June 2022 Vol. 38, No. 8

# WISCONSIN REAL ESTATE MAGAZINE

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Revised WB Forms

New Implicit Bias Training

**ADVOCATE. EDUCATE. SUPPORT.**

WRA

A PUBLICATION OF THE WISCONSIN REALTORS® ASSOCIATION

WWW.WRA.ORG / 800.279.1972 / 4801 FOREST RUN ROAD, MADISON, WI 53704

# THE LATEST CONTENT

## 2022 ANNUAL CONVENTION
Teaser video: just launched!


**Watch: www.wra.org/RechargeTeaser**

## HOUSING MINUTE
Monthly analysis in Wisconsin housing


**Watch: www.wra.org/HousingMinute**

## LINE BY LINE
Updated videos available soon


## Revised Videos

Revised forms mean revised training! The Line by Line video series includes several revised episodes that describe the 2022 versions of the revised WB-24, WB-40, WB-41, WB-44 and WB-45.

Episodes 4, 5, 8, 11, 13 and 15 have been updated to include new segments that correlate with the updated WB forms. Watch for the revised videos later this month.

**Watch: www.wra.org/LineByLine**

## SPECIAL SEGMENT
New RPAC major investor video

## That's Why We Invest in RPAC

Over the past several years, the REALTORS® Political Action Committee (RPAC) helped secure legislative victories that saved REALTORS® and homeowners millions of dollars. That's why you need RPAC as much as RPAC needs you. It's critically important that all REALTORS® invest in RPAC.

We traveled around Wisconsin to ask our members why they invested in RPAC. Find out why these fellow Wisconsin REALTORS® invested in RPAC.

**Watch: www.wra.org/WhyWeInvest**

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# APRIL HOUSING RECAP

## RECENT SPIKE IN MORTGAGE RATES LOWERS STATEWIDE AFFORDABILITY

**BY DAVE CLARK**

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

April 2022 Wisconsin housing at a glance:

- Low inventories in April hindered sales.
- Year-to-date sales were down 7.3% compared to 2021.
- Statewide home affordability decreased by 27%.
- Days on the market fell 18% over the past 12 months.
- The 30-year fixed mortgage rate accelerated in April.

See the full report: **www.wra.org/HSRApr2022**

*David Clark, Ph.D., is a professor 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

**6,124**
CLOSED SALES APR 2022
**-14.8%**
FROM APR 2021

**$265,501**
MEDIAN PRICE APR 2022
**+13.0%**
FROM APR 2021

### ACTIVE LISTINGS BY PRICE

| PRICE RANGE | NUMBER OF LISTINGS |
|---|---|
| $0–$124,999 | 1,729 |
| $125,000–$199,999 | 3,455 |
| $200,000–$349,999 | 5,882 |
| $350,000–$499,999 | 3,842 |
| $500,000 & higher | 3,223 |

**18,131**
TOTAL STATEWIDE LISTINGS APR 2022

**11.7%**
FROM APR 2021

### MEDIAN PRICES BY REGION

| | |
|---|---|
| CENTRAL | $205,000 |
| NORTH | $214,900 |
| NORTHEAST | $241,250 |
| SOUTH CENTRAL | $317,000 |
| SOUTHEAST | $277,500 |
| WEST | $265,000 |

**AVERAGE DAYS ON MARKET**

**69** DAYS APR 2022

COMPARED WITH

**85** DAYS APR 2021

**MONTHS OF INVENTORY**

**2.4** APR 2022
**2.7** APR 2021

## HOUSING STATISTICS MONTHLY ACTIVITY

| Statewide | April 2022 | April 2021 | % Change | YTD 2022 | YTD 2021 | % Change |
|---|---|---|---|---|---|---|
| New Listings | 8,714 | 9,980 | -12.7% | N/A | N/A | N/A |
| Total Listings | 18,131 | 20,534 | -11.7% | N/A | N/A | N/A |
| Closed Sales* | 6,124 | 7,185 | -14.8% | 20,908 | 22,543 | 0% |
| Median Sales Price | $265,501 | $235,000 | +13.0% | $249,900 | $225,000 | 0% |
| Months of Inventory | 2.4 | 2.7 | -11.1% | N/A | N/A | N/A |
| Avg. Days on Market | 69 | 85 | -18.8% | N/A | N/A | N/A |
| Affordability Index | 142 | 197 | -27.9% | N/A | N/A | N/A |

| | Median Price | | | Closed Sales | | |
|---|---|---|---|---|---|---|
| **Region** | **April 2022** | **April 2021** | **% Change** | **April 2022** | **April 2021** | **% Change** |
| Central | $205,000 | $175,000 | +17.1% | 391 | 471 | -17.0% |
| North | $214,900 | $181,000 | +18.7% | 505 | 659 | -23.4% |
| Northeast | $241,250 | $201,500 | +19.7% | 1,094 | 1,291 | -15.3% |
| South Central | $317,000 | $289,900 | +9.3% | 1,231 | 1,490 | -17.4% |
| Southeast | $277,500 | $250,000 | +11.0% | 2,363 | 2,648 | -10.8% |
| West | $265,000 | $230,000 | +15.2% | 540 | 626 | -13.7% |

*Report criteria: Reflecting data through April 2022. *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

## WASHINGTON, D.C. MEETING RECAP

Advocacy is a team effort, and that's why more than 800 REALTORS® from across the country visited Washington, D.C., last month to attend the 2022 "Home Front" REALTORS® Legislative Meetings event, hosted by the National Association of REALTORS®. More than 50 Wisconsin REALTORS® and WRA staff visited D.C. to participate in meetings with Wisconsin's Senators and Representatives to discuss pending real estate issues.

The WRA extends a special thanks to these dedicated REALTORS® who gathered at Capitol Hill to advocate for REALTORS® and property owners, across Wisconsin and across the nation.

## WRA HOLIDAY HOURS

The WRA and the WRA Legal Hotline will both be closed on Monday, July 4 in observance of Independence Day. Normal business hours resume on Tuesday, July 5 at 8:30 a.m. CDT.

The WRA wishes all our members a happy and safe Independence Day!

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# BE A NATIONAL LEADER IN 2023

The National Association of REALTORS® (NAR) recently adopted a new governance structure that establishes the composition of its board of directors, executive committee, regional vice presidents and leadership team. In addition to changes in structure, new requirements and qualifications have been added for state and local association representatives on the NAR board.

Under the new system, states will be allocated a specific number of NAR directors to represent the state association and larger local boards. In addition, the WRA must appoint two new NAR directors:
- One director representing medium size boards (with 500 to 1,999 members)
- One director representing small boards (with 1 to 499 members)

As a point of reference, below is a listing of the small and medium local associations in Wisconsin as of December 31, 2021.

| SMALL LOCAL BOARD/ASSOCIATION (1 to 499 members) | MEDIUM LOCAL BOARD/ASSOCIATION (500 to 1,999 members) |
|---|---|
| Door County Board of REALTORS® | Central Wisconsin Board of REALTORS® |
| Jefferson County Board of REALTORS® | Commercial Association of REALTORS® Wisconsin |
| Individuals | Lakes Area REALTORS® Association |
| La Crosse Area REALTORS® Association | Lakeshore REALTORS® Association |
| Lake Superior Area REALTORS® Association | REALTORS® Association of Northwestern Wisconsin |
| Manitowoc Board of REALTORS® | Southshore REALTORS® Association |
| Marinette Board of REALTORS® | Western Wisconsin REALTORS® Association |
| Northwoods Association of REALTORS® | |
| Rock-Green REALTORS® Association | |

## CALL FOR VOLUNTEERS

The WRA is now seeking members interested in serving as NAR directors representing medium and small boards.
This process includes:
- Certifying board size: NAR will certify the membership count in all boards as of July 31, 2022.
- Applications: Members interested in serving in these posts must complete the online application and return it to Sandy Bolgrihn at **sandyb@wra.org** by August 15, 2022.
- Terms: Those members selected will begin serving a one- or two-year term beginning in January 2023.

## REMINDER FOR WRA SERVICE

As a reminder, you will also need to apply for a NAR committee for service beginning in 2023.
Apply online at **www.wra.org/NARcommittee**.


WHO DO YOU SEE?
a sibling? a lawyer? a homeowner?
Implicit bias: associating a stereotype unconsciously.
Combat implicit bias in real estate: wra.org/ImplicitBias

FEATURE

# THAT'S THAT
# A SUMMARY OF THE WRA'S 2021-22 LEGISLATIVE PRIORITIES

**BY CORI LAMONT AND TOM LARSON**
WRA SENIOR DIRECTOR OF LEGAL AND PUBLIC AFFAIRS
AND WRA EXECUTIVE VICE PRESIDENT

***The WRA's 2021-22 legislative session ended on Friday, April 15 when Gov. Tony Evers acted on the last of our bills. As the session began, the WRA's priorities ranged from addressing the housing shortage to protecting private property rights to removing hurdles to a successful real estate transaction.***

***Throughout the 2021-22 legislative session, state lawmakers in the Assembly and Senate introduced more than 1,100 bills. Gov. Evers signed 267 bills into law — 14 of which were WRA legislative priorities. Gov. Evers also vetoed 126 bills — two of which were WRA legislative priorities.*** ***See page 11.***

## HOW DOES THE WRA CHOOSE ITS LEGISLATIVE PRIORITIES?

The WRA comes up with its legislative priorities through myriad ways, including trends in other states, recommendations by members or the development community, as well as responses from court cases affecting the real estate industry or private property rights.

Once the suggestions are researched, the WRA staff takes the recommendations to the WRA's public policy committee. That committee is charged with monitoring, analyzing and taking positions on state legislation, regulations and public policies impacting the WRA and local REALTOR® associations, MLSs, real estate licensees, appraisers, homeowners, property owners and the real estate industry on behalf of recommendations to the WRA board of directors. The WRA lobbying team then begins to focus on the legislative policy agenda items. This process includes further researching the issue to customize the policy for Wisconsin, drafting suggested language, writing issues papers on the matter, and finding both an Assembly and Senate legislator to take the lead as the bill author within their house.

## DOES THE WRA ONLY FOCUS ON WRA LEGISLATIVE PRIORITIES?

No. While the WRA begins the legislative session with our own priorities, we often take interest in some of the 1,000 bills introduced during session; sometimes 2,000 bills in a session. The WRA's interest in these non-WRA priorities could include registering in support of, opposition to or neutral, which means we are keeping watch over the bill to see if any changes impact our position.

## WHY DOES THE WRA OPPOSE BILLS?

The WRA may oppose bills for a variety of reasons, including a negative effect on real estate practice, property taxes or property rights.

## 2021-22 Session at a Glance

- Five of the WRA bills signed into law protected private property rights.
- Four of the WRA bills signed into law removed hurdles to a successful real estate transaction.
- Three of the four bills signed into law that removed hurdles to successful real estate transactions were on the WRA's REALTOR® & Government Day agenda.

One example of a bill the WRA originally opposed includes AB 320/SB 344, which impacts the registration and the scope of practice of interior designers. While the WRA supports streamlining the regulation and practice of interior designers, the original bill allowed interior designers to remove certain interior walls from construction plans, which raised concern about a property's structural integrity and fire safety. After an amendment addressing the WRA's concerns, the WRA removed its opposition.

Another example of bills that raised the WRA's concerns was a series of licensing bills that affected licensing at the Department of Safety and Professional Services (DSPS). AB 217/SB 232, for instance, was a bill that allowed the DSPS and the credentialing boards, including the Real Estate Examining Board (REEB), to grant credentials with provisional status. As a profession unlike any other regulated by the DSPS because our limited right to practice law and our required use of state-approved forms, the WRA opposed the bill. The bill was later amended to specifically exempt real estate licensees, removing the WRA's opposition.

## WHICH BILLS OF IMPORTANCE TO REAL ESTATE WERE SIGNED INTO LAW THIS SESSION?

**40-year access easements (2021 Wis. Act 174)**

Protects the freedom to contract and preserve private easements by allowing recorded private access easements recorded on or after January 1, 1960, to run in perpetuity, while also allowing access easements recorded before that date to run in perpetuity if certain events occur, such as re-recording or proof of physical evidence that the easement is being used.

**Homeowners associations (2021 Wis. Act 199)**

Creates transparency for Wisconsin homeowners associations (HOAs). Residents living in or purchasing properties within an HOA will now have access to the rules and regulations impacting the property. HOAs can regulate the use of and have a great impact on property owners' rights.

**Disclosure reports (2021 Wis. Act 96)**

Modifies Chapter 709 of the Wisconsin Statutes to provide clarity to various parts of the seller disclosure law, including the return of earnest money after exercising the right to rescind, any seller condition report with strike-throughs and responses to questions left unanswered is deemed incomplete, revising the disclosure about private not public rights of way, and adding FIRPTA as a new question.

**Maintenance and repair of private roads (2021 Wis. Act 99)**

Creates a statutory framework to define the responsibility of a property owner in the event there is not a repair and maintenance agreement for a private road or street.

**36-month permit extensions (2021 Wis. Act 80)**

Allows municipalities to waive penalties and interest on late installments of property taxes payable in 2021 and allows a 36-month extension of certain permits for ongoing construction projects.

**Foreclosure equity theft (2021 Wis. Act 216)**

Requires counties to pay any net proceeds in any property tax foreclosure sale to the former owner of the property. Under the previous law, if a property owner was unable to pay their property taxes, counties were authorized to seize the property and sell it to pay the property taxes owed, unless the property was the former owner's homestead.

**PPP loans not subject to state tax (2021 Wis. Act 1)**

Among other things, clarifies that Paycheck Protection Program (PPP) loans are not subject to state tax.

**Private on-site wastewater treatment system (POWTS) (2021 Wis. Act 67)**

Extended the expiration to June 30, 2023, of the program administered by the DSPS that provides grants for private on-site wastewater treatment system replacement or rehabilitation to help offset the costs of replacing or rehabilitating eligible failing POWTS.

**WHEDA workforce housing rehabilitation loans (2021 Wis. Act 221)**

Increases the supply of Wisconsin's workforce housing built before 1980 by authorizing WHEDA to offer low-interest or no-interest rehabilitation loans to update older housing stock. Homeowners must agree to repay the loan upon sale or title transfer.

**Limiting liability for appraisers (2021 Wis. Act 194)**

Limits the time a person has to start a lawsuit for damages against a licensed or certified real estate appraiser to five years from the date the appraiser submits the appraisal report to the client. Establishing a statute of limitations for appraiser liability is good news for all parties in the transaction and also provides certainty for the individuals currently in or considering the appraisal profession.

**Right to place a pier on flowages (2021 Wis. Act 47)**

In the 2018 Wisconsin Supreme Court decision *Movrich v. Lobermeier*, the court declared that some waterfront property owners did not have the right to place a pier, including all flowages and man-made bodies of water. Act 47 permanently protects pier rights for all waterfront property owners, including those who live on the 260 flowages throughout Wisconsin.

**2021-23 state budget (2021 Wis. Act 58)**

- Property tax relief: $300 in property tax relief for the typical home.
- Income tax relief: Average family will receive approximately $900 in income tax relief.
- DSPS technology upgrades to simplify online credentialing: $5 million to pay for long-overdue upgrades to DSPS information technology platforms.
- Broadband expansion: $125 million in additional funding for the Broadband Expansion Grant Program over the next two years.

**Home inspection reports and "defects" (2021 Wis. Act 17)**

Requires a home inspector to label in the inspection report items identified as a "defect" during the home inspection and to provide a summary page as part of the report. These simple but necessary changes will provide more trust in the home inspection report for all property transactions.

**COVID-19 civil liability exemption (2021 Wis. Act 4)**

Creates immunity from civil liability for death, injury or other damages due to any act or failure to act resulting in, or related to, a person's exposure to COVID-19 in the performance of the entity's functions or services. This civil immunity protects entities including real estate firms and independent contractors.

## WHERE CAN I LEARN ABOUT THE WRA'S PAST ADVOCACY EFFORTS?

Read more about the WRA's legislative successes at **www.wra.org/priorities**.

## WHEN DOES THE WRA BEGIN DISCUSSING NEXT SESSION'S PRIORITIES?

Sometimes items for the next legislative session are discovered during the current legislative session. However, the WRA staff is currently reviewing, collecting and revisiting legislative policies for the 2022-23 session.

If you have suggestions as to how the WRA can help make legislative change good for your business, your clients, your customers or for property owners, contact the WRA lobbying team at **608-241-2047**.

## THE WRA'S VETOED LEGISLATIVE PRIORITIES

**Shovel-ready Workforce Housing (SB 629)**

This legislation would increase the supply of workforce housing in Wisconsin by directing the Wisconsin Economic Development Corporation (WEDC) to identify and promote residential development sites that are properly zoned, have all the necessary state and local government approvals, have minimal development-related fees, and can be developed in a short period of time and in a cost-effective manner. Read the governor's veto message: **www.wra.org/SB629/Veto**

**Filled Lands (SB 900)**

This legislation, working with the development community and local governments, aimed at resolving legal title disputes on property that has been filled for more than 40 years to allow Wisconsin municipalities to redevelop commercial and industrial waterway areas along the Great Lakes and commercial rivers. This new law will drive economic growth in some parts of Wisconsin where growth has been stalled or even stopped by title issues. Read the governor's veto message: **www.wra.org/SB900/Veto**

# REVISIONS TO SOME OF YOUR FAVORITE WB FORMS

**BY DEBBI CONRAD**
WRA SENIOR ATTORNEY AND DIRECTOR OF LEGAL AFFAIRS

***The Real Estate Examining Board at the Wisconsin Department of Safety and Professional Services (DSPS) has approved revisions to five WB forms to bring them up to date and improve ease of use.***

## FORMS REVISIONS: ONE-PAGE FORMS

The WB-40 Amendment to Offer to Purchase, WB-41 Notice Relating to Offer to Purchase, WB-44 Counter-Offer and WB-45 Cancellation Agreement and Mutual Release are some of the most used forms in a real estate transaction. However, these forms have not been updated since 2015. Accordingly, these forms have been freshened and revised by the Department of Safety and Professional Services Real Estate Contractual Forms Advisory Council, and the changes were approved by the Real Estate Examining Board.

All four updated forms have an optional use date of May 1, 2022, and a mandatory use date of July 1, 2022. An "educational use" copy of each form with yellow highlights that indicate the changes made is available on the WRA forms update resource webpage: **www.wra.org/formsupdate**

**WB-40 Amendment to Offer to Purchase**

The WB-40 is to be used to change terms after the offer has been accepted. The WB-40 did not receive substantive changes as part of the 2022 revisions process. Therefore, the form usage is the same as with previous versions.

The formatting was improved by adding the word "on" on line 1, and by combining what had been two separate lines for party initials indicating rejection of the amendment into one long line at line 49 of the WB-40.

**WB-41 Notice Relating to Offer to Purchase**

The WB-41 is used when one party needs to notify another about a contract provision where the other party's agreement is not necessary. The WB-41 did not receive substantive changes as part of the 2022 revisions process. Therefore, the form usage is the same as with previous versions.

The only formatting change was the insertion of the word "on" on line 2 of the WB-41.

**WB-44 Counter-Offer**

A WB-44 Counter-Offer is used in negotiations before an offer is accepted. In 2022, the WB-44 did not receive substantive changes. Therefore, the form usage is the same as with previous versions.

In terms of formatting changes, more room was allowed on lines 1-2 to help when the buyers have long names, entity names, etc. The labeling of the parties' signatures on lines 39-42 were changed to read "Buyer's Signature" and "Seller's Signature" rather than "Signature of Party Making Counter-Offer" and "Signature of Party Accepting Counter-Offer." The formatting was also improved at line 46 of the WB-44 by combining what had been two separate lines for party initials when a party is rejecting or countering the Counter-Offer into a single, longer line.

**WB-45 Cancellation Agreement and Mutual Release**

The WB-45 Cancellation Agreement and Mutual Release (CAMR) is utilized when an agreement is being cancelled and the parties are releasing each other from their contractual obligations. The revisions include updated terminology and improved clarity about earnest money, but the form usage is substantially the same as with previous versions.

With regard to formatting changes, the WB-45 title now uses the word "and" rather than using "&" and the form refers to Firms or Firms and their licensees rather than brokers. Lines 6-8 now read:

The Parties hereby release the Firms and their licensees from any and all liability for disbursing trust funds as directed and hereby authorize and direct the Firm or third party holding the earnest money or other trust funds to disburse the trust funds held on behalf of the Parties as follows ...

Thus, the WB-45 now can be used to direct a Firm or a third party holding funds to disburse, and the Firm and its licensees are protected from liability when making a directed disbursement.

Lines 10 and 12 indicate that providing a delivery address for the disbursement is optional since it is possible the disbursement will not be a mailed check but rather a personally delivered check or an electronic transfer, depending on the circumstances.

To read more about the changes made to improve your ease of use as well as a series of valuable practice pointers for using these forms, see the March 2022 *Legal Update*, "2022 Changes to the WB-40, WB-42, WB-44 and WB-45," at **www.wra.org/LU2203**.

## REVISIONS TO THE WB-24 OPTION TO PURCHASE

Changes to the basic transactional provisions made in the WB-11 Residential Offer to Purchase and the other WB offers have also been made in the revised WB-24 Option to Purchase when those same provisions are used. In addition, the same transactional flow has been adopted to the greatest extent possible. Provisions newly added to the WB-24 in this 2022 update include the Contingency for Additional Condominium Information and Foreign Investment in Real Property Tax Act (FIRPTA).

The updated WB-24 has an optional use date of May 1, 2022, and a mandatory use date of July 1, 2022.

A copy of the WB-24 for educational use with yellow highlights that indicate the changes made is available on the WRA forms update resource webpage: **www.wra.org/formsupdate**

One theme that is unique to the WB-24 option is the possible need to review certain information more than one time. For example, the buyer may wish to review the title and the condominium disclosure materials before paying a nonrefundable option fee but may also want that information updated before the buyer pulls the trigger and exercises the option, thereby committing to a binding purchase contract.

In terms of provisions that are unique to options, the following revisions were made:

Option Terms on lines 10-23:

- The INITIAL OPTION FEE subsection first sets forth the amount and the deadline for payment of the initial option fee the buyer will pay to the seller.

- Next the EXERCISE DEADLINE subsection provides the deadline for the buyer's exercise of the option.

- The EXERCISE subsection describes what the buyer must do to exercise the option and gives the breakdown of what portion of the option fees may be applied to the purchase price.

- If the EXTENDED OPTION TERM subsection is completed, the buyer will have the opportunity to extend the term of the option by paying the specified option extension fee by the stated date.

- The OPTION FEES subsection at line 20 advises: "Unless otherwise provided in this Option, the option fee and the option extension fee shall be nonrefundable." One reason this was added is because the new provisions in the title section make the option fees potentially refundable if the buyer terminates the option because the seller cannot remove the buyer's title objections.

The Recording of Option section at the top of the second page was restated to make it clear that it is the parties and their attorneys, but not the licensees, who would be responsible to provide the legal description of the property and any notarized signatures required should the parties choose to record the option or a memorandum thereof.

The major substantive change in the 2022 WB-24 is with regard to the Title Evidence provisions. Much of the Title Evidence section was rewritten and reconfigured to give a buyer the opportunity to have title evidence provided at two different points in the option process. The buyer may elect to have title evidence provided upon the granting of the option and will receive title evidence in all cases — unless the parties modify the WB-24 — upon the buyer's exercise of the option.

Although much of the beginning of the Title Evidence section is the same as it was before with respect to the Conveyance of Title subsection, after that the Title Evidence section divides into two parts: (1) Title Upon Granting of Option and (2) Title Upon Exercise of Option. The Title Upon Granting of Option part is optional and applies only if the box at line 199 is checked while the part for Title Upon Exercise of Option is automatically included and resembles the title evidence provisions from the prior version of the WB-24 and the title evidence provisions in many of the offers.

To read more about the changes made to the WB-24 Option to Purchase, review the May 2022 *Legal Update*, "WB-24 Option to Purchase 2022," at **www.wra.org/LU2205**.

## ADDITIONAL INFORMATION

Learn more about forms revisions on the WRA forms update resource webpage: **www.wra.org/FormsUpdate**

# THE BEST OF THE LEGAL HOTLINE

BY TRACY RUCKA

WRA DIRECTOR OF PROFESSIONAL STANDARDS AND PRACTICES

## FORMS FAQ

Given the upcoming changes to several of the WB forms, mandated for use on July 1, 2022, this month's hotline article focuses on frequently asked questions to the WRA Legal Hotline about these forms.

## WB-40 AMENDMENT TO OFFER TO PURCHASE

**The buyer client wants multiple items from the home inspection results to be included on an amendment. The problem is, there is not enough room on the amendment to list all the items on the amendment identifying what and how the buyer wants the items addressed. Is there an addendum that can be used to include all the items?**

The correct way to include provisions that do not fit on the one-page WB-40 Amendment to Offer to Purchase form is to include an addendum to the amendment. The addendum will be incorporated by reference at line 31 of the 2022 version of the WB-40 Amendment. The addendum will be identified on line 31. Blank addenda are available in Transactions (zipForm Edition) for purposes such as this. The agent would name the addendum, such as "Addendum 1 to the Amendment." Alternately, the addendum name could use the address or party initials, then reference the amendment on line 31 of the 2022 WB-40, thereby incorporating all the extra terms in the addendum into the WB-40.

**The buyer's agent created an amendment for an offer to purchase, and that amendment included a deadline. The buyer signed the amendment, and the buyer's agent submitted the amendment to the listing agent. One seller signed the amendment within the deadline time frame, and the other seller signed after the deadline. Is this amendment valid?**

In order to modify the terms of the offer, all the parties required to sign the transaction documents must sign the amendment and have it delivered back to the party that provided the amendment before the time frame noted on line 34 of the 2022 WB-40. If this deadline is not met, then the parties can choose to execute a new amendment.

## WB-45 CANCELLATION AGREEMENT AND MUTUAL RELEASE

**Four sellers have an accepted offer. One seller is local, and the other three are in different parts of the country. The transaction is falling apart, and the sellers are in agreement with the buyer's request for the earnest money. The buyer initiated the WB-45 Cancellation Agreement and Mutual Release (CAMR). Must all sellers sign the same CAMR?**

It is possible for the sellers to use what is known as counterparts. So long as the sellers each sign an identical CAMR, the signatures can be on different pages. Wisconsin cases recognize that contracts may be signed in counterparts — that is, no single piece of paper has all the original signatures, but taken together, all parties have executed the same contract. It is the assent of the parties to the same terms that is critical. The signed writing evidences this assent, and courts try to effectuate the parties' intent. If, however, one of the parties has modified the CAMR, there would no longer be identical documents to sign as counterparts.

## WB-44 COUNTER-OFFER

**The buyer and seller have been negotiating, and the third counter-offer was accepted, signed and delivered. The original offer included Addendum S and Addendum A. The second counter-offer removed the Addendum A. There was no mention of Addendum A in the third counter-offer. Is the Addendum A, which was not signed by the seller, a part of the offer?**

Yes. The terms of the original offer with any accompanying addenda plus the modifications in the final counter-offer reflect the agreement of the parties. Provided the Addendum A was incorporated by reference in the offer, it becomes part of the contract. The addenda do not need to be signed to be part of the offer.

The WB-44 Counter-Offer provides that the counter-offer does not include terms and conditions from a previous counter-offer unless they are incorporated by reference or restated in the final counter-offer. This allows a counter-offer to refer to select terms of a prior counter-offer and incorporate them into the new counter-offer by reference to the date and number of the counter-offer, the line numbers, and/or item numbers without re-writing those select terms. See lines 47-50 of the 2022 WB-44 below. If there is no such reference back to the second counter-offer, then the final counter-offer that is signed reflects the contract between the buyer and the seller.

NOTE: Provisions from a previous Counter-Offer may be included by reproduction of the entire provision or incorporation by reference. Provisions incorporated by reference may be indicated in the subsequent Counter-Offer by specifying the number of the provision or the lines containing the provision. In transactions involving more than one Counter-Offer, the Counter-Offer referred to should be clearly specified.

**The seller countered the buyer's original offer, and in response, the buyer countered. However, the buyer's agent filled out that document as "counter-offer #1." Is that the correct way to number the second counter-offer?**

No. Counter-offers should be numbered sequentially, regardless of who initiates the counter-offer. For example, if the seller drafts a counter-offer in response to an offer, that is counter-offer #1. If the buyer then initiates a counter-offer to the seller, that is counter-offer #2.

Either the buyer or the seller can initiate a new counter-offer at any time. The numbering of counter-offers is consecutive, regardless of who initiates the next counter-offer.

**Can/should a counter-offer be used to change the binding acceptance deadline in an offer?**

It is not necessary to change a binding acceptance deadline if a seller wants more time to consider additional offers or for any other reason. If the binding acceptance deadline passes and the seller wants to respond, the original offer can be revived by a counter-offer being delivered to the buyer, addressing substantive terms of the original offer that the seller wants to counter, and setting a deadline by which the buyer may accept.

Using a counter-offer is not really a prudent or effective way to change the binding acceptance date stated in an offer, particularly if the seller wants to counter other terms in that offer or wants to preserve their right to reject the offer outright. If a seller issues a counter-offer attempting to change the binding acceptance deadline and the buyer accepts and delivers, a contract would be formed. By issuing a counter-offer to only change the binding acceptance deadline, the seller has accepted all the other terms in the offer.

**Can a counter-offer "revive" an offer that has been previously rejected?**

Yes. The counter-offer is essentially a new offer that incorporates many, if not most, of the terms and provisions of the previous offer. The counter-offer may be written after expiration of the binding acceptance period in the offer and may be used even if the seller rejected the offer. The only relevant deadline in the counter-offer is the acceptance date set forth in the counter-offer.

## WB-41 NOTICE RELATING TO OFFER TO PURCHASE

**A broker is working with a seller, and the seller wants to issue a termination notice based on a late loan commitment. Does the listing agent, who drafted the notice, complete lines 35-37 of the 2022 notice? The listing agent will be emailing the notice to the cooperating broker because the cooperating broker's email is included at line 570 of the offer as the email address for the buyer.**

Lines 35-37 of the 2022 WB-41 Notice Relating to Offer to Purchase are to be filled out by the person who delivers the notice. Depending on the situation, that might be a party, a listing agent or a cooperating licensee. The question is who delivered the notice by an authorized method per the offer. If the cooperating broker's email address is used at line 570 of the offer and the listing agent emails the notice to that email address, the listing agent will complete lines 35-37 of the notice.

**The buyer issued a notice of defects after receiving the written inspection report. Before the seller had given notice electing to cure or make the offer null and void, the buyer had second thoughts and does not want to lose the property if the seller elects not to cure. Can a notice of defects be withdrawn?**

Per the 2022 WB-41 Notice Relating to Offer to Purchase on lines 30-31, "Once delivered, a Notice cannot be withdrawn by the Initiating Party without the written consent of the Receiving Party." Therefore, if the buyer has delivered a Notice of Defects to the seller, then the buyer cannot withdraw that notice unless the seller consents. If the seller is agreeable to the buyer withdrawing the notice, then the parties could sign an amendment documenting such.

## ADDITIONAL INFORMATION

See the WRA's forms update resource webpage: **www.wra.org/FormsUpdate**

# LEGAL RESOURCES

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

### LEGAL HOTTIPS

Your WRA membership gives you access to the WRA Legal Hottips online library: a collection of discussions from the WRA Legal Hotline. The library dates back several years with hotline Q&As about disclosure, liability and much more related to Wisconsin real estate law. New hottips are published every week.

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

### LEGAL UPDATES

Included with WRA membership is access to the WRA's *Legal Update* publication.

**May 2022: "WB-24 Option to Purchase 2022"**
This *Legal Update* issue provides an overview of the recent updates to the WB-24 Option to Purchase as well as practice tips for getting the best results with this newest version of the form.

See the recent issue (WRA login required):
**www.wra.org/LegalUpdates**

### PROFESSIONAL POINTERS

The Professional Pointers series offers you a regular boost of professionalism. The pointers explore topics like the ethical duties to cooperate, confidentiality, managing expectations and more.

See the pointers: **www.wra.org/ProfessionalPointers**

### 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 ONLINE**
www.wra.org/LegalHotline

**HOTLINE HOURS**
Monday–Friday, 8:30 a.m. to 4:30 p.m. Central

The WRA Legal Hotline will be closed on Monday, July 4 in observance of Independence Day. Normal business hours resume on Tuesday, July 5.

Check the hotline webpage for additional scheduling changes or holiday closures.

# LEGISLATIVE ALERT

## 2022 LEGISLATIVE SESSION WRAP-UP

**BY JOE MURRAY**
**WRA DIRECTOR OF POLITICAL AND GOVERNMENTAL AFFAIRS**

During the 2021-22 legislative session, Wisconsin lawmakers showed strong support for the WRA and issues important to the real estate industry. In fact, virtually all WRA legislative priorities received unanimous support from legislators. In the end, the WRA passed 14 top legislative priorities on a variety of issues affecting all sectors of the real estate industry. The WRA's 14 legislative priorities passed into law were:

- Disclosure reports
- 40-year access easements
- Homeowners associations
- Home equity theft
- WHEDA workforce housing rehabilitation loans
- Limiting liability for appraisers
- Right to place a pier on flowages
- Broadband expansion
- Home inspection reports and "defects"
- DSPS tech upgrades
- Significant income tax cuts
- Property tax cuts
- COVID-19 civil liability exemption
- Bad proposals rejected by the Wisconsin Legislature

The complete 2022 WRA Legislative Report provides additional details about these 14 legislative victories. View the report at **www.wra.org/Priorities** and watch for the printed copy in your mailbox soon.

# TIM MICHELS ENTERS RACE FOR GOVERNOR

BY JOE MURRAY
WRA DIRECTOR OF POLITICAL AND GOVERNMENTAL AFFAIRS

For Tim Michels, this is round two. Michels ran as a Republican candidate for U.S. Senate in 2004 and was defeated by then-U.S. Senator Russ Feingold. Michels, co-owner of the Michels Corporation, recently entered the GOP primary for Wisconsin governor 18 years after his last statewide campaign.

Since the end of January, three "anti-establishment" candidates have joined the gubernatorial race: business consultant and former Marine Kevin Nicholson; state Rep. Timothy Ramthun; and Tim Michels, former U.S. Army Ranger and construction company executive based in Brownsville, Wisconsin. These three candidates all entered the race months after former Lt. Gov. Rebecca Kleefisch announced her candidacy in September 2021.

Prior to January, Kleefisch had been the odds-on favorite to capture the GOP nomination to challenge Democratic Gov. Tony Evers. Since that time, the Republican primary field has quadrupled and now offers the three outsider/anti-establishment candidates. Kleefisch is clearly considered the "conservative establishment" candidate.

In a midterm election with the political winds favoring Republicans, Evers has his work cut out for him. He does, however, have a few advantages that incumbents typically enjoy:

- Incredibly strong fundraising
- Near-universal name identification
- No primary opponent to worry about

In a "purple state" like Wisconsin where top-of-the-ticket elections are often won or lost by one percentage point or less, Evers will be a formidable incumbent to beat.

But each of the four GOP candidates have strengths and weaknesses that will influence the outcome for the Republican nomination. Here's a quick overview.

## TIM MICHELS

**Strengths:** Michels has personal wealth, and he is not shy about using it to build his name identification and image. Having entered the race for governor only four months before the August 9 primary election, Michels has no choice but to use his significant personal wealth to pursue the GOP nomination. Unlike Kleefisch or Nicholson who have a grassroots network in place, Michels has spent his time running a large construction company — not campaigning for political office. For Michels, money is the great equalizer.

Michels' 12 years as an Army Ranger will be an asset as well. Candidates who serve their country in the military have had much success in recent election cycles, and Michels has made his military service a focal point in his advertising.

**Weaknesses:** Getting into the GOP primary this late means he will have less time or opportunity to organize and execute a grassroots strategy to identify and turn out his voters in the primary. The Michels campaign will have to rely on a top-down, big-dollar advertising campaign and hope it can overcome what will likely be better grassroots efforts by his three GOP primary opponents.

## REBECCA KLEEFISCH

**Strengths:** Kleefisch started this primary election as the front-runner. She jumped into the race in September 2021 and had the field all to herself for five months. Prior to her formal announcement, Kleefisch had been laying the groundwork for a gubernatorial run since November 2018, when she and former Gov. Scott Walker were narrowly defeated by Evers. Over the last four years, Kleefisch has released her "Forward Agenda" detailing her policy agenda if she is elected, spent one year recruiting candidates for Assembly Republicans, and helped elect candidates for local office in the 2022 spring elections. Perhaps most importantly, Kleefisch served as lieutenant governor for eight years, holding statewide office and working with former Gov. Scott Walker on numerous policy reforms that she can point to as proof of what she can and will do if elected.

**Weaknesses:** Kleefisch is the conservative "establishment" candidate in this primary, and for some in the GOP rank and file, establishment is another way of saying the "insider status quo." These Republican voters prefer an outsider, populist alternative. The anti-establishment block in the GOP grassroots believe that Madison-based insiders control the political process in a way that does not respect the wishes or opinions of the more populist, reform-minded members of the party. These voters will be voting for one of the other three candidates.

## KEVIN NICHOLSON

**Strengths:** As a business consultant and former Marine, Nicholson has a pretty solid profile for a statewide GOP candidate. As the founder and volunteer president of No Better Friend, a conservative 501 (c)(4) organization dedicated to conservative solutions to problems and expanding the GOP movement, he has a ready-made grassroots network that should be a political asset in the GOP primary this year. Nicholson, like Kleefisch, should be able to mobilize his grassroots network to his advantage heading into the August 9 primary. He also has one advantage over two of his three opponents: Nicholson has the full financial support of GOP megadonor Richard Uihlein. Uihlein has pledged to spend lavishly on behalf of Nicholson this year, just like he did in his 2018 race for U.S. Senate. This will help Nicholson compete financially with Michels' deep pockets and Kleefisch's fundraising head start.

**Weaknesses:** Kevin Nicholson jumped into the race for governor late in January after Sen. Ron Johnson announced he would run for reelection for a third term. It's widely known that Nicholson's first choice was to run for U.S. Senate again, but not if Johnson ran. To some in the grassroots, the governor's office is the "second choice" for Nicholson vs. Kleefisch who has made running for governor her first and only choice for four years. Another potential issue for Nicholson is his status as the former president of the College Democrats of America two decades ago. For some in the GOP, this is a fatal and disqualifying fact. In the tribal politics of today, switching parties is unacceptable. Finally, the last issue that may be difficult for Nicholson to overcome is Michels and his deep pockets. Until Michels entered the race, Nicholson seemed to have the spending upper hand with Uihlein's millions. Now, he must compete with Michels' checkbook.

## TIM RAMTHUN

**Strengths:** When Ramthun entered the race in February, he was the only candidate who called for "an independent full forensic physical cyber audit for the 2020 election" in Wisconsin. This endeared Ramthun to pro-Trump supporters who refuse to believe that President Joe Biden carried Wisconsin in the 2020 presidential election. Ramthun will likely have a very committed block of voters in the August 9 primary election.

**Weaknesses:** Ramthun is a single-issue candidate. He has called on the Wisconsin Legislature to "decertify" the Wisconsin 2020 presidential election despite there being no legal process to do so, according to constitutional and nonpartisan attorneys across the state. While Ramthun is likely to maintain the support of many pro-Trump voters who agree with him on this issue, he isn't likely to expand his base of support or be a major factor in the gubernatorial primary. His lack of overall fundraising will also keep him from seriously competing in the August 9 primary election.

Watch for more information on this election and others in future issues of *Wisconsin Real Estate Magazine*.

“I became a major investor this year because it’s critically important to help elect candidates from both parties who will promote and defend issues that impact homeowners, property owners and the livelihood of every WRA member. The REALTORS® Political Action Committee gives REALTORS® a powerful voice on issues that matter to the real estate industry. RPAC is the only political group in Wisconsin organized for REALTORS® and run by REALTORS®. Every member should invest in RPAC.”

*Jim Zarek, Brookfield*

RPAC

REALTORS® POLITICAL ACTION COMMITTEE

# REALTOR® ADVOCACY

## THANK YOU TO THOSE WHO ADVOCATE FOR THE INDUSTRY

The REALTORS® Political Action Committee (RPAC) major investors are a passionate group of REALTORS® whose investments shape the future of the real estate industry.

Now more than ever, it is imperative for REALTORS® to come together and speak with one voice about the stability that a sound and dynamic real estate market brings to Wisconsin. Through the RPAC major investors, that voice is heard loud and clear. To become a major investor, contact your local association executive, government affairs director, or the WRA’s Joe Murray at **jmurray@wra.org** or Sandy Bolgrihn at **sandyb@wra.org**.

RPAC President’s Circle

**PRESIDENT’S CIRCLE**

This icon designates an influential group of REALTORS® who contribute $2,000 directly to REALTOR®-friendly candidates in response to 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

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Madison

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Shorewest REALTORS®
Brookfield

**John Horning**
Shorewest REALTORS®
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**Brad Lois**
Bear Realty of
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**KC Maurer**
RE/MAX 24/7 Real
Estate LLC, Appleton

**Tom Larson**
Wisconsin REALTORS®
Association, Madison

**Mike Theo**
Wisconsin REALTORS®
Association, Madison

**John Flor**
Keller Williams Realty
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**Mary Gilbank**
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Janesville

**Dawn Christensen**
Century 21 Ace Realty
Appleton

GMAR Greater Milwaukee Association of REALTORS®

**Greater Milwaukee Association of REALTORS®,** Milwaukee

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

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Kenosha

**Peter Ogden**
Ogden & Company
Inc. AMO, Milwaukee

**Becky Merwin**
Berkshire Hathaway
HomeServices, Walworth

**Chuck Olson**
Coldwell Banker River
Valley REALTORS®
Onalaska

**Joe Murray**
Wisconsin REALTORS®
Association, Madison

**Mike Didier**
RE/MAX United LLC
Port Washington

**Cori Lamont**
Wisconsin REALTORS®
Association, Madison

**Brittany Voigt**
Century 21 Ace Realty
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**Lori Muller**
Exit Elite Realty
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**Rob Rybarczyk**
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Action Realty, Schofield

RPAC major investors are current as of May 10, 2022, and appear in the order in which they pledged contributions.

## STERLING "R"s
($1,000) $700 Direct Giver; $300 NAR RPAC

**Mark Bourque**
BHHS Epic Real Estate, Kenosha

**Judy Hearst**
Coldwell Banker Realty, Milwaukee

**Scott Bush**
Greater Milwaukee Association of REALTORS®
Milwaukee

**Marne Stuck**
Greater Milwaukee Association of REALTORS®
Milwaukee

**James Purcell**
RE/MAX Realty Pros
Milwaukee

**Roger Mater**
RE/MAX Service First LLC, Brookfield

**Jose Flores**
First Weber Inc.
Greenfield

**Tricia Chartier**
Coldwell Banker Realty
Wauwatosa

**Ryan Simons**
Ryan G. Simons Company Inc., Delavan

**Ted Dentice**
Shorewest REALTORS®
Brookfield

**Jackie Kumm**
Edina Realty Inc.
New Richmond

**Kevin Adkins**
Edina Realty Inc.
Hudson

**Dan Lawler**
Feather Real Estate Group, Rice Lake

**Jim Zarek**
First Weber Inc.
Brookfield

**Peter Sveum**
Coldwell Banker Success
Stoughton

**Michael Sewell**
Coldwell Banker Real Estate Group, Green Bay

**Kevin Donnell**
First Weber Inc.
Brookfield

**Dan Lee**
First Weber Inc.
Madison

**Tom Richie**
Real Estate Solutions
Rice Lake

**Gary Grolle**
Keating Real Estate
Burlington

**Tom Didier**
RE/MAX United LLC
Port Washington

**Joe Germain**
Woods & Water Realty Inc., Chippewa Falls

**Michael Karisny**
Acre Realty
Appleton

**Robert Morrone**
Prime Realty Group
Kenosha

**Don Timmerman**
Keller Williams Integrity Realty MN/WI, Hudson

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Anderson Commercial Group LLC, Franklin

**Pete Didier**
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**Ray Leffler**
RE/MAX Newport Elite, Racine

**Connie Erickson**
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**Michael Keefe**
Lake Geneva

**Katie Falk**
Keller Williams Realty
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**Terry Hilgenberg**
Coldwell Banker Real Estate Group, Shawano

**Jeff Benson**
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($1,000) $700 Direct Giver; $300 NAR RPAC

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Services, Milwaukee

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**Roger Rushman**
First Weber Inc.
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Success, Fitchburg

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**Jon Kaiser**
Kaiser Realty Inc.
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**Steve Beers**
Compass Wisconsin
Lake Geneva

**Phil Hilgenberg**
Hilgenberg Realty
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**Stan Hill**
Stark Company
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**Alicia Chovan**
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**John Neumann**
Castle Realty LLC
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**Jack Drzewiecki**
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**Lindsey Kate Henning**
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**Robert Ritsch**
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**Kristy Thiess**
RE/MAX Affiliates
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Estate Group, Shawano

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## STERLING “R”s

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

**Lakes Area REALTORS® Association**
Elkhorn

**Lakeshore Area REALTORS® Association**
Grafton

**REALTORS® Association of Northwestern Wisconsin**, Eau Claire

**REALTORS® Association of Northeast Wisconsin MLS**, Appleton

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WRA


# WRA 2022 ANNUAL CONVENTION

**October 2-4, Kalahari Resort & Convention Center, WI Dells**

Wisconsin REALTORS® Association / wra.org / 800.241.2047

# SUMMER WB UPDATE

Five new forms are now available for your use in Wisconsin real estate transactions. In April this year, the Real Estate Examining Board approved updated versions of five WB forms:

- WB-24 Option to Purchase
- WB-40 Amendment to Offer to Purchase
- WB-41 Notice Relating to Offer to Purchase
- WB-44 Counter-Offer
- WB-45 Cancellation Agreement and Mutual Release

All five forms have a mandatory use date of July 1, 2022. Interested in incorporating the forms into your transactions before July 1? The optional use date for the revised forms was May 1, so you're free to use them now. The revised forms are available for your use on the DSPS website, in Transactions (zipForm Edition) and in the WRA PDF forms library at **www.wra.org/FormsLibrary** (for subscribers only).

## REVISIONS AT A GLANCE

**WB-24**

The REEB reordered provisions in the WB-24 form to create more transactional flow. The WB-24 provisions were updated to match the provisions used in the offers where appropriate. There were clarifications to the Option Terms provisions, in part with respect to when fees are nonrefundable. Major changes were made in the title provisions such that the buyer may elect to have title evidence upon the granting of the option and again upon the exercise of the option.

**WB-40**

Specifically, the lines for initials that indicate rejection were combined.

**WB-41**

The REEB made formatting changes to the WB-41 form. Specifically, the word "on" was added on line 2 of the WB-40.

**WB-44**

The WB-44 form underwent changes to the signature lines and the line for party initials for a rejection or counter. The signature lines now read, "Buyer's Signature and Seller's Signature," and they previously read, "Signature of Party Making Counter-Offer and Signature of Party Accepting Counter-Offer" in the prior version of the WB-44.

**WB-45**

In the WB-45, the form refers to "firm" rather than "broker," and more clearly provides it can be used to direct disbursements by a firm or a third party holding the earnest money or other funds. Lines 6-8 now read, "The Parties hereby release the Firms and their licensees from any and all liability for disbursing trust funds as directed and hereby authorize and direct the Firm or third party holding the earnest money or other trust funds to disburse the trust funds held on behalf of the Parties as follows ..." Lines 10 and 12 now note that including the address is optional because the funds may not be mailed and may be hand-delivered or transferred electronically depending on the circumstances.

Also note that the ampersand in the former "Cancellation Agreement & Mutual Release" title now appears as the word "and," making the official title of the 2022 version of the WB-45 the "Cancellation Agreement and Mutual Release."

## LEARN MORE

To learn more about these revised forms, visit the WRA forms update resource webpage at **www.wra.org/FormsUpdate**. There you can access yellow-highlighted samples of the revised WB forms, designed for educational use so you can easily see the exact revisions the REEB made to the forms.

Plus, later this month, you'll be able to watch detailed video explanations of these forms in the WRA Line by Line training video series at **www.wra.org/LineByLine**. Line by Line is totally free for WRA REALTOR® members and legal members.

# ARE YOU USING A CRM TO GROW YOUR BUSINESS?

The key to giving clients what they want lies in understanding them, and a customer relationship management (CRM) system does just that. It facilitates various pieces of the transaction by giving you and the client ease of communication, organized data and improved customer service. All of this streamlines the process of making sure needs are met and actions are resolved in a timely manner.

Your clients are the most important part of your business, and keeping them happy should be your top priority. Don't put your business at risk; invest in a quality CRM tool to show your clients you care about their satisfaction. The CRM process shouldn't be about working harder but about working smarter, so that your clients get what they want — and you do, too.

That's why Realtyzam CRM is designed for real estate agents to manage their sales activity in a fast and easy way.

**Simple software:** Realtyzam is all about simplicity. Its clean, easy-to-understand interface takes little time to learn and makes tracking your sales activity a breeze.

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**Stay organized:** When dealing with multiple clients that are in different parts of the buying or selling process, it can be overwhelming to manage sales and administrative tasks. In Realtyzam CRM, you'll have quick access and a complete breakdown of your client activity, including your buyer and seller conversion rates, average commission, prospecting rates and even which lead sources generate the most sales!

**Smartphone app:** As a real estate agent, you're always on the go. With Realtyzam's free mobile app, you can manage your sales activity from anywhere.

For more information, visit **www.realtyzam.com/wra**.

*This is a contributing article from Realtyzam CRM, a WRA partner.*

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## IMPLICIT BIAS TRAINING

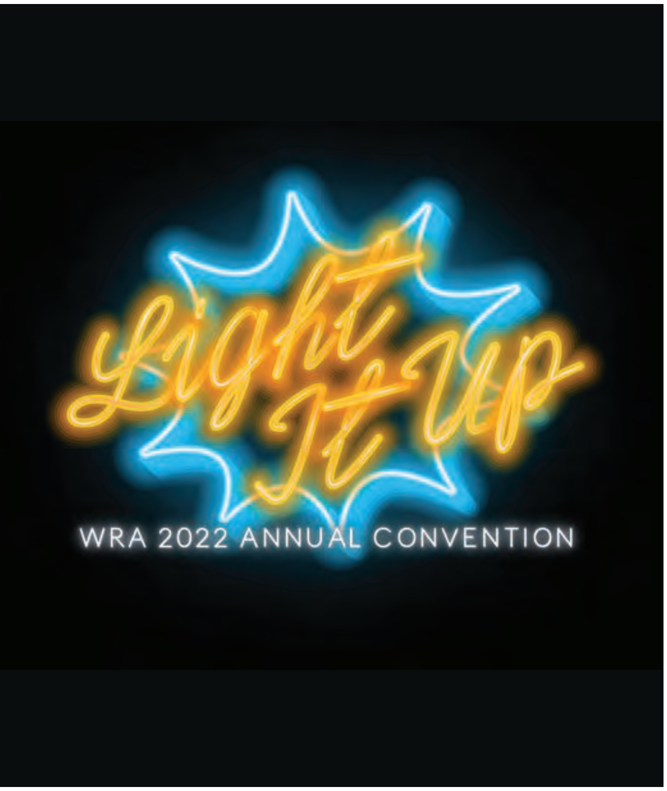
### NAR's new implicit bias certificate course: July 21

The new "Bias Override: Overcoming Barriers to Fair Housing" certificate course from the National Association of REALTORS® is now available in Wisconsin! Next month, tune in for the three-hour virtual course to learn how you can avoid pitfalls in your transaction and provide equal, professional service to your customers and clients.

This new and exciting course from NAR helps you dig deeper into the mind science of identity, engage in interactive exercises, and understand how implicit bias leads to fair housing violations.

Date/time: July 21, 9:00 a.m. – 12:00 p.m.
Location: Virtual
Instructor: Robert Morris
Fee: $39

**Register: www.wra.org/2022BiasOverride**




## 2022 WRA ANNUAL CONVENTION

### Back in Wisconsin Dells: October 2–4

It's time to hustle! Kick it into high gear at the 2022 convention to ignite your success. Recharge with three days of training, networking and entertainment to get that extra edge. The energy to prevail. The spark to succeed.

With the "Light It Up" theme this year, you'll find high energy, big excitement and major inspiration. Plus, with the three-day event back in the Dells, it's the WRA convention experience you know and love at the Kalahari.

Dates: October 2-4
Location: Kalahari Resort and Convention Center, WI Dells
Fee: See the website

**Register: www.wra.org/LightItUp**

## IS YOUR SUCCESSION AND RETIREMENT IN PLACE?
### Succession planning course: October 2

You built your business with blood, sweat and tears — make sure it lasts even after you retire! In this one-day CRS course offered at the WRA Annual Convention in the Dells, you'll learn how to get the most for your business through a process-oriented sequence that helps you develop a strong business and succession/retirement plan. You'll discover techniques to help you analyze the market, value your business, and review the appropriate selling strategies that can include a long-term referral stream.

Date/time: October 2, 9:00 a.m. – 5:00 p.m.
Location: Live in Wisconsin Dells
Instructor: Chandra Hall
Fee: $179

**Register: www.wra.org/2022CRS**

## SALES PRE-LICENSE
### Sales pre-license training course: July 11-15, 18-20

Are you a broker who is thinking about hiring new agents at your office? Your recruits can be ready for their new career with the WRA's accelerated eight-day training course this summer.

Not only does this course meet the DSPS' 72-hour education requirement for Wisconsin real estate licensees, but the course also prepares your recruits for the Wisconsin licensing exam. Real estate fundamentals discussed in this course include financing, mandatory disclosures, contracts, land use controls, valuation and much more.

**Register: www.wra.org/2022JulySPL**

| OFFERING | FORMAT | DETAILS & REGISTRATION |
|---|---|---|
| **EVENTS** | | |
| Annual Convention: October 2-4, 2022 | Live in Wisconsin Dells | www.wra.org/LightItUp |
| **PRE-LICENSE TRAINING** | | |
| **SCHEDULED TRAINING** | | |
| Sales Pre-exam Review Webinar: July 8, 2022 | Virtual webinar | www.wra.org/SPLwebinar |
| Sales Pre-license Course: July 11-15, 18-20, 2022 | Live in Madison | www.wra.org/July2022SPL |
| Sales Pre-exam Review Webinar: August 5, 2022 | Virtual webinar | www.wra.org/SPLwebinar |
| Sales Pre-exam Review Webinar: September 9, 2022 | Virtual webinar | www.wra.org/SPLwebinar |
| **ONGOING TRAINING** | | |
| Broker Pre-license Course | On Demand | www.wra.org/BPL |
| Sales Pre-license Course | On Demand | www.wra.org/SPL |
| **PROFESSIONAL DEVELOPMENT** | | |
| **SCHEDULED TRAINING** | | |
| Bias Override Certificate Course: July 21, 2022 | Virtual | www.wra.org/2022BiasOverride |
| CRS Succession Planning Course: October 2, 2022 | Live in Wisconsin Dells | www.wra.org/2022CRS |
| WCR Course: Cultivating Confidence: October 2, 2022 | Live in Wisconsin Dells | www.wra.org/2022WCR |
| **ONGOING TRAINING** | | |
| GRI On Demand | On Demand | www.wra.org/GRI |
| Home Essentials | On Demand | www.wra.org/HomeEssentials |
| Line by Line Forms Training | On Demand | www.wra.org/LinebyLine |
| Quick Start | On Demand | www.wra.org/QuickStart |
| **REAL ESTATE CONTINUING EDUCATION** | | |
| **SCHEDULED TRAINING** | | |
| Courses 1 & 2: June 8, 2022 | Live in Appleton | www.wra.org/June2022CE |
| Courses 5 & 6: June 14, 2022 | Live in Rice Lake | www.wra.org/June2022CE |
| Courses 3 & 4: June 22, 2022 | Live in Appleton | www.wra.org/June2022CE |
| Courses 5 & 6: June 29, 2022 | Live in Appleton | www.wra.org/June2022CE |
| Courses 1 & 2: September 8, 2022 | Live in Lake Geneva | www.wra.org/Sept2022CE |
| Courses 1 & 2: September 8, 2022 | Live in Brookfield | www.wra.org/Sept2022CE |
| Courses 1 & 2: September 13, 2022 | Virtual / live in Madison | www.wra.org/Sept2022CE |
| Courses 3 & 4: September 15, 2022 | Live in Lake Geneva | www.wra.org/Sept2022CE |
| Courses 3 & 4: September 15, 2022 | Live in Brookfield | www.wra.org/Sept2022CE |
| Courses 3 & 4: September 20, 2022 | Virtual / live in Madison | www.wra.org/Sept2022CE |
| Courses 5 & 6: September 22, 2022 | Live in Brookfield | www.wra.org/Sept2022CE |
| Courses 1 & 2: September 26, 2022 | Live in Hayward | www.wra.org/Sept2022CE |
| Courses 3 & 4: September 27, 2022 | Live in Hayward | www.wra.org/Sept2022CE |
| Courses 5 & 6: September 27, 2022 | Virtual / live in Madison | www.wra.org/Sept2022CE |
| Courses 5 & 6: September 29, 2022 | Live in Lake Geneva | www.wra.org/Sept2022CE |
| Courses 4 & 6: October 2, 2022 | Live in Wisconsin Dells | www.wra.org/Oct2022CE |
| Courses 1 & 2: October 6, 2022 | Live in Brookfield | www.wra.org/Oct2022CE |
| **ONGOING TRAINING** | | |
| 2021-22 Real Estate Residential CE Courses 1-6 | On Demand / self-study | www.wra.org/21-22CE |
| 2021-22 Real Estate Commercial CE Courses 1-6 | On Demand | www.wra.org/21-22CommCE |
| 2021-22 Wisconsin & Minnesota CE Dual Credit | On Demand | www.wra.org/21-22DualCE |

# SEE INTERNET AVAILABILITY AND MAXIMIZE VALUE WITH FIBER HOMES

Quality of life, more house for the money, beautiful communities … these are just a few of the motivations Wisconsin REALTORS® hear from clients who are either moving into or within our great state. And with a pandemic-fueled surge of remote work, more relocators than ever are seeking new homes in Wisconsin.

We have all those advantages of small-town and suburban life, and even our largest markets don't look large to those wanting to upgrade their lifestyles by leaving expensive, massive metros.

Whether these potential clients are moving in state or cross country, the one thing they cannot be expected to leave behind is reliable high-speed broadband service. That's a critical piece of infrastructure that's quickly become as essential as water and electricity to many households, and it's particularly imperative to those who work from home.

## MODERN HOMEOWNERS DEMAND FIBER FOR RELIABLE INTERNET

When it comes to internet technology, nothing beats fiber broadband. Fiber outpaces traditional copper cable internet based on speed, reliability, cost, scalability and durability. Building out fiber-based broadband service is an infrastructure priority nationwide, but it's also still a work in progress in many places.

Currently, the availability of this top-of-the-line digital service — essential for everyday work, school, entertainment and gaming — is a neighborhood-by-neighborhood proposition that can be hard to track.

How can a REALTOR® keep up? There's been no resource available to agents and brokers to easily and accurately find out where fiber broadband is available. Until now.

## A RESOURCE FOR KEEPING UP WITH FIBER BROADBAND AVAILABILITY

The Wisconsin State Telecommunications Association (WSTA) has partnered with Fiber Homes to provide the WRA a way to make this information easily accessible to real estate professionals, associations and MLSs across the state.

Fiber Homes provides information on internet availability at any address and certifies homes with top-of-the-line access as Fiber Homes. Getting data directly from Wisconsin broadband providers, Fiber Homes is rapidly expanding its available data and makes the information available to the real estate industry via the free Fiber Homes Pro portal.

This user-friendly tool allows agents and brokers to quickly determine if fiber broadband is available at a specific property, and if not, what the best existing options might be for internet service. The WSTA-Fiber Homes partnership provides access to this information to any REALTOR®, completely free. Simply create an account at **www.FiberHomes.com/agent** to start searching addresses.

Having this information means that no real estate professional is at a disadvantage when it comes to advising clients, whether it's helping buyers find the right home for their needs or helping sellers realize the full value that a fiber connection brings to a house or commercial property.

The benefits for REALTORS® don't stop there. Agents and brokers who register for the service will also:

- Be able to easily pass on information about speeds, pricing and exclusive new mover promos to their clients.
- Have access to educational and marketing materials about the benefits of fiber internet to help boost the value of their listing.

## HELP YOUR BUSINESS, YOUR CLIENTS AND YOUR COMMUNITY

The rollout of fiber-based internet across America is having wide-ranging impacts by bridging the digital divide between rural areas, small towns and big cities. Fiber internet providers ensure the availability of high-speed broadband and the 5G wireless networks that broadband supports in homes, schools and businesses.

Sustaining and building local economies is dependent on this availability. Businesses and families often won't move where top-shelf broadband digital service is not available. Fortunately, Wisconsin is at the forefront of this digital revolution.

Just six years ago, only 7% of the state had access to fiber internet. Now that's 25% and growing fast. An estimated $1 billion in state and federal funds will be committed to fiber rollout in Wisconsin in the next five years. That commitment will be joined by local governments and private provider investment to power this rising tide of the best of digital connectivity.

Now, with the Fiber Homes portal, REALTORS® don't need to wonder if that property they're marketing for a buyer or to a seller has access to this must-have service. They just need to go to **FiberHomes.com**.

*For more information about this exciting new development, contact Bill Esbeck of WSTA at bill.esbeck@wsta.info, or visit www.FiberHomes.com.*