

WISCONSIN REAL ESTATE MAGAZINE

A PUBLICATION OF THE WISCONSIN REALTORS® ASSOCIATION

CHANGE

IS KIND OF OUR THING

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Practice Changes Effective August 17

Revised WB Forms Mandatory this Month

WRA Forms Update Online Resources

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JUNE HOUSING REPORT

HOME SALES FELL AND PRICES ROSE AS NEW LISTINGS DECLINED IN JUNE

BY DAVE CLARK

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

June 2024 Wisconsin housing report at a glance:

- The growth in new listings fell for the first time in eight months.
- The median price in June 2024 was 7.4% higher than June 2023
- Price pressure and high mortgage rates hurt affordability.
- Sales fell 10.5% in June 2024 compared to June 2023.
- Total June 2024 listings were 5.8% higher than June 2023.

See the full report: www.wra.org/HSRJun2024

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.



JUNE HOUSING



6,465
CLOSED SALES JUNE 2024
-10.5%
FROM JUNE 2023

\$327,500
MEDIAN PRICE JUNE 2024
+7.4%
FROM JUNE 2023

ACTIVE LISTINGS BY PRICE

PRICE RANGE	NUMBER OF LISTINGS
\$0-\$124,999	1,093
\$125,000-\$199,999	2,418
\$200,000-\$349,999	5,884
\$350,000-\$499,999	4,911
\$500,000 & higher	4,215

19,522
TOTAL STATEWIDE LISTINGS
JUNE 2024
+5.8%
FROM JUNE 2023

MEDIAN PRICES BY REGION

CENTRAL	\$254,950
NORTH	\$289,000
NORTHEAST	\$302,000
SOUTH CENTRAL	\$372,500
SOUTHEAST	\$340,000
WEST	\$330,000

AVERAGE DAYS ON MARKET

65 DAYS JUNE 2024
COMPARED WITH
64 DAYS JUNE 2023

MONTHS OF INVENTORY
3.5 JUNE 2024
3.2 JUNE 2023

MONTHLY HOUSING ACTIVITY

Statewide	June 2024	June 2023	% Change	Year to Date 2024	Year to Date 2023	% Change
New Listings	7,844	8,765	-10.5%	N/A	N/A	N/A
Total Listings	19,522	18,460	+5.8%	N/A	N/A	N/A
Closed Sales*	6,465	7,225	-10.5%	30,477	28,506	+6.9%
Median Sales Price	\$327,500	\$305,000	+7.4%	\$300,000	\$280,000	+7.1%
Months of Inventory	3.5	3.2	+9.4%	N/A	N/A	N/A
Avg. Days on Market	65	64	+1.6%	N/A	N/A	N/A
Affordability Index	115	125	-8.0%	N/A	N/A	N/A

	Median Price			Closed Sales		
Region	June 2024	June 2023	% Change	June 2024	June 2023	% Change
Central	\$254,950	\$230,000	+10.8%	444	534	+16.9%
North	\$289,000	\$255,000	+13.3%	603	689	-12.5%
Northeast	\$302,000	\$279,500	+8.1%	1,215	1,318	-7.8%
South Central	\$372,500	\$359,950	+3.5%	1,372	1,528	-10.2%
Southeast	\$340,000	\$320,000	+6.3%	2,238	2,491	-10.2%
West	\$330,000	\$299,900	+10.0%	593	665	-10.8%

Report criteria: Reflecting data through June 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

CE COURSE 6 CREDIT FOR WRA MEMBERS

On June 24, WRA President & CEO Tom Larson and the WRA legal team discussed the latest updates about the National Association of REALTORS® (NAR) proposed settlement agreement in a livestreamed session of the WRA's Legal Update Live series.

This Legal Update Live webinar has been converted into an alternate CE Course 6 for the 2023-24 biennium. WRA members can earn one hour of complimentary credit for CE Course 6.

Earn your CE credit with these steps:

1. Visit www.wra.org/mycourses and log in with your WRA credentials.
2. Scroll down to the "Current Courses" section on that webpage.
3. Click on "Complimentary CE — Member Benefit" on that page.
4. Finally, click "Launch Course."
5. Watch the video, take the exam, and enjoy your complimentary CE.

WISCONSIN REAL ESTATE PRACTICE CHANGES EFFECTIVE AUGUST 17

In light of the National Association of REALTORS®' proposed settlement agreement announced in March this year, two changes related to real estate practice will go into effect August 17, 2024:

1. The Multiple Listing Service (MLS) will no longer include offers of compensation.
2. Firms working with buyers need a written buyer agreement before touring a home with a buyer.

In response to the litigation as well as the practice changes, the WRA has been educating members, and the Wisconsin Real Estate Examining Board (REEB) has revised many state-approved (WB) forms. See the WRA's antitrust resource webpage at www.wra.org/antitrust for more details. (WRA login required.)

WRA HOLIDAY HOURS

The WRA and the WRA Legal Hotline will be closed on Monday, September 2, in observance of Labor Day. Normal business hours for the association and hotline will resume at 8:30 a.m. Central on Tuesday, September 3. The WRA wishes you a happy and safe holiday!

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NAVIGATING CHANGE

HOW THE WRA IS HELPING WISCONSIN REALTORS® BETTER UNDERSTAND THE NEW PRACTICE CHANGES

Since the National Association of REALTORS® (NAR) entered into the settlement agreement on March 15 to resolve a series of class-action antitrust lawsuits involving sellers, the Wisconsin REALTORS® Association (WRA) has been actively working to interpret, educate and implement the new practice changes in Wisconsin.

During this time, the WRA has engaged in extensive outreach with REALTOR® members, local boards, government officials and real estate industry partners. These initiatives include:

- Three all-member Legal Update Live webinar sessions with over 700 attendees for each.
- Over 37 presentations to local REALTOR® associations, MLSs, real estate companies, and real estate industry partners like title companies, appraiser groups and lenders.
- A presentation to the State Bar of Wisconsin.
- Held individual meetings with members of the Wisconsin Congressional delegation and Wisconsin state lawmakers, including officials with the Department of Safety and Professional Services, to explain how the settlement agreement affects real estate practice in Wisconsin.

In addition to these outreach efforts, the WRA has produced various written updates and videos to provide new information and interpretations of key provisions in the settlement agreement. These resources aim to help REALTORS® better understand the practice changes, including:

- Providing weekly updates and new interpretations related to the settlement agreement as part of the Legal News email sent to all members.
- Developing frequently asked questions (FAQ) documents about the settlement agreement and related litigation.
- Preparing talking points for explaining the settlement agreement and its effects on Wisconsin to REALTOR® customers and clients.
- Writing numerous articles for the *Wisconsin Real Estate Magazine*, including several for this edition.

- Answering over 250 questions from individual REALTOR® members through the WRA Legal Hotline.
- Including litigation-related questions from the WRA Legal Hotline in the weekly Legal Hottips, which are sent to all members in the Legal News email and available each week on the WRA website.
- Producing or amending five WRA forms or agreements to implement the new settlement practice changes.
- Providing input into changes to 18 WB forms with an optional use date of July 1, 2024, and a mandatory use date of August 15, 2024.

While much work has been done so far, the WRA continues to seek opportunities for constructive changes within the real estate industry. For example, the WRA has established a buyer agency workgroup to explore additional changes to Wisconsin real estate practices to ensure that consumers are well informed about the real estate transaction process.

As the WRA continues to help REALTORS® to adapt to the new settlement agreement, its commitment to providing comprehensive education and support to its members remains unwavering. By actively engaging with all stakeholders and continually updating resources, the WRA ensures that Wisconsin REALTORS® are well prepared to navigate the evolving landscape of real estate practice. The journey is ongoing, but with a proactive approach and a focus on consumer education, the WRA stands ready to lead the industry through these significant changes.

As always, if you have questions or comments about the practice changes or anything else, please contact me at tlarson@wra.org.

Tom Larson
WRA President & CEO

WRA Forms Library: Gain access to the 18 revised WB forms mandatory for use August 15, 2024.

WB-1 Residential Listing Contract — Exclusive Right to Sell
WB-2 Farm Listing Contract — Exclusive Right to Sell
WB-3 Vacant Land Listing Contract — Exclusive Right to Sell
WB-4 Residential Condominium Listing Contract — Exclusive Right to Sell
WB-5 Commercial Listing Contract — Exclusive Right to Sell
WB-6 Business Listing Contract — Exclusive Right to Sell
WB-11 Residential Offer to Purchase
WB-12 Farm Offer to Purchase
WB-13 Vacant Land Offer to Purchase
WB-14 Residential Condominium Offer to Purchase
WB-15 Commercial Offer to Purchase
WB-16 Offer to Purchase — Business With Real Estate Interest
WB-17 Offer to Purchase — Business Without Real Estate Interest
WB-24 Option to Purchase
WB-36 Buyer Agency Agreement
WB-37 Residential Listing Contract — Exclusive Right to Rent
WB-38 Commercial Buyer Agency/Tenant Representation Agreement
WB-39 Tenant Representation Agreement

With nearly 150 forms for Wisconsin real estate available at the click of a button, the WRA Forms Library is your go-to resource for PDF versions of WB and WRA forms. Included with WRA membership, the library provides convenient access to essential forms for your practice, designed for use outside of digital forms software like Transactions (zipForm Edition).



CHANGE

IS KIND OF OUR THING

ADAPTING TO NAR PRACTICE CHANGES EFFECTIVE AUGUST 17, 2024

BY CORI LAMONT

WRA VICE PRESIDENT OF LEGAL AND PUBLIC AFFAIRS

In real estate practice, change is not just a constant but a defining element. And of course, adapting to change can be daunting, yet it also serves as a catalyst for advancement.

Over the past three decades, the industry has continuously evolved with the advent of technologies like the internet, electronic signatures and mobile communication.

In real estate, change is kind of our thing. Frankly, we thrive on change.

So, when the National Association of REALTORS® (NAR) announced in March a proposed settlement agreement to resolve nationwide claims by home sellers regarding federal antitrust conspiracy claims, we knew change was coming. We just were not sure what it would be and when.

Over the last few months, the WRA has used NAR's frequently asked questions and presentations to understand the nature of the change and provide guidance for WRA members.

Per the proposed settlement agreement, NAR agreed to make two practice changes even if the settlement agreement is not approved by the federal court in November 2024.

These two practice changes are effective August 17, 2024.

1. The Multiple Listing Service (MLS) will no longer include offers of compensation. Consequently, listing firms will no longer be able to offer compensation to cooperating firms via the MLS.

2. Firms working with buyers need a written buyer agreement before touring a home with a buyer.

For a deeper discussion on the practice changes, read Wendy Hoang's "The Best of the Legal Hotline" article on page 10.

PRACTICE CHANGE QUICK FACT #1: **AN MLS WILL NO LONGER INCLUDE OFFERS OF COMPENSATION**

No later than August 17, 2024, the MLS must eliminate offers of compensation. Listing firms will no longer be able to indicate offers of compensation via the MLS. Since the MLS is responsible for regulating the practice changes, each MLS will create rules and enforcement measures. Therefore, be prepared that your MLS will not allow offers of compensation via private or public remarks, associated documents, communicated compensation agreements, or a link to your firm's website that indicates the offer of compensation. Contact your MLS about the specific MLS changes in your area.

The settlement agreement allows:

- Listing firms may display offers of compensation on their website for their own listings.
- Seller concessions may be offered on the MLS if the MLS rules permit, but the seller concession cannot be conditioned on the payment to the buyer's firm:
 - Listing contract: May indicate the concessions, including what they will be used for, which may include payment to the buyer's firm.

- MLS: May indicate concessions but cannot condition concessions on payment to a buyer's firm.
- Offer to purchase: May indicate concessions, including what they will be used for, including payment to the buyer's firm.

The settlement agreement prohibits:

- Blanket compensation agreements or policy letters are prohibited. Per the settlement, all offers of compensation require seller approval and must:
 1. Be in writing.
 2. Be provided in advance of any payment or agreement to pay a cooperating firm.
 3. Specify the amount or rate of any such payment.
- If your firm has any blanket compensation agreements or standing policy letters, it is recommended to communicate to those impacted by the agreement that the agreement is no longer enforceable.

PRACTICE CHANGE QUICK FACT #2: WRITTEN AGREEMENTS WITH BUYERS ARE REQUIRED BEFORE TOURING A HOME

The practice changes include these two new requirements:

1. MLS participants working with buyers must enter into written agreements with buyers before touring a home.
2. The written agreement must include specific language as stated in the settlement agreement.

The following chart outlines the implementation of this practice change in Wisconsin.

Wisconsin agent's role	Is a written agreement required before touring a Wisconsin property?
Listing agent or subagent	No
Buyer's agent	Yes
Pre-agency (not a listing agent, subagent or buyer's agent)*	Yes

*As provided in NAR's FAQs.

Under Wisconsin law, there are three different ways to have a relationship with a buyer. Each way varies by the level of service.

1. Pre-agency

- In pre-agency, the buyer is neither a client nor a customer.
- Pre-agency is optional. Firms and their agents may decide to skip over pre-agency and go right to customer or client.
- Under current Wisconsin law, a pre-agency relationship is not required to be documented. However, due to the practice changes, Wisconsin REALTORS® will have to document their pre-agency relationship in order to participate in pre-agency. The WRA created a pre-agency showing agreement to help meet this obligation. Learn more about this new pre-agency showing agreement form in Jennifer Lindsley's article on page 14.

- One very important note: agents cannot negotiate — for example, write an offer — in pre-agency. To negotiate, agents must have a client or customer relationship. Accordingly, to move forward in a transaction, an agent cannot remain in pre-agency; they must work with the buyer as a client or customer.

2. Customer

- When the buyer is a customer, the agent is with one of the following:
 - A cooperating firm and not listing firm. The agent is then a subagent.
 - A listing firm. The agent is then the agent of the seller.
 - A firm representing the buyer, and the seller is selling for sale by owner (FSBO).
- When the buyer is a customer, the agent owes duties to all parties and loyalty to the seller if the agent is a subagent or the agent of the seller, and loyalty to the buyer if the seller is FSBO.
- Wisconsin law requires specific written disclosures to be made to a customer.
- Although not required per the settlement, the WRA revised its Disclosure to Customers form to include language to meet the spirit of the settlement agreement. Jennifer Lindsley's article on page 14 discusses the revisions.

3. Client

- An agent has provided a client a WB buyer agency or tenant representation agreement.
- When the buyer is a client, the agent owes duties to all parties and duties to the client.
- A Wisconsin real estate licensee is required to use a WB form — for example, a WB-36, WB-38 or WB-39 — to create a client relationship.

Again, these are just quick general facts about the impact of NAR's practice changes on Wisconsin REALTORS®.

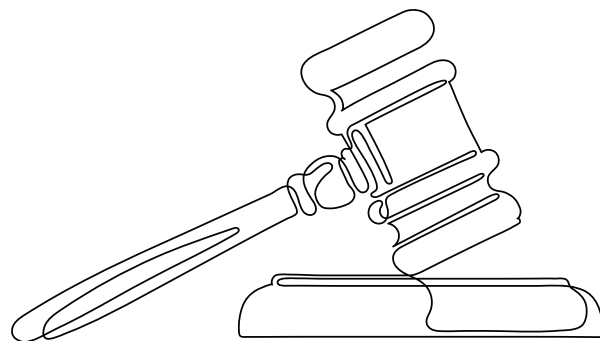
Note: The information contained in this article is accurate as this magazine went to press in July 2024.

WRA ANTITRUST RESOURCES

For all things practice changes, see the WRA's antitrust resources webpages available exclusively for WRA members. There you'll find:

- FAQs about the practice changes.
- Videos breaking down each practice change and related modifications to your practice.
- The latest Legal Update Live available to earn credit for CE Course 6 if you have not already received credit for Course 6. (WRA members only.)
- Wisconsin Real Estate Magazine articles and WRA Legal Updates written by WRA attorneys.
- NAR resources.
- Additional information about the WB form changes.

See the resources: www.wra.org/Antitrust



THE BEST OF THE LEGAL HOTLINE

NAR PRACTICE CHANGES

BY WENDY HOANG

WRA STAFF ATTORNEY

As indicated in Cori Lamont's article on page 8, NAR agreed to make two practice changes effective August 17, 2024. The following addresses the real estate practice changes required by the proposed settlement agreement.

NAR PRACTICE CHANGES

What are the practice changes under the NAR proposed settlement agreement?

1. The Multiple Listing Service (MLS) will no longer include offers of compensation. Most Wisconsin MLSs will remove the compensation field around mid-August though some may make the change earlier. Therefore, listing firms will no longer be able to offer compensation to cooperating firms via the MLS.
2. Firms working with buyers need a written buyer agreement before touring a home with a buyer.

REMOVAL OF OFFERS OF COMPENSATION FROM THE MLS

Can a listing firm still offer compensation to cooperating firms?

A listing firm can still offer compensation to cooperating firms but cannot use the MLS to do so. A firm can make an offer of compensation on its website, on signs, with fliers, social media posts, text messages, emails, telephone or other non-MLS communications.

May MLS participants or subscribers use showing platforms to offer compensation?

No. Compensation may not be offered on the MLS or any other showing platforms, associated documents or other shared tools for REALTORS® created by MLS participants and REALTOR®-owned MLSs. Use of MLS data or data feeds to directly or indirectly establish or maintain a platform of offers of compensation from multiple firms to buyer's firms or other buyer representatives is prohibited.

Can firms post the offer of compensation in the broker remarks on the MLS?

No. Firms should not post the offer of compensation on the MLS at all.

Can firms enter into compensation agreements with other firms?

Firms can have compensation agreements with other firms, but they will be on a transaction-by-transaction basis. The terms of the NAR proposed settlement agreement require a listing firm to first disclose to a seller what the firm proposes to offer to cooperating firms, and the seller must approve that amount and offer prior to the firm paying or entering into any agreement to pay a cooperating firm.

The firms may use the WRA-CA Compensation Agreement form for this purpose. This form has been revised due to the settlement agreement.

POLICY LETTERS

May firms enter into standing policy letters or blanket compensation agreements for firm-to-firm compensation?

No. As part of the proposed settlement terms, a listing firm must conspicuously disclose to sellers, and obtain seller approval for, any payment or offer of payment that the listing firm or seller will make to another firm acting for buyers.

This disclosure and seller approval must be in writing and must be provided in advance of any payment or agreement to pay to another firm acting for buyers and must specify the amount or rate of any such payment.

What happens to existing policy letters or blanket compensation agreements between firms?

As of August 17, 2024, they will be in violation of the terms of the NAR proposed settlement. Any firm with policy letters or standing compensation agreements should inform affected individuals that these are no longer enforceable.

SELLER CONCESSIONS

Can a firm advertise seller concessions on the MLS?

If a seller is offering concessions, the firm can advertise that on the MLS if that MLS’ rules permit advertising seller concessions. Concessions advertised in the MLS cannot be conditioned on payment to the buyer’s firm. A buyer can use the buyer’s offer to purchase to ask the seller to pay the buyer’s firm’s fee.

WRITTEN BUYER AGREEMENTS BEFORE TOURING A HOME

Who needs to enter into a written buyer agreement?

MLS participants working with buyers must enter into written agreements with buyers before touring a home.

If the firm is the listing firm, no additional agreement is needed because the firm is working with the seller, not the buyer.

If the firm has a buyer agency agreement with the buyer, the buyer agency agreement works as the written agreement before touring, and no additional agreement is needed.

Role	Written agreement before touring
Listing agent or subagent	No
Buyer’s agent	Yes
Pre-agency (not a listing agent, subagent or buyer’s agent)*	Yes

**As provided in NAR’s FAQs.*

If the firm gives a Disclosure to Customers form to the buyer before looking at any properties, the buyer is a customer, and the firm is a subagent of the listing firm. No additional agreement is needed.



The WRA-BDCU Disclosure to Customers form was updated to reflect the spirit of the settlement agreement.

If the firm operates in pre-agency where the buyer is not yet a client or a customer, the terms of the NAR proposed settlement agreement require the firm and the buyer to have a written agreement before touring a home.

If the buyer is looking at non-residential property, no written agreement is needed.

What must the written buyer agreement include?

The written agreement must include:

- A specific and conspicuous disclosure of the amount or rate of compensation the real estate firm will receive or how this amount will be determined.
- The compensation amount must be objectively ascertainable, for example, a specific percentage of purchase price, a flat dollar amount or an hourly rate. Compensation may not be open-ended, for example, “buyer firm compensation shall be whatever amount the seller is offering to the buyer.”
- A term that prohibits firms from receiving compensation for brokerage services from any source that exceeds the amount or rate agreed to in the agreement with the buyer.
- A conspicuous statement that firm fees and commissions are not set by law and are fully negotiable.

The firms may use the WRA-PASA Pre-Agency Showing Agreement for this purpose.

Is a written buyer agreement needed for an open house?

No. An open house is not considered “touring a home,” so an agent hosting an open house will not need to have written agreements with the buyers attending the open house.

CURRENT LISTING CONTRACTS AND BUYER AGENCY AND TENANT REPRESENTATION AGREEMENTS

Will current listings, buyer agency agreements or tenant representation agreements need to be amended?

For the most part, existing listing contracts and buyer agency and tenant representation agreements will not need to be amended. The WRA created a disclosure form, WRA-CD, that can be provided to clients with existing listing contracts and buyer agency and tenant representation agreements to incorporate disclosure language required by the settlement. Firms may use the WRA-CD Compensation Disclosure for Wisconsin Agency Agreements form for this purpose.

If an existing listing required a firm to offer compensation in the MLS, then the listing would need to be amended with a

WB-42 Amendment to Listing Contract. The preprinted terms of the WB listings do not require a firm to make an offer of compensation on the MLS, so the majority of listings will not need to be amended.

If an existing buyer agency agreement states the buyer’s firm’s compensation will be “whatever is offered by the seller or listing firm” or “whatever is offered in the MLS” or in some other language that is open ended, the agreement will need to be amended to state the commission as an amount that is objectively ascertainable. The WB-47 Amendment to Buyer Agency or Tenant Representation Agreement can be used if an amendment is necessary.

Do I still need to use the WRA-ADDC Addendum C – Commission Transparency?

No. The WRA-ADDC Addendum C — Commission Transparency was created in fall 2023 to create greater transparency with consumers about commission charges. The revisions to the listing contracts and buyer agency and tenant representation agreements ensure the Addendum C — Commission Transparency is no longer necessary.

Will the WB forms be updated to comply with the NAR proposed settlement agreement?

All listing contracts, all buyer agency and tenant representation agreements, all offers to purchase, and the option to purchase have been revised with an optional use date of July 1, 2024, and a mandatory use date of August 15, 2024. The additional disclosure documents are not necessary when using the updated WB forms.

Note: The information contained in this article is accurate as this magazine went to press in July 2024.

RESOURCES

- WRA antitrust resources webpage: www.wra.org/antitrust.
- WRA forms are available in Transactions (zipForm Edition) at www.wra.org/Transactions and the WRA Forms Library at www.wra.org/forms. These services are included with WRA membership.
- NAR’s “The Facts for REALTORS®” webpage: www.nar.realtor/the-facts.

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

THE LEGAL ACTION PROGRAM.

The WRA's best-kept secret convinced the Wisconsin Supreme Court to rule agricultural land doesn't need a business purpose to qualify for use value property tax assessments.

Referrals. Funding. Research. Amicus briefs.

LEGALACTION.WRA.ORG

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.



PRE-AGENCY SHOWING AGREEMENT AND DISCLOSURE TO CUSTOMERS

BY JENNIFER LINDSLEY

WRA DIRECTOR OF LEGAL SERVICES AND LICENSING

One of the practice changes brought to you by the National Association of REALTORS® (NAR) proposed settlement agreement (settlement agreement) is the requirement to have a written agreement with a buyer before touring a home. This change has led to confusion among Wisconsin real estate agents regarding its implications. Initially, some agents believed they needed to establish buyer agency before showing properties, which is not the case. Wisconsin's existing agency options remain unchanged. The new requirement adds some paperwork but does not alter the choices available.

Wisconsin law has long allowed for “pre-agency,” where agents and buyers can acquaint themselves, view properties together, and determine if they wish to proceed further. When a buyer decides to negotiate, such as by making an offer, they must then choose whether to be a client or a customer of the agent's firm. Negotiation marks the end of pre-agency. At this point, if the buyer opts to be a customer, the agent provides them with a Disclosure to Customers form. If they choose to be a client, they enter into a buyer agency agreement with the agent.

All of this is still true. The one thing that the settlement agreement changes about this is that when in pre-agency, the agent and the buyer must have a written agreement before touring a home. The written agreement is not a buyer agency agreement. The written agreement is not a Disclosure to Customers form. It is simply an agreement authorizing the agent to show properties to a buyer.

WRA PRE-AGENCY SHOWING AGREEMENT FOR WISCONSIN PROPERTIES

To help agents comply with the settlement agreement, the WRA created the WRA-PASA — Pre-Agency Showing Agreement for Wisconsin Properties form. This form is available in Transactions (zipForm Edition) and the WRA Forms Library, both of which

are included in your WRA member benefits. The Forms Library is available at www.wra.org/forms. It is important to note that the WRA-PASA form is not a WB form, meaning agents are not obligated to use the WRA's version. Firms have the flexibility to create their own written agreement for showing properties to buyers as long as the written agreement contains all the requirements identified in the NAR settlement agreement.

The WRA-PASA outlines the nature of the pre-agency relationship and distinguishes between the roles of “customer” and “client” once negotiations commence. The form clearly states that it is not an agency agreement and that it does not authorize the agent to draft an offer to purchase. The WRA-PASA is not specific to a property and does not have a term. Either the firm or the buyer can terminate the agreement at any time, or they can transition from pre-agency to a customer or client relationship as they see fit.

The WRA-PASA includes a section for compensation. It will be up to each firm to decide whether the firm will charge buyers for showing properties to them and if so, how much the firm will charge. Some firms might charge, others might not. If a firm charges compensation to show properties to a buyer, the compensation must be paid to the firm and cannot be paid directly to the agent.

Wis. Stat. § 452.19(2) If a licensee is associated with a firm, all fees or commissions and any part thereof for performing any act specified in this chapter and all compensation for a referral or as a finder's fee shall be paid to the firm.

DISCLOSURE TO CUSTOMERS FORM

While not mandated by the settlement agreement, the WRA chose to enhance its WRA-BDCU Disclosure to Customers form to align with the spirit of the settlement agreement. The driving force behind the practice changes in the settlement agreement is consumer transparency. To that end, some additions were made to the WRA-BDCU form. There is a Compensation section that clarifies that the firm does not charge customers a fee to show them a home. It also specifies that commissions are negotiable and not mandated by law and cautions that firms cannot claim services are free if they receive compensation from any source. Language was added to inform the buyer customer that the firm might receive compensation from the listing firm by way of an offer of compensation. These enhancements aim to improve transparency in real estate transactions, reflecting the WRA's commitment to help our members effectively guide buyers and sellers through a transaction. The updated WRA-BDCU form can be accessed in Transactions (zipForm Edition) and the PDF Forms Library.

The WRA is dedicated to assisting our members in adapting to these new practice changes. We will continue to develop, revise or retire forms as necessary to support both you and Wisconsin consumers in navigating real estate transactions effectively.

Note: The information contained in this article is accurate as this magazine went to press in July 2024.



LEARN MORE

Find out more about these forms as well as the other forms changes made in response to the NAR settlement by visiting the WRA's members-only forms update resource webpage.

www.wra.org/formsupdate

PRACTICE CHANGE RESOURCES

GET READY FOR THE AUGUST 17 PRACTICE CHANGES WITH THESE WRA RESOURCES

ANTITRUST RESOURCE WEBPAGE

Stay up to date on the latest developments related to NAR's settlement agreement and its impacts on your daily practice.

See the resources: www.wra.org/Antitrust
(WRA login required for full resources)

VIRTUAL FIRM VISITS

Ensure your team is informed about NAR's proposed settlement and its implications for Wisconsin REALTORS®. A member of the WRA legal team can virtually visit your firm or board to provide insights and answer questions. To schedule a virtual visit, fill out the WRA Legal Hotline request form online.

Submit your request: www.wra.org/LegalHotline
(WRA login required)

LEGAL HOTTIPS

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

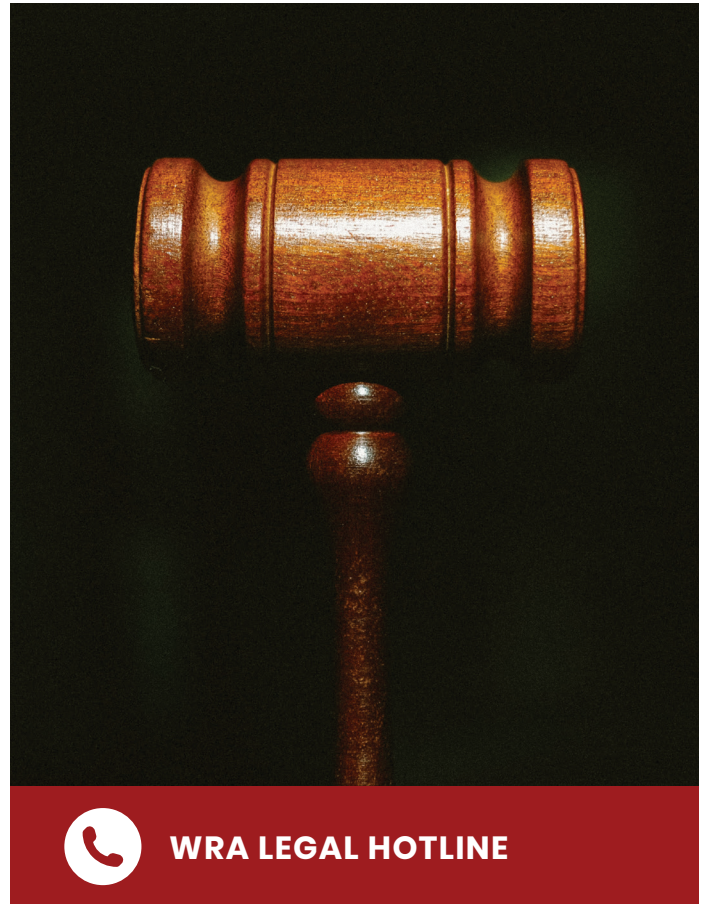
Since March when NAR announced the proposed settlement agreement, weekly hottips have highlighted several hotline discussions about practice changes in Wisconsin.

See the Q&As about antitrust:
www.wra.org/AntitrustHottips (WRA login required)

LEGAL UPDATES

Included with WRA membership is access to the WRA's *Legal Update* publication. See the July 2024 issue for an in-depth look at the updates to WB forms in light of the proposed settlement.

Read it now: www.wra.org/LegalUpdates
(WRA login required)



WRA LEGAL HOTLINE

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

SUBMIT YOUR QUESTION

By phone: 608-242-2296 or 800-799-4468
Online: www.wra.org/LegalHotline

HOTLINE HOURS

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

The hotline will be closed on Monday, September 2, in honor of Labor Day. Normal hours will resume on Tuesday, September 3 at 8:30 a.m. Central.

www.wra.org/LegalHotline



A REALTOR[®] CAN.

Keep your transaction on track.

Learn more: www.wra.org/arealtorcan

REALTORS[®] are members of the National Association of REALTORS[®].



2024 WISCONSIN ASSEMBLY BATTLEGROUND DISTRICTS

BY JOE MURRAY

WRA DIRECTOR OF POLITICAL AND GOVERNMENTAL AFFAIRS

For the first time in nearly 14 years, Democrats in Wisconsin have a chance at regaining legislative control from Republicans in the Wisconsin Assembly due to new district maps drawn by Democratic Gov. Tony Evers and passed by Republican lawmakers in February.

Republicans currently hold a 64-35 majority in the Wisconsin Assembly. According to an analysis by political redistricting expert Joe Handrick, under the new maps, the state will move from having 58 safe Republican Assembly seats to only 46 out of 99; 44 will lean Democratic, and nine will be highly competitive. Handrick's analysis clearly illustrates that both Democrats and Republicans have a shot at holding the majority under the new legislative district maps.

In order to win an Assembly majority this November, Handrick said, Democrats would have to win all 44 seats leaning in their favor under the new maps, along with six of the nine highly competitive seats. For Republicans to hold their majority, they must win all 46 Republican seats under the new maps along with four of the nine highly competitive seats.

Bottom line: Democrats have a chance of winning the majority under the new maps, but most political prognosticators expect Republicans to retain their Assembly majority in 2024, though their advantage will be slimmer than the absolute authority it now commands.

TOP 12 BATTLEGROUND DISTRICTS

Handrick's analysis includes 12 battleground Assembly seats he believes will receive the most attention and money. These 12 districts include nine incumbents running for reelection and three open seats. All 12 districts fall into the "highly competitive" category. Here are selected facts that describe these 12 competitive districts in the Wisconsin Assembly for the 2024 election cycle:

- Six of the 12 competitive districts are on the eastern side of Wisconsin: Assembly districts 21, 26, 53, 61, 88 and 89.
- Five of the 12 districts are on the western side: Assembly districts 30, 51, 91, 92 and 94.
- Only one of the 12 is located in central Wisconsin: Assembly district 85.

- Through the power of incumbency, Republicans have the advantage in seven of the 12 competitive seats: Assembly districts 21, 26, 30, 53, 61, 85 and 92.
- Incumbents in two of the 12 seats give Democrats the advantage: Assembly districts 91 and 94.
- Three of the 12 districts are pure toss-up seats where either side can prevail: Assembly districts 51, 88 and 89.

THE BIG 12

District	GOP Advantage: 7 Seats	District GOP %*
21	Rodriguez (R) – Incumbent	47%
26	Binsfeld (R) – Incumbent	48%
30	Zimmerman (R) – Incumbent	51%
53	Open**	48%
61	Donovan (R) – Incumbent	49%
85	Snyder (R) – Incumbent	51%
92	Moses (R) – Incumbent	52%
District	Democrat Advantage: 2 seats	District GOP %*
94	Doyle (D) – Incumbent	50%
91	Emerson (D) – Incumbent	47%
District	Toss-ups: 3 Seats	District GOP %*
51	Novak (R) – Incumbent	46%
88	Open	50.5%
89	Open	49%

Source: Joe Handrick

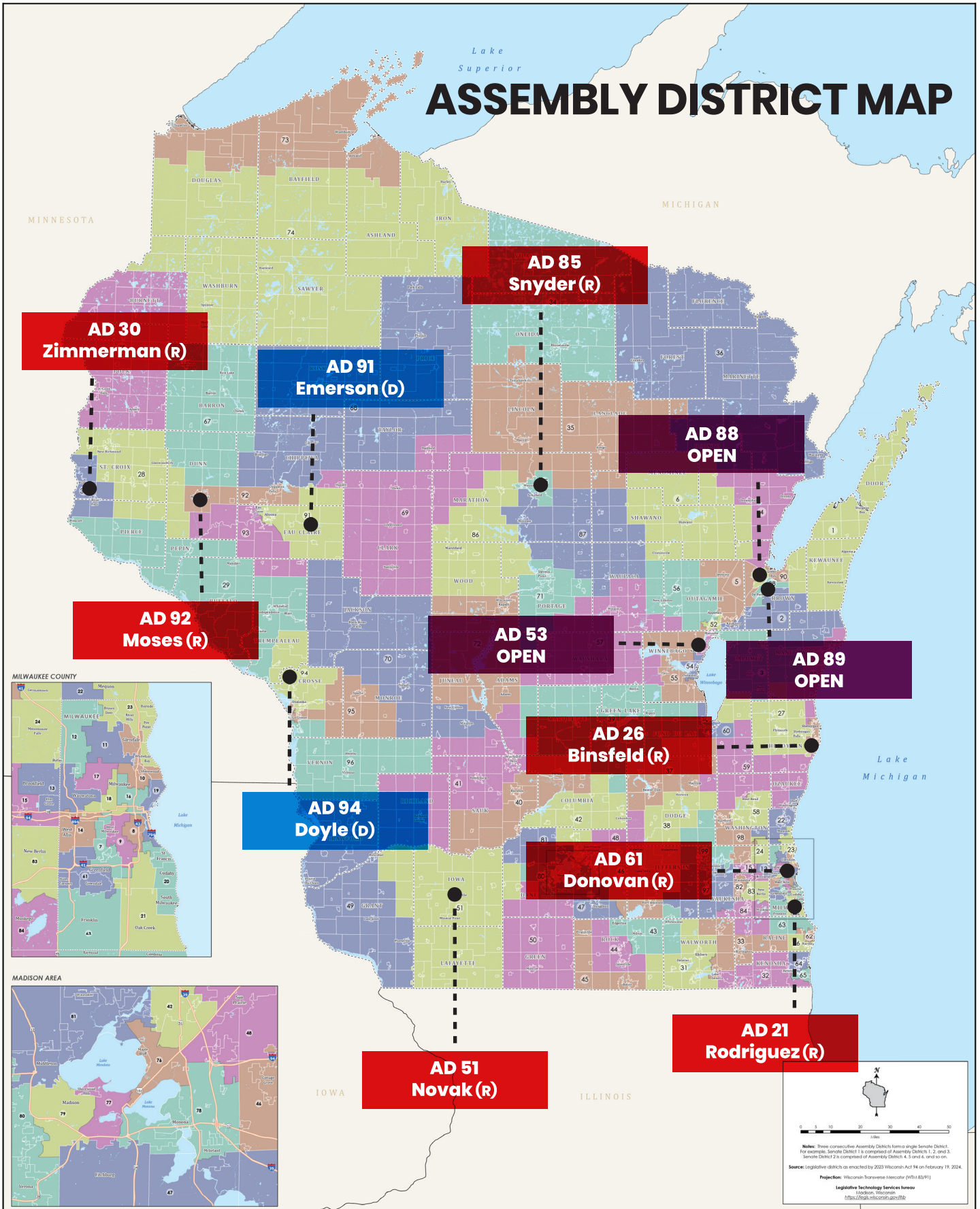
*Incumbents typically over-perform the district percentage for their party.

**The Republican candidate is a former incumbent and Neenah mayor.

SPENDING WILL SURGE

Campaign spending for Democrats and Republicans will likely break all the records in these 12 Assembly districts in 2024. With control of the Assembly a possibility for either side under the newly drawn maps, both parties will be ramping up the amount spent on advertising, field staff and polling to influence the outcome in these 12 districts. Handrick labeled these seats "The Big 12" for good reason.

ASSEMBLY DISTRICT MAP





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 foster sustainable 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 July 12, 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



Mary Gilbank
Shorewest REALTORS®
Janesville

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



Mary Duff
Stark Company
REALTORS®, Madison



Chuck Olson
Coldwell Banker River Valley
REALTORS®, Onalaska

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(\$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 Zuria
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 Kunesh
The Commercial Place
Appleton



Dan Lee
First Weber Inc.
Madison



Tom Telderer
RE/MAX Lakeside
Milwaukee

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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
The Real Estate
Professionals, Marshfield



Chad Hoerman
Forward Financial Bank
Marshfield



Ray Leffler
RE/MAX Newport Elite
Racine



Catherine Bade
Edina Realty Inc.
Bruce



Phillip Larkin
First Weber Inc.
Wausau



Jim Villa
NAIOP Wisconsin
West Allis



Krag Blomberg
RE/MAX Affiliates
Colfax



Martin Tauger
RE/MAX Affiliates
Eau Claire



Robert Ritsch
RE/MAX Affiliates
Eau Claire



Kristy Thiess
RE/MAX Affiliates
Eau Claire



Stephanie Spaeth
NextHome Hub City
Marshfield



Gizo Ujarmeli
Amxximmo Real Estate
Wausau



Jim Emmer
Emmer Real Estate
Group, West Bend



Wendy Gauss
RE/MAX Newport Elite
Kenosha



Sarah Cole
Landmark Realty LLC
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Kimberly Curtis
Shorewest REALTORS®
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Shelli Ellis
Prosperity Home Mortgage,
West Bend



Abby Hauke
First Weber Inc.
Delafield



Benjamin Lyons
RE/MAX Lyons Real
Estate, Waupaca



Lori Muller
Exit Elite Realty
Appleton



Patty Hasenbank
NextHome Hub City
Marshfield



Michael Karisny
Acre Realty
Appleton



Macy Walter
Shorewest REALTORS®
Janesville



Chris Carrillo
Metro MLS
Milwaukee



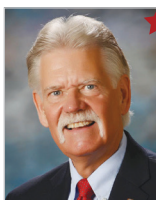
Andrew Hay
Guy Lloyd Inc.
Racine



Brittany Burns
First Weber Inc.
Wausau



Amy Curler
Hilgenberg Realty
West Bend



Terry Hilgenberg
Coldwell Banker Real
Estate, Shawano



Phil Hilgenberg
Hilgenberg Realty
Green Bay



John Koeller
Coldwell Banker Real
Estate Group, Shawano



James Zierden
Coldwell Banker Real
Estate Group, Shawano



**Door County Board
of REALTORS®**
Sturgeon Bay

STERLING "R"s

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



Door County MLS
Sturgeon Bay



Tonya Thomsen
Modern Realty Partners
Waukesha



Shawna Alt
First Weber Inc.
Madison



Marne Stuck
Greater Milwaukee
Association of REALTORS®
Milwaukee



Pat Kaster
River City REALTORS®
Green Bay



Sue Decker
Brock and Decker Real
Estate, Marshfield



Shawn Pfaff
First Weber Inc.
Fitchburg



Tom Didier
RE/MAX United LLC
Port Washington



Chris DeVincentis
Legendary Real Estate
Services, Lake Geneva



Kel Svoboda
Compass Wisconsin
Wauwatosa



Bob Webster
Compass Wisconsin
Lake Geneva



Mary Yacoub-Raad
Keller Williams Integrity
Hudson



La Crosse MLS Corp.
La Crosse



Josh Neumann
OneTrust Real Estate
Brokered by eXp Realty
Holmen



Central Wisconsin MLS
Mosinee



Roger Stauter
Stark Company
REALTORS®, Sun Prairie



Paul Knoblock
Coldwell Banker Action
Realty, Wausau



Dan Stacey
RE/MAX Results
La Crosse



Stacey McKinney
McKinney Realty
Cable



**AS THE 2024 ELECTION APPROACHES,
IT'S TIME TO MAKE YOUR VOICE
HEARD! EVERY VOTE COUNTS,
AND YOUR PARTICIPATION IS
CRUCIAL IN SHAPING THE FUTURE.**

Save these key dates:

- ✓ **August 9, 2024**
Deadline to register to vote in your municipal clerk's office.
- ✓ **August 13, 2024**
Election day — polls will be open from 7:00 a.m. to 8:00 p.m. Register in person at your local polling place on election day.

Learn more at myvote.wi.gov

**Mark your calendar so you're ready
to make an impact at the polls!**



DARE*to***DREAM**

WRA 2024 ANNUAL CONVENTION
SEPTEMBER 29 – OCTOBER 1
KALAHARI RESORT & CONVENTION CENTER

WWW.WRA.ORG/DREAM



ACCESS WB FORMS MANDATORY FOR USE AUGUST 15

The Wisconsin Real Estate Examining Board (REEB) revised several state-approved (WB) forms in response to the National Association of REALTORS®' proposed settlement agreement. These revised forms are mandatory for use on August 15, 2024. The WRA offers two forms products, both included with WRA membership, so you can access the forms whenever, wherever and however you like. All you need is an internet connection, and you can access the printable PDF files of the WB forms and/or the digital versions for drafting!

ACCESS THE NEW FORMS WITH TWO EXCLUSIVE PRODUCTS FOR WRA MEMBERS

Find the forms in the WRA Forms Library

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

Access now: www.wra.org/Forms

Find the forms in Transactions (zipForm Edition)

Go all digital and make your transaction experience paperless. The revised WB forms are available for your use in your Transactions account. Plus, with the built-in digital signature tool inside your Transactions (zipForm Edition) account, you can obtain signatures from your clients and customers all electronically.

Access now: www.wra.org/Transactions

REVISED FORMS MANDATORY FOR USE AUGUST 15, 2024

WB-1 Residential Listing Contract — Exclusive Right to Sell

WB-2 Farm Listing Contract — Exclusive Right to Sell

WB-3 Vacant Land Listing Contract — Exclusive Right to Sell

WB-4 Residential Condominium Listing Contract —
Exclusive Right to Sell

WB-5 Commercial Listing Contract — Exclusive Right to Sell

WB-6 Business Listing Contract — Exclusive Right to Sell

WB-11 Residential Offer to Purchase

WB-12 Farm Offer to Purchase

WB-13 Vacant Land Offer to Purchase

WB-14 Residential Condominium Offer to Purchase

WB-15 Commercial Offer to Purchase

WB-16 Offer to Purchase — Business With Real Estate
Interest

WB-17 Offer to Purchase — Business Without Real Estate
Interest

WB-24 Option to Purchase

WB-36 Buyer Agency Agreement

WB-37 Residential Listing Contract — Exclusive Right to Rent

WB-38 Commercial Buyer Agency/Tenant Representation
Agreement

WB-39 Tenant Representation Agreement

STAY IN THE KNOW WITH FORMS UPDATES

EXCLUSIVE ONLINE RESOURCES AVAILABLE FOR WRA MEMBERS

WRA membership offers exclusive access to online resources to give you the latest updates about Wisconsin real estate practice. The WRA's forms update resource webpage provides the most recent updates about the revisions to state-approved (WB) forms as well as WRA forms.

FORMS UPDATE RESOURCES AT A GLANCE

- **See full details about the August 17 updates:** See descriptions of why and how several Wisconsin real estate practice forms underwent changes. You'll also find a full list of forms affected by August 17, 2024, changes.
- **Review specific edits to forms:** Review PDFs that show highlights and edits to the WB-1, WB-11 and WB-36 forms so you can see exactly which portions of those forms received updates.
- **Watch the forms update video:** For visual learners, watch a video recap of the WRA legal team describe the revisions to the forms.
- **Access the forms:** The forms update webpage includes links to Transactions (zipForm Edition) and the WRA Forms Library. Both products include the revised forms, and both products are included with WRA membership.

Unlock your WRA member benefits and visit the forms update resource webpage today: www.wra.org/formsupdate.



WRA MEMBER BENEFITS

Empower your career journey with the most trusted organization in Wisconsin real estate. The WRA offers members-only products and services to give you a competitive edge.

ADVOCACY

Drive industry transformation with legal, legislative and political advocacy.

EXCLUSIVE PARTNERS

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

FORMS LIBRARY

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

LEGAL HOTLINE

Discuss your practice questions with a Wisconsin real estate attorney.

LEGAL HOTTIPS

See the extensive archive of Q&As in Wisconsin real estate law.

LEGAL UPDATE

Access monthly updates on the latest legal developments that affect your practice.

LINE BY LINE FORMS TRAINING

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

MARKET DATA

Explore statewide trends with Wisconsin's most comprehensive real estate data.

ONLINE RESOURCES

Elevate your career with products, services and assistance in just one click.

TRANSACTIONS (ZIPFORM EDITION)

Make your transactions paperless with Transactions (zipForm Edition).

SEE THE FULL SUITE OF MEMBER BENEFITS

WWW.WRA.ORG/MEMBERSHIP



CE ON DEMAND

Online courses taken on your schedule

Tackle coursework whenever it suits you, at your own speed, from any device — phone, tablet or desktop. WRA CE On Demand recently received a major upgrade, featuring integrated course content and video instruction, one-hour courses to fit your busy schedule, and short video storybites without lengthy video lectures.

- Date/time: Progress at your own pace
- Format: On demand
- Fee: \$135 full 18-hour course bundle (WRA member pricing)

Register: www.wra.org/CE2324



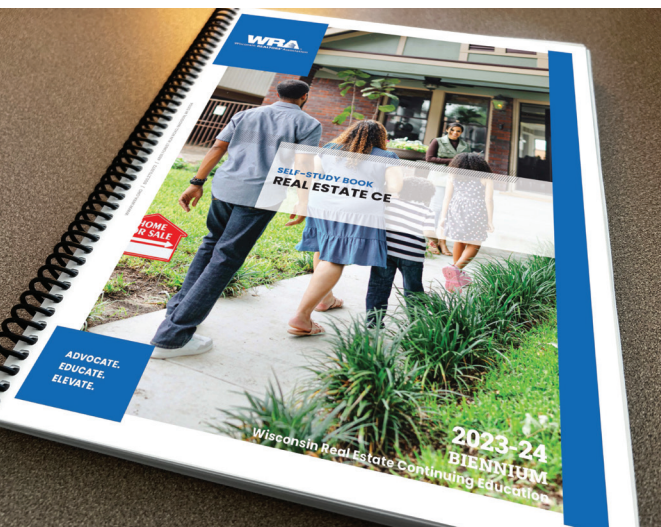
CE VIRTUAL

Live instruction, all online

Crave the classic classroom for your education? You're covered with the WRA's instructor-led virtual CE courses. Register in advance to secure your spot in the interactive classroom you can join from anywhere with an internet connection!

- Date/time: See page 30 for virtual offerings
- Format: Virtual
- Fee: \$9.50 per course (WRA member pricing)

Register: www.wra.org/CE2324



CE SELF-STUDY

Hard-copy book with online exams

Ideal for those who prefer hard-copy materials, the WRA's self-study CE format puts you in the driver's seat of your CE journey. Dive into the CE book at your own pace and conquer the online course exams when you're ready. The WRA will ship course materials to your doorstep upon registration.

- Date/time: Progress at your own pace
- Format: Self-study
- Fee: \$170 18-hour course book bundle (WRA member pricing)

Register: www.wra.org/CE2324



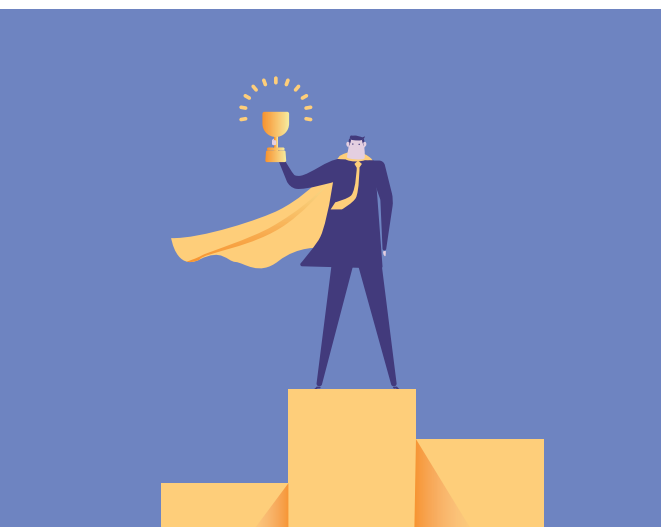
MINI COURSE SERIES

Mini courses, major training

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 professionalism, CMAs, seller relationships, water rights and more. Plus, more courses are in the works, so mini training will keep on growing!

Register: www.wra.org/mini



GRI DESIGNATION

Pave your path to success one hour at a time

The Graduate, REALTOR® Institute (GRI) designation helps you stand out in the crowd as a REALTOR® who is well versed in all fundamentals of real estate. This highly coveted designation shows your commitment to excellence, professionalism and exceptional customer service.

Earn GRI credit online by completing the WRA Mini Course series, plus earn GRI credits with live classroom training by joining back-to-back CRS courses at the WRA Annual Convention on September 29 at the Kalahari in Wisconsin Dells. Attending both courses provides six live GRI credits.

Register: www.wra.org/GRI



CE LIVE COURSES AT WRA CONVENTION

Earn up to six hours of CE credit at the convention

In-person CE is right around the corner on September 29 at the WRA Annual Convention in Wisconsin Dells. Join WRA attorneys and CE instructors Jennifer Lindsley, Wendy Hoang and Tracy Rucka to earn up to six hours of CE credit.

- Date/time: September 29, 2024, six hourlong courses throughout day
- Format: Live
- Fee: \$9.50 per course

Register: www.wra.org/Dream

OFFERING	FORMAT	DETAILS & REGISTRATION
EVENTS		
WRA Annual Convention: Sept. 29–Oct. 1, 2024	Live in Wisconsin Dells	www.wra.org/Dream
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: Pricing Is Paramount: September 29, 2024	Live in Wisconsin Dells	www.wra.org/Dream
CRS: Five Steps to Success: September 29, 2024	Live in Wisconsin Dells	www.wra.org/Dream
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
CE Courses 7–12: September 29, 2024	Live in Wisconsin Dells	www.wra.org/Dream
CE Courses 1–6: October 9, 2024	Live in Grafton	www.wra.org/CE2324/Grafton
CE Courses 7–12: October 16, 2024	Live in Grafton	www.wra.org/CE2324/Grafton
CE Electives 1–6: October 23, 2024	Live in Grafton	www.wra.org/CE2324/Grafton
CE Courses 1–6: October 16, 2024	Live in Hudson	www.wra.org/CE2324/Hudson
CE Courses 7–12: October 17, 2024	Live in Hudson	www.wra.org/CE2324/Hudson
CE Electives 1–6: October 18, 2024	Live in Hudson	www.wra.org/CE2324/Hudson
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

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

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