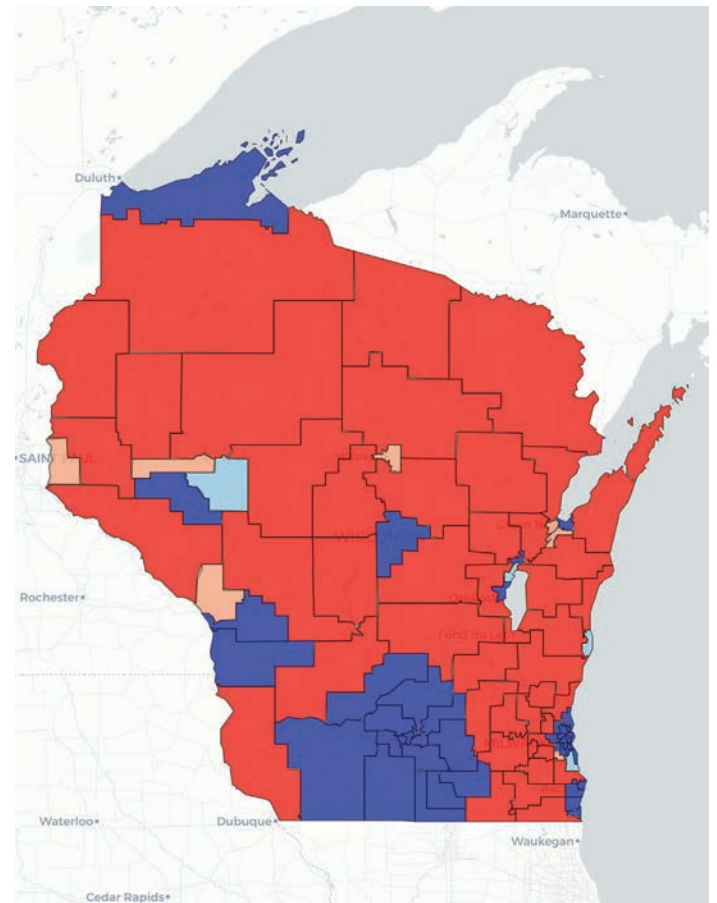
OLD MAP	STATUS		NEW MAP
Total number of GOP seats: 58	42	SAFE GOP ASSEMBLY SEAT	39
	12	STRONG GOP ASSEMBLY SEAT	7
	4	LEAN GOP ASSEMBLY SEAT	0
	7	HIGHLY COMPETITIVE ASSEMBLY SEAT	9
Total number of DEM seats: 34	0	LEAN DEM ASSEMBLY SEAT	6
	5	STRONG DEM ASSEMBLY SEAT	13
	29	SAFE DEM ASSEMBLY SEAT	25
			Total number of GOP seats: 46
			Total number of DEM seats: 44

Source: Joe Handrick

PREVIOUS ASSEMBLY MAP



NEW ASSEMBLY MAP



LEGISLATIVE PAIRINGS

Depending on where you live, your state legislators could change. Your current lawmaker could be placed in a district with another incumbent, and if they run against each other, one could leave the Wisconsin Legislature. Under the new maps, 35 Republicans have been drawn out of their districts and paired with other, mostly Republican incumbents. Only seven Democrats were paired. See the following list of legislators paired under the new maps.

SENATE PAIRINGS

Six pairings: 4 Republican pairs, 1 Democratic pair, 1 combo pair

Joan Ballweg (R-Markesan)	John Jagler (R-Watertown)
Julian Bradley (R-Franklin)	Van Wanggaard (R-Racine)
Melissa Agard (D-Madison)	Kelda Roys (D-Madison)
Rob Cowles (R-Green Bay)	Eric Wimberger (R-Green Bay) Andre Jacque (R-De Pere)
Jesse James (R-Altoona)	Jeff Smith (D-Brunswick)
Dan Knodl (R-Germantown)	Duey Stroebel (R-Saukville)
Open seats:	1, 2, 4, 14, 16, 18, 28

ASSEMBLY PAIRINGS

15 pairings: 11 Republican pairs, 1 Democratic pair, 3 combo pairs

Tom Michalski (R-Elm Grove)	Robyn Vining (D-Wauwatosa)
John Macco (R-Ledgeview)	Shae Sortwell (R-Two Rivers)
Amy Binsfeld (R-Sheboygan)	Paul Tittl (R-Manitowoc)
Ty Bodden (R-Hilbert)	Ron Tusler (R-Harrison)
Tyler August (R-Lake Geneva)	Amanda Nedweski (R-Pleasant Prairie)
Elijah Behnke (R-Oconto)	David Steffan (R-Green Bay)
William Penterman (R-Columbus)	Jon Plumer (R-Lodi)
Nate Gustafson (R-Fox Crossing)	Michael Schraa (R-Oshkosh)
James Edming (R-Glen Flora)	Rob Summerfield (R-Bloomer)
Bob Donovan (R-Greenfield)	Daniel Riemer (D-Milwaukee)
Mike Bare (D-Verona)	Alex Joers (D-Middleton)
Nik Rettinger (R-Mukwonago)	Chuck Wichgers (R-Muskego)
Donna Rozar (R-Marshfield)	John Spiros (R-Marshfield)
Jodi Emerson (D-Eau Claire)	Karen Hurd (R-Fall Creek)
Cindi Duchow (R-Delafield)	Scott Johnson (R-Jefferson)
Open seats	14, 26, 28, 40, 43, 53, 61, 63, 69, 75, 77, 81, 85, 88, 89, 98

With 35 Republican pairings, Evers said the maps approved by the Legislature will undo more than a decade of Wisconsin being the “most gerrymandered” state in the country. “Wisconsin is not a red state or a blue state — we’re a purple state, and I believe our maps should reflect that basic fact,” said Evers prior to signing the new maps into law.

Not everyone was happy about the new maps. “It pains me to say it, but Gov. Evers gets a huge win today,” Republican Assembly Speaker Robin Voss said just before the bill passed, adding that under the new maps, the “Legislature will be up for grabs.”

Redrawing Wisconsin’s legislative boundaries has created a genuine shakeup within the two chambers of the Wisconsin Legislature. Some lawmakers have decided to move and run in different districts, and some have decided to retire. The new legislative maps will have a big impact on the 2024 elections.



MEET A 2024 MAJOR INVESTOR

"In just the past few years, RPAC has helped to fight off harmful legislation and also promoted policies at all levels of government to strengthen the real estate industry. This is why it's so important to remain involved and active in RPAC and our advocacy efforts.

RPAC major investors protect your business against harmful regulations and fees, advocate for your clients' property rights, and educate elected leaders about the importance of the real estate industry. Your contribution as a major investor is a critical part of this work!

I urge every REALTOR® to make an investment in your industry today!"

Mary F. Ruffedt
Elite Realty Group LLC, Eau Claire



REALTORS® POLITICAL ACTION COMMITTEE

REAL ESTATE ADVOCACY

MEET THE 2024 SLATE OF MAJOR INVESTORS

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



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

RPAC major investors are current as of March 20, 2024, and appear in the order in which they pledged contributions.

PLATINUM "R"s

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



Jim Imhoff
First Weber Inc.
Madison



Mary F. Ruffedt
Elite Realty Group LLC
Eau Claire

GOLDEN "R"s

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



Tom Larson
Wisconsin REALTORS®
Association, Madison



Cori Lamont
Wisconsin REALTORS®
Association, Madison



Brad Lois
Bear Realty of Burlington
Inc., Burlington



Joe Horning
Shorewest REALTORS®
Brookfield



John Horning
Shorewest REALTORS®
Brookfield

CRYSTAL "R"s

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



Rose Bogosian
Gonnering Realty Inc.
Kenosha



Tracy Johnson
Commercial Association
of REALTORS® Wisconsin
Milwaukee



Joe Murray
Wisconsin REALTORS®
Association, Madison



Peter Ogden
Ogden & Company Inc.
AMO, Milwaukee



Becky Merwin
Berkshire Hathaway Starck
Real Estate, Lake Geneva



Mike Didier
RE/MAX United LLC
Port Washington



Alissa Traugher
RE/MAX Newport Elite
Kenosha



John Schlueter
Frontline Commercial Real
Estate, Milwaukee

STERLING "R"s

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



Scott Revolinski
Founders 3 Real Estate
Services, Milwaukee



Robert Flood
Founders 3 Real Estate
Services, Milwaukee



Ned Purtell
Founders 3 Real Estate
Services, Milwaukee



Andrew Hess
Founders 3 Real Estate
Services, Milwaukee



Jeff Hoffman
The Boerke Company
Inc., Milwaukee



Markus Savaglio
eXp Realty LLC
Sheboygan Falls



Karen Ostermeier
Compass Wisconsin
Lake Geneva



Roger Mater
RE/MAX Service
First LLC, Brookfield



Mark Bourque
Berkshire Hathaway
HomeServices Epic Real
Estate, Kenosha



Joe Germain
Woods & Water Realty Inc.
Chippewa Falls



Tim Besaw
Besaw Properties
Green Bay



Char Glocke
La Crosse Area REALTORS®
Association, La Crosse



Patti Zurla
Compass Wisconsin
Lake Geneva



Michael Sewell
Coldwell Banker Real
Estate Group, Green Bay



Margaret Labus
Berkshire Hathaway Starck
Real Estate, Lake Geneva



Gary Grolle
Keating Real Estate
Genoa City



Jan Torres
Southshore REALTORS®
Association, Kenosha



MaryKay Shumway
Kellstrom-Ray Agency
Sister Bay



Beth Jaworski
Shorewest REALTORS®
Wauwatosa



Peggy Kman
Coldwell Banker Realty
Iron River



**Lakes Area REALTORS®
Association**
Elkhorn



Ted Dentice
Shorewest REALTORS®
Brookfield



Steve Anderson
Anderson Commercial
Group LLC, Franklin



Tom Bunbury
Bunbury & Associates
Madison



Pedro Rivera
ReThought Real Estate
Milwaukee



John Mazza
CBRE Inc.
Milwaukee



Kevin Schmoltd
Newmark
Milwaukee



Allison Lieske
Berkshire Hathaway Starck
Real Estate, Walworth



Denise Schultz
Lakes Area REALTORS®
Association, Elkhorn

WRA CE ON DEMAND

CE DESIGNED WITH YOU IN MIND

We know you're busy, so we designed continuing education (CE) around you. The CE curriculum for the 2023-24 real estate biennium offers 18 one-hour courses, providing a more manageable way to meet your requirements and balance coursework with your business demands.

With the power and flexibility of WRA CE On Demand, you learn on your terms, at your own pace, and from anywhere.

CE ON DEMAND FEATURES

Earning your credits to maintain your real estate license can be an engaging and convenient experience! CE On Demand includes these features:

- **Synergistic learning:** Course content and videos are fused into one interactive book, streamlining your learning experience.
- **Enhanced visuals:** Say goodbye to long lecture videos and hello to a more immersive learning experience with a variety of short videos, reading, quiz questions and more.
- **Convenient segments:** Blend our one-hour courses into your busy schedule, ensuring compliance with your CE requirements while consuming bite-sized portions of knowledge.
- **Checkpoint questions:** Test your knowledge along the way to master your final exam with confidence.

WHY CE WITH THE WRA?

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

- **Proven expertise:** Our century-strong legacy in Wisconsin real estate ensures our courses stay current with Wisconsin's latest trends and regulations.
- **Wisconsin relevance:** Our courses are made in Wisconsin for Wisconsin. Crafted by Wisconsin real estate attorneys and instructors, our training offers the most relevant education available.
- **Dedicated advocates:** We're not just a CE provider; we're steadfast advocates for the industry. From our legal expertise to legislative advocacy, we're committed to Wisconsin real estate.

START YOUR CE NOW

Imagine: your summer 2024 being CE-free. CE complete during Halloween 2024. Your Thanksgiving celebration without the dread of CE lying ahead. With the December 14, 2024, CE deadline approaching, this spring is the perfect time to get a jump start on your requirements! Your CE On Demand experience starts here:

www.wra.org/FlexibleCE



MAXIMIZE YOUR MARKETING POTENTIAL

The Paperless Agent offers resources and tools to give you an edge with your real estate marketing. As a WRA member, you can access The Paperless Agent's premium features at a discounted rate, including free webinars exclusively available for WRA members.

- April 9
- April 18
- May 7
- May 16
- June 4

Ready to join a webinar? Visit the WRA's Paperless Agent webpage at **www.wra.org/paperlessagent** to learn more and gain webinar access.



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

Resources for your real estate marketing.

Insurance designed for the real estate industry.

Simple CRM for your business.

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

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

Boost your forms know-how with Wisconsin's top real estate forms training video series.

Make your transactions paperless with Transactions (zipForm Edition).

Discuss your practice questions
with a Wisconsin real estate attorney.

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

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



QUICK START

Start your career on the right path

You earned your Wisconsin real estate license! What's next? Join the WRA's Quick Start program to gain the knowledge to start your new career. You'll learn about real estate laws, drafting contracts, working with clients and more, in an interactive, online program you can take at your own pace.

- Course: Four-part Quick Start program
- Date/time: Progress at your own pace
- Format: On Demand
- Fee: \$75 per course or \$240 full bundle (WRA member pricing)

Full details and registration: www.wra.org/QuickStart



WRA ANNUAL CONVENTION

September 29–October 1, 2024

It's back: Save the date for the WRA's showcase event of the year! This fall, dive into the ultimate WRA experience at the Kalahari in Wisconsin Dells: networking, training and entertainment. Join hundreds of fellow Wisconsin REALTORS® for the prime opportunity to connect, create memories and elevate your skills.

2024 event highlights include keynote speakers, dozens of workshops, market insights, networking opportunities, CE, chairman's installation dinner, the annual golf outing, awards recognition, everyone's favorite icebreaker party and much more. Be on the lookout for more details.

See you in Wisconsin Dells on September 29–October 1!



BUYER'S REP DESIGNATION COURSE

May 16–17, 2024

Recently updated with new information relevant to today's market, the Accredited Buyer's Representative (ABR) designation course explores residential real estate transactions from the buyer's perspective to give you the skills to succeed as a buyer's agent. You'll learn how to attract more buyers and elevate your services to ensure you're meeting all your fiduciary responsibilities when representing buyers.

- Course: Accredited Buyer's Representative
- Date/time: May 16–17, 9:00 a.m. – 4:00 p.m. each day
- Format: Virtual
- Fee: This course is free for WRA members!

Full details and registration: www.wra.org/ABR



TECH COURSE: MODERNIZE YOUR MARKETING AND STAY IN BUDGET

MAY 16, 2024

Print and direct mail have been replaced by targeting techniques like social media and search engine optimization. Hosted by tech guru Craig Grant, this course helps you update your marketing efforts without exceeding your budget.

- Course: Market Like a Rockstar on a Roadie's Budget
- Date/time: May 16, 9:00 a.m. – 10:00 a.m.
- Format: Virtual
- Fee: \$30

Full details and registration: www.wra.org/BLF



TECH COURSE: TECH TOOLBOX

June 13, 2024

Tech this, tech that — tech advice is everywhere. But what should really be in your tech toolbox? Join this virtual course and let instructor Craig Grant help you choose the best hardware, software and even apps that can help improve your real estate business.

- Course: The Real Estate Pro's Essential Technology Toolbox
- Date/time: June 13, 9:00 a.m. – 10:00 a.m.
- Format: Virtual
- Fee: \$30

Full details and registration: www.wra.org/BLF



TECH COURSE: VIRTUAL MARKETING

July 11, 2024

Augmented reality (AR) and virtual reality (VR) are here to stay and are changing how consumers shop for homes. In this course, tech guru and instructor Craig Grant explains AR and VR and also shares tips for how you can leverage them in your real estate business.

- Course: How to Virtually Market and Sell Real Estate
- Date/time: July 11, 9:00 a.m. – 10:00 a.m.
- Format: Virtual
- Fee: \$30

Full details and registration: www.wra.org/BLF

OFFERING	FORMAT	DETAILS & REGISTRATION
EVENTS		
WRA Annual Convention: Sept. 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 Probate Specialist Course: April 11-12, 2024	Virtual	www.wra.org/CRS
Tech Marketing in Budget Course: May 16, 2024	Virtual	www.wra.org/BLF
ABR Designation Course: May 16-17, 2024	Virtual	www.wra.org/ABR
Tech Toolbox Course: June 13, 2024	Virtual	www.wra.org/BLF
Tech Virtual Marketing Course: July 11, 2024	Virtual	www.wra.org/BLF
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 Electives 1-6: April 18, 2024	Live in Lake Geneva	www.lakesrealtors.com
CE Electives 7-12: April 19, 2024	Live in Lake Geneva	www.lakesrealtors.com
CE Courses 1-3: September 5, 2024	Virtual	www.wra.org/CE2324
CE Courses 4-6: September 10, 2024	Virtual	www.wra.org/CE2324
CE Courses 7-9: September 12, 2024	Virtual	www.wra.org/CE2324
CE Courses 10-12: September 17, 2024	Virtual	www.wra.org/CE2324
CE Electives 1-3: September 19, 2024	Virtual	www.wra.org/CE2324
CE Electives 4-6: September 24, 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		
Probate forum: April 17, 2024	Virtual	www.wra.org/BLF
PARTNER WEBINARS		
THE PAPERLESS AGENT WEBINARS		
April 9, 2024	Virtual	www.wra.org/paperlessagent
April 18, 2024	Virtual	www.wra.org/paperlessagent
May 7, 2024	Virtual	www.wra.org/paperlessagent
May 16, 2024	Virtual	www.wra.org/paperlessagent

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

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