

WISCONSIN REAL ESTATE MAGAZINE

INSIDE this issue:

Achievements for Real Estate from the
2023-24 Wisconsin Legislative Session

WHEDA's New Loan Programs

Inspection Contingency
Flowchart Revisited

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Beginnings, Ends and Constants

The 2023-24 Wisconsin state legislative session ended in March, marking significant achievements for Wisconsin REALTORS® and the Wisconsin real estate climate as a whole. In this month's feature story, you'll learn about the new measures signed into law that will shape state policies and drive positive change for the future.



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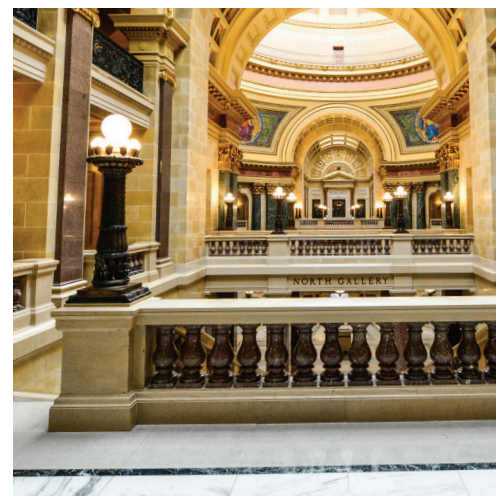
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APRIL HOUSING REPORT

APRIL HOME SALES SPIKE UPWARD AS INVENTORIES IMPROVE

BY DAVE CLARK

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

April 2024 Wisconsin housing report — at a glance:

- New listings grew 13% compared to 12 months earlier.
- Sales rose by double-digit margins compared to April 2023.
- Sales increased dramatically due to strong buyer demand.
- The median price rose more than 6.4% compared to April 2023.
- The statewide inventory situation continued to improve.

See the full report: www.wra.org/HSRApr2024

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.



APRIL HOUSING



5,532

CLOSED SALES APR 2024

+25.7%

FROM APR 2023

\$300,000

MEDIAN PRICE APR 2024

+6.4%

FROM APR 2023

ACTIVE LISTINGS BY PRICE

PRICE RANGE	NUMBER OF LISTINGS
\$0-\$124,999	5,101
\$125,000-\$199,999	12,753
\$200,000-\$349,999	24,970
\$350,000-\$499,999	13,965
\$500,000 & higher	9,529

17,203

TOTAL STATEWIDE LISTINGS
APR 2024

+6.1%

FROM APR 2023

MEDIAN PRICES BY REGION

CENTRAL	\$237,500
NORTH	\$257,777
NORTHEAST	\$276,000
SOUTH CENTRAL	\$375,000
SOUTHEAST	\$315,000
WEST	\$300,500

AVERAGE DAYS ON MARKET

71 DAYS APR 2024

COMPARED WITH

71 DAYS APR 2023

MONTHS OF INVENTORY

3.1 APR 2024

2.7 APR 2023

MONTHLY HOUSING ACTIVITY

Statewide	April 2024	April 2023	% Change	Year to Date 2024	Year to Date 2023	% Change
New Listings	7,667	6,785	+13.0%	N/A	N/A	N/A
Total Listings	17,203	16,209	+6.1%	N/A	N/A	N/A
Closed Sales*	5,532	4,401	+25.7%	17,201	15,364	+12.0%
Median Sales Price	\$300,000	\$282,000	+6.4%	\$285,000	\$267,500	+6.5%
Months of Inventory	3.1	2.7	+14.8%	N/A	N/A	N/A
Avg. Days on Market	71	71	0.0%	N/A	N/A	N/A
Affordability Index	125	139	-10.1%	N/A	N/A	N/A

	Median Price			Closed Sales		
Region	April 2024	April 2023	% Change	April 2024	April 2023	% Change
Central	\$237,500	\$200,000	+18.8%	386	269	+43.5%
North	\$257,777	\$235,000	+9.7%	469	340	+37.9%
Northeast	\$276,000	\$260,000	+6.2%	1,031	801	+28.7%
South Central	\$375,000	\$340,000	+10.3%	1,130	901	+25.4%
Southeast	\$315,000	\$291,600	+8.0%	1,991	1,716	+16.0%
West	\$300,500	\$265,000	+13.4%	525	374	+40.4%

Report criteria: Reflecting data through April 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 HOLIDAY HOURS

The WRA office as well as the WRA Legal Hotline will be closed on Thursday, July 4, in honor of Independence Day.

Normal business hours resume on Friday, July 5 at 8:30 a.m. Central.
Have a happy and safe Independence Day!

ACT 210 CONSUMER ADVOCACY GRANT

In April 2024, Gov. Tony Evers signed 2023 Wis. Act 210 (Act 210) into law. This legislation allows property owners to voluntarily record a statutory form if they face a discriminatory deed restriction or subdivision covenant on their land record. Following the passage of Act 210, the WRA and 17 local REALTOR® associations in Wisconsin received a \$75,000 grant in May 2024 for an awareness campaign about the new law. This campaign, aimed at the public, encourages individuals to engage with their local REALTOR® to learn more about the legislation. The statewide campaign will utilize radio, mail and digital programs.

The statutory form will be available from the Wisconsin Department of Administration in August 2024, with a \$30 recording fee for homeowners who wish to use the form.

To support this effort, the Wisconsin REALTORS® Foundation (WRF) will cover the \$30 document recording fee for homeowners when they connect with a REALTOR® in their community.

Learn more about the WRF: www.wra.org/WRF

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WISCONSIN REAL ESTATE MAGAZINE

EDITORIAL STAFF

Publisher: Tom Larson
Editor: Lauren B. Hubbard
Creative Director: Mike Keegan

WRA EXECUTIVE COMMITTEE

Mary Jo Bowe, Chair of the Board
Chris DeVincentis, Chair of the Board-elect
Amy Curler, Treasurer
Joe Horning, Immediate Past Chair
Shawna Alt, Vice President
Steve Lillestrand, Vice President

CONTACT INFORMATION

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

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CHARGING THE HILL

WISCONSIN LEADERS ADVOCATE FOR TOP REALTOR® ISSUES IN WASHINGTON

Every year, as part of the annual National Association of REALTORS® (NAR) Legislative Meetings, REALTOR® leaders from across Wisconsin travel to Washington, D.C., to meet with the state's Congressional delegation. They discuss key issues impacting not only the real estate industry in Wisconsin, but also the broader national economy.

This year, Wisconsin REALTOR® leaders focused on issues such as housing supply, tax policy, maintaining independent contractor status and fair housing initiatives. In addition to the policy talking points, REALTOR® leaders shared personal stories as to how these issues directly affect the lives of individuals and families striving for the American dream of homeownership.

At the forefront of these discussions was the pressing issue of housing availability. Despite modest increases in inventory, Wisconsin continues to grapple with a significant shortage of homes. According to Forward Analytics, Wisconsin needs to produce over 200,000 new homes by 2030 to meet demand, a daunting task given the current rate of production. To confront this challenge head-on, NAR is advocating for legislative measures aimed at incentivizing the construction and rehabilitation of homes for low- and moderate-income homeowners. Among these measures are the Neighborhood Homes Investment Act and the Yes in My Backyard (YIMBY) Act, both designed to stimulate the creation of affordable housing options.

Housing affordability emerged as another critical concern, compounded by rising property prices and mortgage rates.

NAR has thrown its support behind legislation like the Choice in Affordable Housing Act (H.R. 4606/S. 32) and the Credit Access and Inclusion Act of 2023 (H.R. 3418/S. 1654), aimed at expanding access to affordable housing and credit opportunities for all Americans.

In addition to these pressing housing issues, Wisconsin's REALTOR® leaders championed initiatives to support veteran buyers by encouraging the Department of Veterans Affairs to change their regulations to allow veteran buyers to pay for buyer agent representation. Other legislative priorities discussed included protecting independent contractor status for REALTORS® and maintaining key provisions of the Tax Cuts and Jobs Act of 2017, such as 1031 like-kind exchanges and qualified business income deductions. These efforts are not merely about advancing the interests of the real estate industry; they are about safeguarding the rights and opportunities of individuals and communities across the state and the nation.

While NAR's packed week included sessions on governance, professional development and networking, perhaps no activity proved as impactful and rewarding as engaging with the state's Congressional delegation. Through vocal advocacy and support for legislative measures, the Wisconsin REALTORS® who participated in these Hill visits came together to play a pivotal role in shaping the future landscape of homeownership and economic opportunity for generations to come.

Tom Larson
WRA President & CEO

“A prosperous climate for real estate practice is vital. WRA membership gives us the opportunity to join together as one voice to safeguard industry interests and promote growth.”

Rita Blenker
Century 21 Gold Key Realty Inc.
Real Estate Broker



Leverage your WRA membership to amplify your voice to advocate for the industry. A membership with the WRA offers unmatched statewide advocacy influencing policies that impact your business, real estate and property rights. As Wisconsin REALTORS[®], we shape the future of the real estate industry.

BEGINNINGS, ENDS AND CONSTANTS

A SUMMARY OF THE 2023-24 LEGISLATIVE SESSION

BY CORI LAMONT

WRA VICE PRESIDENT OF LEGAL AND PUBLIC AFFAIRS

Each legislative session is different. But some constants remain: there is a beginning, there is an end, more than 2,500 bills are introduced, you work to pass your legislative priorities and you work to stop bad bills.

Before the session begins, the WRA shapes its legislative agenda to ensure success based on the makeup of the legislature. This past session was no different. Accordingly, the WRA started with 25 legislative priorities and seven initiatives to be included in the state budget.

The 2023-24 state legislative session ended in March 2024. In addition to the state budget, the WRA had a number of legislative priorities signed into law.

WISCONSIN STATE BUDGET

A standout moment for the WRA this legislative session was the landmark bipartisan allocation of \$525 million toward Wisconsin workforce and senior housing — an unprecedented investment.

With statewide housing inventory levels at historic lows and median home prices continuing to rise, Wisconsin has a major workforce and senior housing shortage. Wisconsin employers have experienced difficulty recruiting workers to fill thousands of job openings due to a historic shortage of affordable housing options for workers.

In 2023, Wisconsin created a path to increase workforce and senior housing statewide:

- \$275 million for residential infrastructure with 2023 Wis. Act 14.
- \$100 million for main street rehabilitation and repair with 2023 Wis. Act 15.
- \$50 million for rehabilitation and repair of older housing with 2023 Wis. Act 17.
- \$100 million for conversion of vacant commercial buildings to housing with 2023 Wis. Act 18.

One missing piece to the housing solution was to create certainty and predictability in the development approval process. With the passage of 2023 Wis. Act 16, the law now requires local governments to approve housing developments if they comply with local regulations. Additionally, the law streamlines the rezoning process and limits the ability of existing residents to oppose the development of new housing after a project has been approved. Expediting the development approval process and eliminating unnecessary delays reduces costs for developers, thus increasing housing affordability.

Learn more about these initiatives in the August 2023 *Wisconsin Real Estate Magazine* article, “Housing Renaissance,” at www.wra.org/WREM/Aug23/Renaissance. Additionally, see WHEDA’s article, “WHEDA and REALTORS® Make a Winning Team,” on page 20 for more information.

In addition to funding the loans, the state budget:

- Eliminated the personal property tax.
- Extended school funding for 400 years allocating for \$325 per student. The Wisconsin state budget will fund the money until 2025; after that, either the Wisconsin Legislature must fund the \$325 per student, or school districts can levy for it on the property tax bill.
- Funded the Wisconsin Department of Safety and Professional Services (DSPS) \$6.7 million over the next two years to increase customer service and licensing.
- Created a pilot program for REALTORS® continuing education. Watch for more information in the future about how this program streamlines your license renewal process.
- Modified income taxes by creating tax cuts for individual earners earning less than \$13,810 or married earners earning less than \$18,400, as well as individual earners earning less than \$27,630 or married earners earning less than \$36,840.
- Funded a shared revenue process available through 2023 Wis. Act 12.
- Provided supplemental aid of \$206 million for municipalities and \$68 million for counties for which 2023 Wis. Act 12 also established a distribution formula.
- Allocated \$1.55 billion for transportation projects.

SECURED THE SALES TAX EXEMPTION FOR MULTIPLE LISTING SERVICES

In pursuit of a certain tax environment, the WRA advocated for Wis. Act 141 to establish a statutory clarification regarding the sales tax exemption for the sale of certain Multiple Listing Service (MLS) services. MLSs facilitate cooperation and compensation among participating real estate brokers. The Wisconsin Department of Revenue is not currently charging sales tax for the sale of the MLS service and worked with the WRA on the new statutory clarification language.

ADDRESSED DISCRIMINATORY COVENANTS AND DEED RESTRICTIONS

Offensive, discriminatory covenants that prevent the purchase or occupancy of property based on race and other protected classes appear in deeds and subdivision restrictions and covenants throughout Wisconsin. Prohibited by the 1968 Fair Housing Act and Wisconsin Open Housing Law, discriminatory language plagues title records and commitment reports, shocking and upsetting both prospective buyers and current property owners.

2023 Wis. Act 210 allows property owners to voluntarily record a statutory form when faced with a discriminatory deed restriction or subdivision covenant on their land record. Act 210 preserves the property's significant historical context and does not delete or erase the language from the land record.

Learn more about this initiative in the April 2024 *Wisconsin Real Estate Magazine* article, "Legislation Targets Discriminatory Land Records," at www.wra.org/WREM/Apr24/LandRecords.

MITIGATED REALTOR® RISK, BOOSTED CONSUMER TRANSPARENCY AND ELEVATED PRACTICE STANDARDS

Professionalism is, and will continue to be, a priority for the WRA. Under legislation signed into law by Gov. Evers, Wis. Act 208 made several changes to the practice of real estate to help manage your risk, increase consumer transparency, and improve accountability when license laws are violated. The new law creates a safe harbor for licensees when using government information if attribution to the source is provided, requires specific disclosures to consumers in contracts when contractual rights are being assigned to another, and raises the fines and forfeitures the Real Estate Examining Board may charge from \$1,000 to \$5,000 for violations of license law. The WRA supported these changes to address licensee liability, increase transparency regarding contract rights when wholesalers are involved, and raise the bar for licensees.

The WRA Legal Team will furnish further details shortly. In the meantime, see "The Best of the Legal Hotline: I'm (Not) Just a Bill," on page 12 for further guidance.

FIND OUT MORE

Need information on the \$525 million workforce and senior housing loan program being administered by WHEDA? Interested in finding out how municipalities can better prepare to grow housing inventory? Want to catch up on the latest WRA advocacy wins?

If so, then look no further than the WRA's recently revamped action website, which highlights all you need to know about the \$525 million in funding toward increasing workforce and senior housing inventory.

Plus, learn about the More Housing Wisconsin Coalition and its efforts to inform municipalities and the public about efforts to increase housing inventory in the Badger State.

See more details at action.wra.org

CREATED TOOLS TO BOOST GROWTH IN GREAT LAKES COMMUNITIES

Numerous Wisconsin municipalities located along the Great Lakes or Mississippi River — for example Ashland, Bayfield, La Crosse, Oshkosh, Sheboygan, Sturgeon Bay and Superior — are having difficulty redeveloping their shorelines because of legal title issues associated with the land adjacent to or near the waterway. To generate shoreline development opportunities in Great Lake and Mississippi River communities, Gov. Tony Evers signed into law Wis. Act 247. The new law had the full support of the WRA to ensure municipalities have the tools for waterfront developments. Passage of this legislation was a priority for the WRA and was a big win to advance community growth in Wisconsin.

CLOSED THE FORECLOSURE EQUITY THEFT LOOPHOLE

In the previous session, the WRA spearheaded the passage of 2021 Wis. Act 216, which stipulated that if a county or the City of Milwaukee foreclosed on a property due to unpaid property taxes and subsequently sold the property, any remaining net proceeds must be returned to the property owner. However, a legal loophole in Wisconsin law allowed counties and Milwaukee to retain ownership of properties indefinitely even if their value exceeded the owed property taxes. Wis. Act 207, championed by the WRA, closed this loophole, mandating the sale of such properties. Requiring a county to sell a property obtained after

a tax foreclosure allows for any money remaining after the sale and the county is made whole to be returned to the homeowner. This legislative victory is particularly significant for seniors who are homeowners in Wisconsin.

THE BAD STUFF

One constant in every legislative session is killing bad bills or proposals that could be detrimental to your business, real estate practice and property owners. Besides advancing our priorities, the WRA had to fight several proposals aimed at increasing transaction costs, reducing consumer protections, rolling back landlord-tenant laws, attempting to eliminate consumer protections in a real estate transaction and increasing transaction costs.

The advocacy team didn't act alone. Thanks to everyone who helped shape policies, responded to calls for action, attended REALTOR® & Government Day, and supported the REALTORS® Political Action Committee (RPAC).



GIVE THEM SOMETHING TO TALK ABOUT

April 17, 2025: Save the date for the WRA's biggest advocacy event of the year. REALTOR® & Government Day (RGD) empowers you to speak up and let legislators know about issues important to your business, your clients and customers, and your industry. On April 17, 2025, join REALTORS® from across the state in Madison to champion real estate priorities and property rights in Wisconsin, meeting with lawmakers face to face. Watch for future event details at www.wra.org/RGD.

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

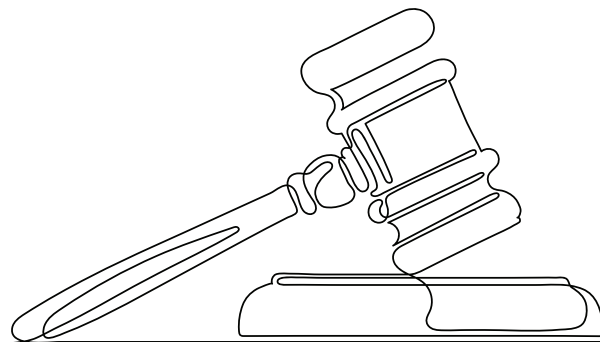
THE LEGAL ACTION PROGRAM.

Safeguarding the two-year limitation of liability.

Since 1978, the WRA Legal Action program has been Wisconsin's real estate ally in the courts, protecting your interests by defending the two-year limitation on lawsuits against you relating to brokerage services, and offering peace of mind for your transactions.

Referrals. Funding. Research. Amicus briefs.

LEGALACTION.WRA.ORG



THE BEST OF THE LEGAL HOTLINE I'M (NOT) JUST A BILL

BY WENDY HOANG

WRA STAFF ATTORNEY

During this past legislative session, the WRA has worked to pass legislation that improves real estate practice. One of those bills, SB 870/AB 918, addresses real estate practice changes, 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 (REEB) may assess from \$1,000 to \$5,000 for violations of license law. On March 22, 2024, Gov. Tony Evers signed SB 870/AB 918, now 2023 Wisconsin Act 208. As the *Schoolhouse Rock* song put it, SB 870/AB 918 is no longer “just a bill,” and is now Wisconsin law.

INCREASED FINES

A licensee did not inspect the property before listing it. As a result, the listing did not have accurate information. What are the potential penalties for failing to inspect the property and including inaccurate information on a listing?

The Real Estate Examining Board (REEB) found that the licensee violated Wis. Admin. Code § REEB 24.07(1)(a) by failing to conduct a reasonably competent and diligent inspection of the property. Additionally, the board found that the licensee violated Wis. Stat. § 452.133(1)(b) by failing to provide brokerage services with reasonable skill and care.

The licensee's license was suspended for 30 days, and the licensee was fined \$1,000. Additionally, the licensee was required to provide a statement to the REEB describing how the licensee will comply with the duty to inspect, provide quarterly reports to the Department of Safety and Professional Services (DSPS) of each new listing for two years, and provide copies of the pre-listing inspection report for listings selected at random by the REEB. As shown in this case, under the previous law, the REEB could only assess a fine or forfeiture up to \$1,000 for the most severe violations of license law. 2023 Wisconsin Act 208 now allows

the REEB to assess fines or forfeitures up to \$5,000 for violations of Wis. Stat. Chapter 452.

INFORMATION ATTRIBUTABLE TO THE GOVERNMENT

The property has a finished room that was recently added to the property. The room is not connected to the main heating and cooling system used by the rest of the house, and the room only has a fireplace. Can this room be counted as finished square footage?

Although potentially frustrating, there are different methods by which square footage may be determined. There is not a single standardized method to determine or measure a home for square footage. Likewise, there is not a single statutory way to define whether a space is finished, unfinished or a livable space.

It's important to consider who is calculating the square footage and for what purpose. For example, Wisconsin assessors have standardized regulations that tell them how to count square footage. Appraisers have their own standards for how and when to address space. Local ordinances may also regulate what is considered square footage. An insurance provider, however, may include the total square footage, finished and unfinished, when creating and pricing an insurance policy for the structure.

Therefore, the agent may suggest the seller consult with legal counsel, the local assessor's office or the building department of the municipality to see if there are any applicable standards.

The important thing for an agent to remember is that advertising cannot be false, deceptive or misleading, so whatever figures an agent uses must not misrepresent the property, and an agent should always attribute measurements to their source, such as “per seller” or “per assessor.”

A Wisconsin licensee can be found liable to a buyer for inaccurate statements made by the licensee that appear to the buyer to have been made from the licensee's own personal knowledge. In Wisconsin, the law provides that an inexperienced buyer should be entitled to rely on the factual statements made by a professional. Accordingly, when a licensee receives data from the seller, the city treasurer's office or another third party and restates the information in the MLS or in other advertising as if it were fact, the licensee may be responsible for the accuracy of the information.

As such, REALTORS® are recommended to specifically attribute data used in advertisements, such as acreage, square footage and assessed values, to its source and/or use general disclaimers. Disclaimers may not, however, provide certain and absolute protection in all cases.

2023 Wisconsin Act 208 removes liability from the licensee when the licensee uses government information attributed to the source if that information is subsequently determined to be inaccurate. In this example, if the licensee relied on the assessor record to indicate the home's square footage but the assessor record is later discovered to be inaccurate, the licensee would not be held responsible for presenting incorrect information obtained from a government source.

DISCLOSURES BY WHOLESALERS

An investor has an accepted offer on a property. The investor wants to sell and assign the offer to a new buyer. Is this process considered wholesaling?

Wholesaling is a strategy often used by investors in which the investor, also known as the wholesaler, enters into a purchase agreement with a seller. The wholesaler then finds a buyer for the property and assigns the wholesaler's contractual rights to that buyer for the seller's property. The wholesaler makes a profit by selling the contract to the buyer for a price higher than the price in the purchase agreement with the seller.

The new law requires wholesalers to provide a written disclosure explicitly stating their wholesaler status to both the seller and the buyer at the time of entering the agreement. The wholesaler would also need to notify the buyer in writing that the wholesaler holds an equitable interest in the property as a buyer under a purchase agreement and that the wholesaler is conveying to the buyer an interest in the purchase agreement, not title to the property.

PAYMENT TO LICENSEES

A firm has a listing. The listing agent earned the commission but passed away unexpectedly before closing. The firm understands the listing contract is owned by the firm, but the firm would like to pay the listing agent's commission to the listing agent's estate. Is this allowed?

Under previous law, REEB policy stipulated that an individual must still be licensed when the agreement to receive commission or referral fees is made as well as when the money is paid. As such, the firm could not pay the agent's estate the commission owed because the deceased agent was no longer licensed at the time of payment.

2023 Wisconsin Act 208 clarifies that the payment of commission or referral fees can be made if the individual was licensed at the time the commission was earned or the referral fee arrangement was made. Under the new law, the firm is able to pay the commission earned by the agent to the agent's estate because the agent was licensed at the time the commission was earned.



RESOURCES

- WRA advocacy webpage: action.wra.org
- 2023 Wisconsin Act 208: docs.legis.wisconsin.gov/2023/related/acts/208
- 2023 Senate Bill 870: docs.legis.wisconsin.gov/2023/related/proposals/sb870
- 2023 Assembly Bill 918: docs.legis.wisconsin.gov/2023/related/proposals/ab918



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INSPECTION CONTINGENCY FLOWCHART REVISITED

BY TRACY RUCKA

WRA DIRECTOR OF PROFESSIONAL STANDARDS AND PRACTICES

It's the age-old question: does a buyer give a notice or an amendment after obtaining the written inspection report? Navigating the inspection contingency requires an understanding of the buyer's options and the implications of each. The decision is ultimately up to the buyer because there is no "one size fits all" answer. Using the flowchart on page 16 can help the parties understand the process and potential outcomes.

Thinking about the contingency as a decision tree, or flowchart, can provide clarity for each party's options at any point in time in the transaction. Given the contingency in the WB-11 Residential Offer to Purchase, there may be three types of inspections as a three-prong contingency. The inspection contingency allows for a Wisconsin-registered home inspector to conduct an inspection, hopefully disclosing no defects, as well as component inspection(s) for any identified components and applicable follow-up inspections. In the event any of these authorized inspections result in a written report that identifies defects or not, the buyer will have choices regarding how to proceed. If there are no defects as defined in the offer, the buyer may still attempt to negotiate with the seller by way of

an amendment. Whether agreed upon or not, the parties will proceed to closing.

The licensee working with a buyer would discuss the content of the inspection report and the definition of defect in the offer to purchase. The buyer may object to items labeled as defects in the summary page of the home inspection report. In some situations, certain property conditions that could be defects as defined in the offer may not be contained in the inspector's summary. A defect as defined in the offer may exist if the condition relates to the value of the property.

Presuming there are defects as defined in the offer, the next consideration is whether the parties have included a right to cure or no right to cure in the inspection contingency. If there is no right to cure and the buyer issues the notice of defects, the offer will be null and void. To avoid that outcome, so long as there is time in the inspection contingency, the buyer may try to renegotiate by way of an amendment or proceed to closing now knowing the results of the inspection report.

After discussing opportunities, the agent drafts any notice of defects based on the buyer's instructions, including the list of defects to which the buyer objects. It's important for the agent to educate the buyer that per the contract, the seller electing to cure is only required to address defects as defined in the WB-11. If the buyer were to object to items that are not defects as defined in the offer, the seller is not required to cure the non-defects.

Another fork in the flowchart is whether items in the written report are defects as defined in the offer. Home inspectors now have a statutory requirement to identify defects during the inspection and to label those items as defects in the inspection report. A home inspector will label items as defects based on the home inspector's judgment at the time of the inspection; the inspector is not making any warranties as to the future condition of the property.

It is also possible for a buyer to deliver a notice and amendment simultaneously. Although this is a viable option, it tends to cause confusion and may have unintended consequences if not executed carefully. An amendment used in this manner should contain language withdrawing the notice of defects if the seller agrees to the amendment to avoid the offer unintentionally becoming null and void if the seller does not deliver a notice of election to cure.

After receiving a notice of defects, the seller has three choices:

1. Terminate the offer, electing not to cure.
2. Deliver notice electing to cure all the items listed in the buyer's notice of defects.
3. Deliver written notice electing to cure only the defects as defined in the offer.

When electing to cure, it's essential to communicate in writing with the buyer; for example, stating the seller elects to cure defects in the buyer's notice. Alternately, if some items are not defects, the seller may also state the buyer's notice included items that are not defects as defined in the offer. The seller may, but is not required to, list the items that are not defects that the seller does not intend to cure. To be clear, the seller may also affirmatively state they expect the buyer to complete the transaction because the seller agrees to cure only the items defined as defects in the offer.

If a party asks a real estate licensee if something is or isn't a defect, the licensee may review the definitions of defect with the person, but ultimately may need to refer the party to legal counsel because licensees cannot render legal opinions as to what is or is not a defect under the offer.



ADDITIONAL INFORMATION

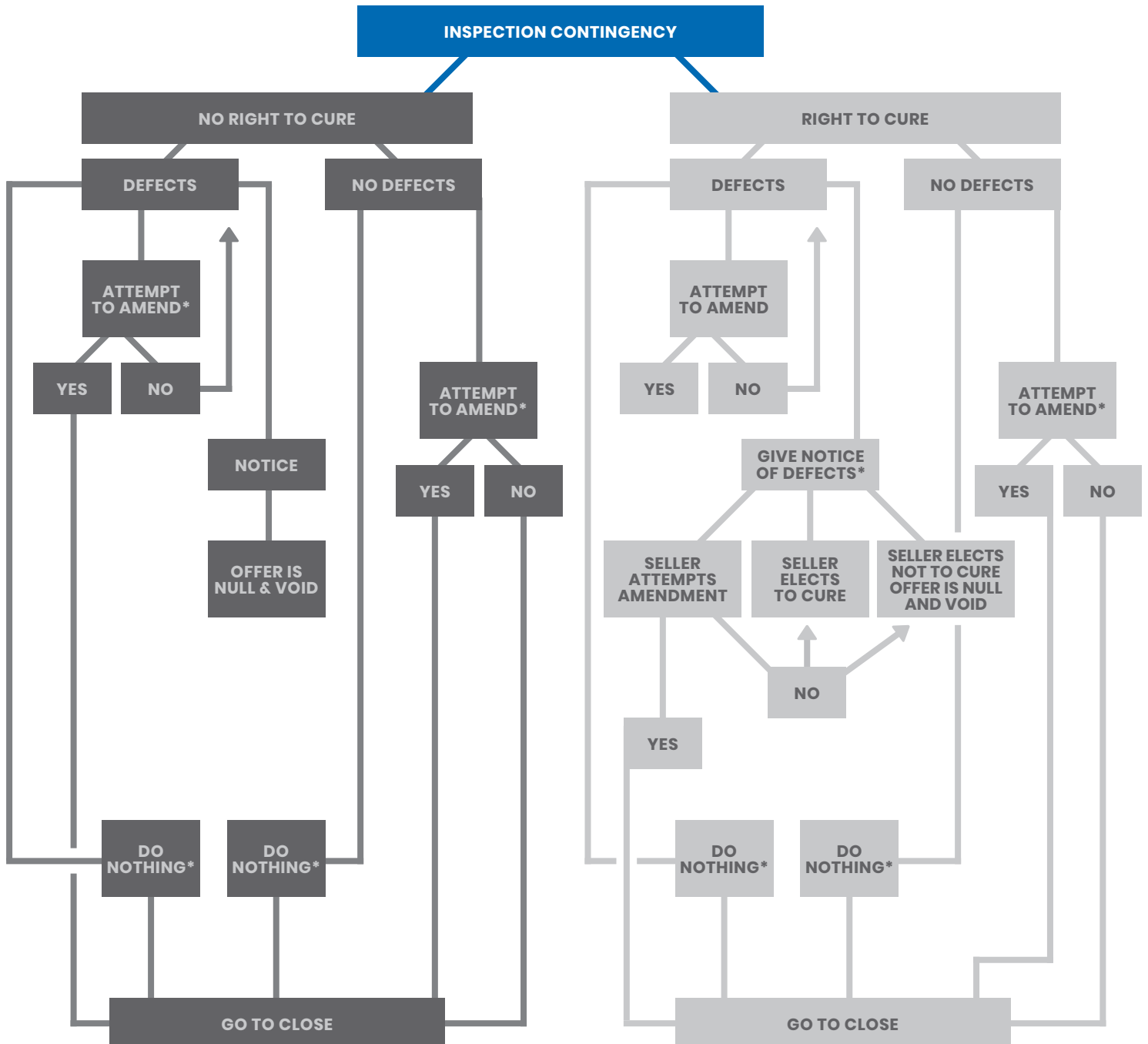
Download your copy of the inspection contingency flowchart at www.wra.org/InspectionFlowchart.

Share the WRA's "Understanding Wisconsin Home Inspection Reports" handout with parties if there are inspection report concerns. Access the handout at www.wra.org/UnderstandInspectionsPDF.

If a buyer is looking to customize the inspection contingency, see the September 2022 *Wisconsin Real Estate Magazine* article, "The Inspection Contingency Returns ... But Sometimes with a Twist!" at www.wra.org/WREM/Sep22/InspectionContingency.

INSPECTION FLOWCHART

Determine which direction to take in your transaction.



**Deliver a copy of inspection report*

LEGAL RESOURCES

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

LEGAL HOTTIPS

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

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(WRA login required)

LEGAL UPDATES

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

May 2024: "Addressing Discriminatory Covenants and Deed Restrictions"

Learn how the new Act 210 empowers property owners to record a statutory form against discriminatory deeds on their land records.

April 2024: "NAR Proposed Settlement"

Find out how NAR's proposed settlement agreement could affect your real estate practice.

March 2024: "Personal Assistants Revisited"

Explore legal guidelines for hiring personal assistants for your Wisconsin real estate practice.

See more: www.wra.org/LegalUpdates

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

The hotline will be closed on Thursday, July 4, in honor of Independence Day. Normal hours will resume on Friday, July 5 at 8:30 a.m. Central.



DARE *to* **DREAM**

WRA 2024 ANNUAL CONVENTION

SEPTEMBER 29 – OCTOBER 1

KALAHARI RESORT & CONVENTION CENTER



WHEDA AND REALTORS® MAKE A WINNING TEAM

PARTNERING WITH DEVELOPERS, MUNICIPALITIES AND EMPLOYERS TO INCREASE HOUSING OPPORTUNITIES

BY RAEHELLE BELLI AND SAMANTHA R. LINDEN

WHEDA PUBLIC AFFAIRS PROGRAM MANAGER
AND WHEDA LEGISLATIVE LIAISON

Real estate agents are often the first point of contact for people purchasing a home, and the Wisconsin Housing and Economic Development Authority (WHEDA) recognizes their importance to homebuying. Likewise, REALTORS® can be a resource for developers seeking to purchase property for multifamily housing construction. Either way, both have the same goal — to help our workforce, our families and our seniors find a home.

One of the WRA's 2023-24 legislative priorities included increasing Wisconsin's housing inventory by establishing policies and processes offering opportunities for developers, municipalities and employers. This priority also aligned with WHEDA's legislative objective to create and advocate for a housing package to help Wisconsin thrive by expanding affordable housing choices.

In 2023, WHEDA's Legislative Program Team facilitated unprecedented advocacy work on a package of proposals called the Bipartisan Housing Package. Democrats and Republicans united to address Wisconsin's affordable housing crisis. Gov. Tony Evers signed the \$525 million package into law in June 2023 to help expand access to safe, affordable housing.

Advocating for housing requires the support of many. WHEDA and the WRA joined other housing advocates, including the League of Wisconsin Municipalities, the Wisconsin Builders Association, the Wisconsin Towns Association, and the Wisconsin Counties Association to create and introduce the Bipartisan Housing Package.

WHEDA is administering the four newly created loan programs that have emerged from the new legislation. This new funding will have a significant impact on the construction and rehabilitation of affordable housing for rent and ownership in Wisconsin. Public and private partnerships between municipalities and developers will leverage each other's expertise and financial resources, as was the intent of the legislation.

The four programs created from this legislation help fund infrastructure investments as well as housing units above main street buildings, convert vacant commercial buildings into housing, and rehabilitate and repair older housing stock.



INFRASTRUCTURE ACCESS

- **Infrastructure Access Loan (\$275 million):**

This program allows a residential housing developer to apply for a loan to cover the costs of installing, replacing, upgrading or improving public infrastructure related to workforce housing or senior housing.



RESTORE MAIN STREET

- **Restore Main Street Loan (\$100 million):**

This program allows an owner of rental housing to apply for a loan to cover the costs of improving housing located on the second or third floors of an existing building with commercial space on the ground level.



HOME REPAIR & REHAB

- **Home Repair & Rehab Loan (Home R&R Loan) (\$50 million):**

This program provides up to \$50,000 loans to homeowners who own a house that is at least 40 years old to repair and/or rehabilitate their home.



VACANCY-TO-VITALITY

- **Vacancy-to-Vitality Loan (\$100 million):**

This loan program allows a developer to apply for a loan to help cover the cost of converting a vacant commercial building into workforce housing or senior housing.

Two of the programs, Restore Main Street Program and the Vacancy-to-Vitality, were soft-launched last fall with applications due in December 2023. The first \$3 million in awards, announced on January 31, 2024, supported the creation of over 300 units in three developments located in Dane and Waukesha counties. All three awards were for the Vacancy-to-Vitality program, which helps developers cover the cost of converting a vacant commercial building into housing.

The Infrastructure Access Program opened in March 2024, and applications closed on April 30. WHEDA also opened Restore Main Street and Vacancy-to-Vitality for a second round of applications. WHEDA will announce funding awards for all three of these loan programs in June 2024.

WHEDA is currently developing the Home R&R program, which enables property owners to access up to \$50,000 to improve Wisconsin's aging single-family, owner-occupied housing

stock. These improvements could include removing lead-based paint, asbestos, mold or other environmental contamination, or repairing or replacing flooring, interior walls, ceilings or plumbing. This new loan is anticipated to be available in the fall.

WHEDA thanks the Wisconsin REALTORS® Association for its tremendous support of this legislation that will help increase housing inventory and lower housing costs. We also recognize that the WRA is making strides to inform its members about these programs, which will be immensely helpful as funds are deployed and more housing is brought to market.

WHEDA strongly values its partnership with the WRA. Access to safe, reliable and affordable housing is critical to helping address our housing crisis. Together we have helped bring to fruition one of the largest state investments in workforce housing.

THE CONSEQUENCES OF LOW VOTER TURNOUT AND YOUR EMPTY WALLET

BY NATHAN CONRAD

WRA DIRECTOR OF LOCAL AND GRASSROOTS ADVOCACY

If you have heard it once, you have heard it a thousand times: “elections have consequences.” If you have read a column or two in these magazines, you have seen those very words written here before many times. To be frank, they are true, every time they are written. As a Wisconsin REALTOR®, who you support at the ballot box matters. Issues you stand behind matter. Even the issues you oppose matter. And the timing of elections and when voters decide on crucial issues matters.

The time, effort, financial resources and grassroots outreach that REALTOR® organizations put behind those efforts matter, they help put good policy into effect, and they help block bad policy from taking place.

Let’s look at local referendums for school funding. Since 2011, Wisconsin has successfully controlled property tax increases by placing strict levy limits on municipalities and counties. This freeze on property tax levy limits has saved Wisconsin property owners more than \$12 billion in property tax relief. Therefore, when school districts want to increase their funding for a one-time or ongoing expense, the districts must go to the taxpayers to have them vote to increase their property taxes.

The freeze requires school districts to ask property taxpayers in their district to vote through referendum to exceed the levy limit. Therefore, even though the Wisconsin legislature froze the levy limit, property taxpayers by a vote can agree to raise their own taxes.

In theory, this is a great way to place power into the people’s hands when it comes to making decisions that directly impact their wallet and budget. This is especially true with first-time homebuyers as well as seniors on a fixed income as they budget their property taxes on an annual basis to ensure they can afford to live in their homes.

However, in practice, it does not seem to work out that everyone has an equal say. In fact, referendums that dramatically affect property taxes are placed on ballots during spring elections. Spring elections are notorious for low turnout.

When a referendum takes place during a spring election, the majority of those who vote to increase property taxes do not represent the majority of the community. To put it simply, when a low turnout only generates 30% of the community’s voters, and a measure passes by the thinnest of margins, it could mean that only 15% of the community supported passing that measure.



This is not to say that supporting school referendums is something to shy away from. Our schools need funding as great school districts boost property values and increase the desire for people to move to these locations. But when a referendum is on the ballot that can dramatically increase property taxes, it should be decided by the largest number of voters in a community. Therefore, referendums should appear on ballots during a fall general election when more voters are going to the ballots to vote.

Let's look back at referendums brought to voters in local elections in 2023. A total of 83 local referendums were on the ballot from Adams-Friendship to Yorkville. Of the 83 referendums introduced, 46 of those, or 55.4%, passed, which accounted for \$636 million. To put that into perspective, that staggering sum would purchase more than 2,125 median-valued homes in the Badger State.

Luckily, all these referendums were part of the only election of the year that had significant statewide impact, as the 2023 spring general election included the Wisconsin Supreme Court race that elected Justice Janet Protasiewicz to the state's highest court.

Now, let's look at 2024. There have been 103 referendums that appeared on the ballot so far in 2024. Nearly 58% of these referendums have passed and will cost property owners a mind-boggling extra \$1 billion on their property tax bills in the coming years.

These 60 referendums were decided by less than 30% of the voting population. The biggest example was in Milwaukee where a \$252 million referendum passed by the slimmest of margins: 1,700 votes separated those who supported and those who

opposed the measure to increase school district funding. What many did not realize when voting to pass this referendum was that property taxes on the median-valued home in Milwaukee will now rise more than \$400 a year. For many who are straddling the poverty line and are struggling with inflation and making mortgage payments, this increase in property taxes may push them over the edge.

Another item of note: As of the writing of this article, not a single referendum is on the ballot for the fall general election when turnout is expected to hit well above 50%. While some may appear on the fall ballot, many of those that do are attempts to get referendums that failed during the spring election back in front of voters less than a year after they have been defeated.

With the economy being a high priority for voters on both sides of the aisle this coming November, it is interesting the election that had the biggest consequence on people's bottom line by increasing their property taxes already took place this year.

As the voice for property owners, take notice that low-turnout elections have a much bigger impact on your clients and customers than you might expect. The consequences of such elections can price people out of homes and put some out of reach of the American dream of homeownership, simply because the current system allows referendums that increase property taxes to appear on any ballot regardless of voter turnout.

It may be time to ensure that decisions regarding dependence on property owners to foot the bill for school funding and government funding are made when the largest amount of voters are at the polls.

RPAC'S LONG TRACK RECORD OF SUCCESS

BY JOE MURRAY

WRA DIRECTOR OF POLITICAL & GOVERNMENTAL AFFAIRS

The REALTORS® Political Action Committee (RPAC) is 55 years old this year. At the federal level, RPAC was created in 1969 “to solicit voluntary contributions from the Association’s members and pool those funds to make contributions to candidates running for public office.” The group’s name was changed to RPAC in 1974.

In Wisconsin, RPAC launched in 1970 under the leadership of then-WRA President Otto Bytof. Bytof and the WRA board of directors decided it was equally important to have a state RPAC for state legislative elections and constitutional offices including governor, attorney general and state Supreme Court.

The 1970 RPAC fundraising drive raised about \$7,000. Today, the fundraising numbers are significantly higher: 2023 RPAC and Direct Giver fundraising numbers totaled \$1.1 million.

Thanks to your generous support, RPAC continues to be a powerful and growing influence in Washington, D.C., and the state Capitol in Madison. Both Democrats and Republicans receive support from RPAC, and that support goes to candidates who support the “REALTOR® Party,” meaning we support those who support our industry.



WHAT DOES RPAC DO FOR YOU?

At the national level, the National Association of REALTORS® (NAR) advocacy team has worked tirelessly to protect and benefit the real estate industry on many priorities. NAR was successful in stopping a proposal that would have limited the use of like-kind exchanges, a proposal to increase the capital gains tax rate, and supported the Flood Insurance Affordability Act that slowed flood insurance rates for homes and commercial properties. NAR was also instrumental in ensuring that federal rental assistance was well funded to help tenants and landlords during the eviction moratorium. These were consequential pieces of federal legislation that benefited REALTORS® in every part of the industry.

At the state level, the list of accomplishments is impressive as well. Over the last 50 years, WRA members and property owners have benefited significantly from member investments in RPAC. Victories include protecting your right to use state-approved forms, passing a two-year statute of limitations for REALTOR® liability, and maintaining the property tax levy limits.

Since the founding of RPAC in 1969, REALTORS® have notched many crucial wins for the real estate industry. The following page provides a very brief look at a few of the top advocacy accomplishments at the national and state level over the last 50 years.

NATIONAL-LEVEL RPAC ACCOMPLISHMENTS

1982	Clarified REALTORS®' right to be independent contractors for federal tax purposes.
1986	Protected the mortgage interest tax deduction.
1997	Raised the capital gains tax exclusion on the sale of a principal residence.
2009	Prevented banks from engaging in real estate brokerage.
2018	Successfully opposed the repeal of 1031 like-kind exchanges.
2020	Sustained the real estate industry through the COVID-19 pandemic.
2022	Successfully opposed numerous tax increase proposals that, if implemented, would have been harmful to the real estate industry.

STATE-LEVEL RPAC ACCOMPLISHMENTS

1991	Created and required the use of property condition reports for residential real estate sales.
1995	Established that REALTORS® cannot be held liable for third-party misrepresentations.
2005	Confirmed that rules restricting the construction of or use of piers cannot apply retroactively to existing piers.
2007	Stopped a proposal to double the real estate transfer tax.
2011	Passed significant landlord-tenant law reform.
2015	Passed the right to rent for homeowners in Wisconsin.
2020	Deemed REALTORS® and real estate practice "essential" during the COVID-19 pandemic.
2022	Maintained property tax freeze levy limits.

While these accomplishments are impressive, they barely scratch the surface of what we have accomplished together with your financial support for RPAC and the Direct Giver program. By financially supporting candidates who support our issues, we can pass good laws and defeat bad laws to preserve and protect REALTORS® and property owners alike.

RPAC is your best investment in real estate.



MEET A 2024 MAJOR INVESTOR

“Now more than ever, we must be politically savvy. Now more than ever, we must be aware of the impact we can create together. We must ensure that real estate remains at the forefront of economic and community development; and engaging with the RPAC program is not just a choice — it’s a necessity. It’s our pathway to guarantee that the voices of REALTORS® and homeowners alike are heard and shape policies that fostersustainable homeownership, protect property rights, and promote the values we collectively bring to our communities.

Together, through our collective action and commitment, we have the power to drive positive change, ensuring a thriving future for all in the real estate sector regardless of the situation we are in as an industry!”

Pedro Rivera

ReThought Real Estate, Milwaukee



REALTORS® POLITICAL ACTION COMMITTEE

REAL ESTATE ADVOCACY

SEE 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. 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.

PLATINUM “R”s

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



Jim Imhoff
First Weber Inc.
Madison



Mary Ruffedt
Elite Realty Group
Eau Claire

RPAC major investors are current as of May 15, 2024, and appear in the order in which they pledged contributions.

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



Dan Lawler
Feather Real Estate
Group, Rice Lake



Rita Blenker
Century 21 Gold Key Realty
Inc., Marshfield



John Flor
Keller Williams Realty
Diversified, Chetek

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



Michael Zahrt
First Weber Inc.
Wausau



Lora Bladow
RE/MAX Excel
Wausau



Brian Slinkman
NextHome Partners
Wisconsin Rapids



Rob Rybarczyk
Coldwell Banker
Action Realty, Schofield



Lana Mohs
Exit Greater Realty
Wausau



Glenn Mohs
Exit Greater Realty
Wausau



Michael Brandner
Gowey Abstract & Title
Company, Medford



Jordan Leonhard
Mortgage Experts Team
of Waterstone Mortgage
Marshfield

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 Schmoldt
Newmark
Milwaukee



Allison Lieske
Berkshire Hathaway Starck
Real Estate, Walworth



Denise Schultz
Lakes Area REALTORS®
Association, Elkhorn



Todd Battle
Zilber Property Group
Milwaukee



Stan Hill
Stark Company
REALTORS®, Madison



Randy Kassa
Randall Properties
Wauwatosa



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



Becky Kirchner
RE/MAX Plaza
Woodstock, IL



Darin Moravitz
Dane Arthur Real Estate
Agency, Turtle Lake



Brett Moravitz
Dane Arthur Real Estate
Agency, Cumberland



Robert Morrone
Prime Realty Group
Kenosha



**Southshore REALTORS®
Association**
Kenosha



Stacey Hennessey
Century 21 Affiliated
Appleton



Mike Kunesch
The Commercial Place
Appleton



Dan Lee
First Weber Inc.
Madison



Tom Telderer
RE/MAX Lakeside
Milwaukee

STERLING "R"s

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Keith Wilkes
NextHome Partners
Wisconsin Rapids



Travis Ploman
NextHome Leading Edge
Kronenwetter



Peter Sveum
Coldwell Banker Real
Estate Group, Stoughton



Jacci See
First Weber Inc.
Middleton



Scott Bush
Greater Milwaukee
Association of REALTORS®
Milwaukee



John Siewert Jr.
Coldwell Banker Siewert
REALTORS®
Wisconsin Rapids



Angela Wilson
Gerrard-Hoeschler
La Crosse



Michael Richgels
RE/MAX Results
Onalaska



Pamela Larkin
First Weber Inc.
Wausau



Andy Szymanskyj
Launch Realty Group
East Troy



Sharon Helwig
RE/MAX American Dream
Marshfield



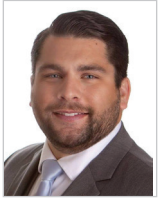
Chad Hoerman
Forward Financial Bank
Marshfield



Ray Leffler
RE/MAX Newport Elite
Racine



Catherine Bade
Edina Realty Inc.
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Martin Tauger
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Robert Ritsch
RE/MAX Affiliates
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- **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

Even though the biennium deadline — December 14, 2024 — sounds far away, time flies! Be sure to carve out some time in your busy schedule soon to get started on your credits well ahead of the deadline.

Your CE, your way: www.wra.org/FlexibleCE

ELEVATE CLIENT RELATIONSHIPS

Your WRA membership comes with some amazing perks. Not only do you get exclusive benefits tailored just for WRA members, but partnerships with external companies take your membership to the next level by adding even more value. And as you strive to enhance and streamline your customer relationships this year, the WRA's collaboration with Realtyzam CRM has what you need.

With Realtyzam CRM, say hello to a streamlined, effortless experience with your customer relationship management (CRM) efforts. With Realtyzam CRM, managing your contacts becomes a breeze.

REALTYZAM CRM BENEFITS

Simple software

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

Enhanced client data

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

Organization and storage

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

Smartphone app

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

GET STARTED TODAY

Boosting your client communications and relationships is just a click away. Visit www.realtyzam.com/wra to learn more about this exciting product.

WRA EXCLUSIVE PARTNERS

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

PAPERLESS AGENT MARKETING CLUB

Resources for your real estate marketing.

PEARL INSURANCE

Insurance designed for the real estate industry.

REALTYZAM CRM

Simple CRM for your business.

Learn more about these exclusive partners:
WWW.WRA.ORG/EXCLUSIVEPARTNERS

WRA MEMBERSHIP BENEFITS

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

ADVOCACY

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

LINE BY LINE FORMS TRAINING

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

TRANSACTIONS (ZIPFORM EDITION)

Make your transactions paperless with Transactions (zipForm Edition).

WRA LEGAL HOTLINE

Discuss your practice questions with a Wisconsin real estate attorney.

WRA PDF FORMS LIBRARY

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

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



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

Register: 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 tech 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

Register: www.wra.org/BLF



CE ON DEMAND

CE convenience to the max

Streamline your CE with CE On Demand, which includes new program features like synergistic learning, enhanced visuals, convenient segments and checkpoint questions so you can study at your pace with digital content that allows you to learn anytime and anywhere. Plus, get the 18-course bundle and save 20%, or save 5% with the 12-course bundle.

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

Register: www.wra.org/RECE2324



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: Virtual
- Fee: \$75 per course or \$240 full bundle (WRA member pricing)

Register: www.wra.org/QuickStart



WRA ANNUAL CONVENTION

September 29–October 1, 2024

Grab your calendar and save the date for the WRA's showcase event of the year! This fall, 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.

Online registration coming soon!



MINI COURSE SERIES

Mini courses with big impact — just \$15 each

In a constantly changing industry, staying ahead requires constant learning. That's where the WRA's Mini Course Series comes in. In this training series, you'll receive top-notch training and original insights to keep you ahead of the game. And despite its name, these courses pack a big punch.

Available now are mini courses about seller relationships, developing CMAs, professionalism, the unauthorized practice of law and more.

Register: www.wra.org/Mini

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		
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 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
2023–24 Commercial CE	On Demand	www.wra.org/CE2324
2023–24 WI/MN Dual License CE	On Demand	www.wra.org/CE2324
WRA WEBINARS AND FORUMS		
SCHEDULED TRAINING		
Equine Properties Forum: November 1, 2024	Virtual	www.wra.org/BLF
PARTNER WEBINARS		
THE PAPERLESS AGENT WEBINARS		
June 4, 2024	Virtual	www.wra.org/paperlessagent
June 20, 2024	Virtual	www.wra.org/paperlessagent
July 9, 2024	Virtual	www.wra.org/paperlessagent
REALTOR® PROPERTY RESOURCE WEBINARS		
June 5, 2024	Virtual	blog.narrpr.com/learning
June 6, 2024	Virtual	blog.narrpr.com/learning
June 11, 2024	Virtual	blog.narrpr.com/learning

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

PROFESSIONAL STANDARDS ENFORCEMENT

ELEVATING PROFESSIONALISM STATEWIDE

Your membership, your professionalism — elevated. The WRA's professional standards enforcement program raises the bar on ethics and professionalism at the statewide level.

Learn more about assistance in dispute resolution and professional standards enforcement of Code of Ethics violations at wra.org/professionalstandards. Together, we can raise industry standards.





WHEDA

WISCONSIN HOUSING AND
ECONOMIC DEVELOPMENT AUTHORITY

**WHEDA thanks the WRA for
their support of workforce
housing in Wisconsin.**



WHEDA and Realtors® - A Winning Team

