

REALTOR® REVIEW



RASCW

REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN



January 2016

V o l u m e 2 1 • N u m b e r 1

MARK YOUR CALENDAR

2016 Commercial Real Estate Forecast

Thursday, January 21, 2016
Nakoma Golf Club

[Click here for more information.](#)

100 Year Celebration and Installation Dinner

Thursday, January 28, 2016
Alliant Energy Center

[Click here for more information.](#)

Mardi Gras Networking

Tuesday, February 9, 2016
Bourbon Street Grille

[Click here for more information.](#)

Organizing and Planning 101 plus TRID Panel

Thursday, February 11, 2016
Promega BTC Auditorium

[Click here for more information.](#)

Creating a Legacy

Wednesday, February 17, 2016
Promega BTC Auditorium
See page 2 for details.

[CLICK HERE
FULL EVENT CALENDAR](#)

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Membership Update



Join the celebration!

The REALTORS® Association of South Central Wisconsin turns 100 on January 28, 2016 and we're having a party!

Evening festivities will include celebrating our rich history while having fun together enjoying dinner and music. We will also install our 2016 leadership team into office, all while raising funds for an important piece of our history – our very own Housing Foundation. RASCW Member Norm Flynn, who has served as president of NAR, WRA and RASCW, will lead us through our history as he is joined by other veteran members highlighting our past.

January 28, 2016

Alliant Energy Center

1919 Alliant Energy Center Way, Madison, Wisconsin

\$25 per person with 100% of ticket sales being donated to the RASCW Housing Foundation
Cocktail Attire

Schedule for the Evening

- 5:00 – Registration, Hors D'oeuvres, Cash Bar
- 5:45 – Dinner – please select your entrée
- 6:30 – Program
- 8:00 – Dessert and Music of Madison-area favorite **The Gomers**

Entrée Choices:

Milano Chicken - Chicken breast stuffed with fresh spinach, roasted garlic and parmesan cheese served with linguine tossed with tri-colored peppers, roasted squash, sun-dried tomatoes and cream.

Beef Tenderloin Filet with Mushrooms - Whole roasted beef tenderloin sliced into medallions and topped with a mushroom demi-glace served with roasted golden potatoes and sautéed seasonal vegetables.

Salmon with Tomatoes - Pan seared Atlantic salmon with spinach and sun-dried tomato cream sauce served with fragrant rice and sautéed seasonal vegetables.

Vegetarian meal available – Chef's choice

100-Year Anniversary Celebration • Thursday, January 28, 2016

Reservations must be made in advance. Deadline is Monday, January 18, 2016.

If you are unable to attend after making a reservation, please cancel by January 18 or send a substitute. No refunds after January 18, 2016.

Name(s): _____ Meal Choice: Chicken Beef Salmon Vegetarian
 (please circle) Chicken Beef Salmon Vegetarian

Company: _____ Phone: _____

Payment: \$25 per person with 100% of ticket sales being donated to the RASCW Housing Foundation

- I am enclosing a check payable to "RASCW" Call (608) 240-2800 to pay by credit card.

Please mail completed form with checks to:
RASCW • 4801 Forest Run Rd, Suite 101 • Madison, WI 53704



Want to help by being a 100-Year Anniversary Celebration Sponsor?
[Click here for information.](#)





REALTOR[®] REVIEW

**A REALTORS[®] Association of
South Central Wisconsin
Publication**

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Jennifer Utter 836-1514

EDITORIAL STAFF

Kevin King, Editor-in-Chief
Ann McGinty, Communications Coordinator

The purpose of the REALTOR Review is to inform its Members of events, issues and accomplishments pertaining to the REALTORS[®] Association of South Central Wisconsin.

If you would like to submit information, story ideas, or articles for inclusion in the REALTOR Review please contact Kevin King at kevin@wisre.com.

Submit typewritten articles, with contact name and phone number to:

RASCW
4801 Forest Run Road, Suite 101
Madison, WI 53704-7337

Phone: (608) 240-2800
Fax: (608) 240-2801

Items submitted in Microsoft[®] Word programs are also welcome.

www.rascw.org



RASCW Professional Development Committee Presents

Creating a Legacy

Wednesday, February 17, 2016

Promega BTC Auditorium,

5445 East Cheryl Parkway, Fitchburg, WI

9:00-11:00 a.m. • Registration opens at 8:30 a.m.

A panel of members has been assembled to share stories on how they have built successful, long lasting businesses even through challenging markets. Come and hear what they wish they would have known when they first started in the business, what they would do differently, the biggest struggles they got through, what keeps them going and more!

Panel

Susi Haviland, Stark Company, REALTORS[®]
Denise Holmes, Bunbury & Associates, REALTORS[®]
Sherry Lessing, First Weber Inc.
Shelly Sprinkman, Sprinkman Real Estate

Moderators

Marjie Hanssen, Stark Company, REALTORS[®]
Tony Tucci, Realty Executives Cooper Spransy

Sponsored By:



This is a free program, but please reserve your seat by emailing Beth@wisre.com.



RASCW Member Benefit - Car Wash

Kwik Trip Deluxe Car Wash Cards • \$5 each (includes tax)
Mermaid Total Wash Tickets • \$8 each (includes tax)

Members may purchase both at the discounted rate through the RASCW office.

[CLICK HERE FOR MORE INFORMATION](#)



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Thank You to Our Holiday and New Year Kick-Off Party Sponsors

Southwest Holiday Party

Clayton Real Estate
Dave Haskins
Livingston State Bank
Mike Jiru
Tri-County Title
Wisconsin Bank and Trust

Green Lake-Ripon Chapter Holiday Party

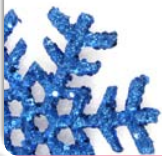
AnchorBank
Associated Bank
Berry Appraisal
BMO Harris Bank
D-Lux Appraisal
First National Bank of Berlin
Green Lake Title and Abstract
Guaranty Title Service
Horicon Bank
Marine Credit Union
Second Look Inspection Services
Steve Sorenson, Esquire

Great Dane Holiday Party

Amerispec
Bunbury and Associates, REALTORS®
Century 21 Affiliated
Coldwell Banker Success
Conrad Real Estate Services
Fairway Independent Mortgage
First American Title
Keller Williams
Knight Barry Title
The Kruse Company, REALTORS®
New Roots Home Insurance
Oak Bank
Park Bank
Preferred Title
Re/Max Preferred
Restaino and Associates, REALTORS®
Settlers Bank
Starion Financial
Universal Home Protection

Sauk-Columbia New Year's Kick-Off

Waterstone Mortgage (Josey Cabaj)
Wisconsin River Title Consultants (Andi Anderson)



MLS NEWS

Visit www.scwmls.com for expanded details.



December Paragon™ Updates

- You now have the ability to drag and drop photos into the Upload Picture dialog box.
- The paging controls to move from listing to listing have been updated for better visibility.
- The calendar on the home page better reflects tasks as scheduled for contacts.

[Click here](#) for a 2016 Gregorian Calendar

Mismapping Can Result in Missed Showings

If you have a listing that is not mapped correctly, it may be missed if an agent is searching by map. Please make it part of your routine to always check the map placement when adding a new listing. If the map placement is not correct, you can adjust it under Listing Maintain - Change GeoCode. When the map displays under maintain, click on the orange map placement marker and move it as needed. Switching to a bird's eye view (click the down arrow next to the word Road in the upper left corner) and using the zoom feature helps to pinpoint the exact location. Before clicking Save, you may want to zoom out a bit as the zoom level will also be saved.

Showing Request E-Mails

If you find the number of emails received to track your showing request via the Schedule a Showing link annoying, you can turn a couple of these off. By default, an email is sent acknowledging you have requested a showing, another is sent when the listing company has viewed your request, and a third is sent to confirm your showing. While you need the confirmation email, you may not want one or both of the other emails. To modify your email preferences, within Paragon™ click on Preferences, ShowingAssist, My Agent Setup (on left menu). Scroll down to the section titled Showing Agent Preferences. Here you can turn off the emails you do not want to receive.

Price Changes and Email Notifications

Email auto notifications of price changes are sent from Paragon™ only if the price change is at least .5%. This setting limits the practice of \$1 price changes to gain exposure.

Your Keypad Doubles as a Flashlight

Your ActiveKEY has a couple of neat features that can brighten your night: **Flashlight:** To initiate the Flashlight function, turn on your ActiveKEY and press the flashlight button (between UP and DOWN arrows at top of keypad). The flashlight will stay on as long as the key stays on. **Backlight:** To activate the Backlight, turn on your ActiveKEY and press the Light Bulb button on the bottom right of the keypad. The key will remain backlit as long as the key stays on.



Organizing and Planning 101 plus TRID Panel

Thursday, February 11, 2016

Promega BTC Auditorium, 5445 East Cheryl Parkway, Fitchburg, WI

2:00 p.m. – Registration Opens

2:30 p.m. – Organizing and Planning 101

3:30 p.m. – TRID Panel

4:30 p.m. – Happy Hour at the Great Dane, Fitchburg

Roger Ilsely, Senior Trainer with Essent Guaranty will give tips on organizing and planning a more effective day and week. A panel will then talk about how the changes with TRID are affecting business.

Registration is \$ 10 and the deadline is January 30, 2016. [Click here to register.](#)

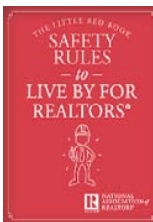
Presented by:



Co-sponsored by:



REALTOR® Safety



(Excerpt from *The Little Red Book: Safety Rules to Live By for REALTORS®*)

Safety Philosophy Forty percent of real estate professionals have experienced a situation that made them fear for their personal safety or the safety of their personal information, according to the *2015 REALTOR® Safety Report*. Having a mantra or a philosophy can help guide your interactions, communications and activities, and keep safety at the forefront of your business.

"If in doubt, don't."

Cindy B., Woodland Hills, CA

"Pay attention to the 'gift of fear' and trust those warning instincts."

Sandra M., Haverhill, MA

To order your copy of the Little Red Book, go to: Store.Realtor.org/LRB

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*\$499 closing cost option available for 7-year adjustable rate mortgages only. Offer valid on purchase transactions closed January 15, 2016, through May 31, 2016. Applies to single-unit owner-occupied properties only. Offer excludes refinances, lot, FHA, WHEDA and VA loans. Assumptions: 3.25% rate, 3.528% APR (Annual Percentage Rate), loan amount of \$150,000 and a 20% down payment, origination fee of \$499, term of 360 months and monthly payments of \$652.81. Rate subject to change. Offer subject to credit approval and underwriting and is subject to change. Escrow and daily interest charges are not included in closing cost amount. Mortgage insurance is required for transactions over 80% LTV. No checking account required. See us for details.





As you know so well, of all the local neighborhood amenities that can influence a home buyer's decision, proximity to good quality schools is one of the most influential. On January 11, 2016, Members had a very unique opportunity to meet with **Jennifer Cheatham, Superintendent of MMSD Schools**, to receive an update on the MMSD and to be among the first to receive materials about the schools prepared especially for individuals and families considering a home purchase. Those in attendance were asked to take supplies of the printed material to share with their offices. The information can also be found at mmsd.org/thrive-in-madison. You are invited to share this information and encourage potential homebuyers to contact MMSD to request a school tour.

RASCW Committees Need You in 2016!

All RASCW Members are encouraged to become an active part of your Association through Committee involvement. Please bring your personal talents and interests to your Association. Thank you! [Click here for more information on committees.](#)

2016 Forms Update

The REEB recently revised the following forms:

- WB-40 Amendment to Offer to Purchase
- WB-41 Notice Relating to Offer to Purchase
- WB-44 Counter-offer
- WB-45 Cancellation Agreement & Mutual Release

The intention of the revisions is to make the forms clearer and easier for licensees to use.

The REEB simplified these forms to the greatest extent possible and provided more blank lines for the insertion of provisions.

The mandatory use date for these new forms is January 1, 2016.

For more information, please go to: https://www.wra.org/Resources/Video_Center/2015_Forms_Update_Video/

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*No or low closing cost option is only available for fixed-rate, 30-year-term conventional mortgages sold to Fannie Mae. Must be for the purchase or refinancing of an owner-occupied, single-family home. All other mortgage loan products are excluded. A Summit checking account must be open prior to the closing of the loan. Summit WILL ONLY PAY for the following fees and costs: appraisal, credit report, loan document recording, flood certification, settlement closing, tax service, Summit origination, and lender's title insurance. ** #1 mortgage lender based on number of mortgages recorded with Dane Co. register of deeds. Offer valid until 12/31/2015



2016 RASCW Commercial Real Estate Forecast

Thursday, January 21, 2016

Registration 1:00 pm * Program 1:30 pm - 4:00 pm * Social Networking 4:00 pm – 5:30 pm
Nakoma Golf Club

4145 Country Club Road Madison, WI

[CLICK HERE FOR MORE INFORMATION](#)

Ralph’s Picks for the Month

http://blog.thebrokerlist.com/ive-learned-first-year-cre-agent/?utm_source=thebrokerlist+subscribers&utm_campaign=65af5fdf32-RSS_EMAIL_CAMPAIGN&utm_medium=email&utm_term=0_Off012c8df-65af5fdf32-328839901

RSK: If you are thinking of getting into commercial real estate here is a rookie commercial real estate agent’s account of his first year and 5 important things to remember. Actually a good read for any agent.

<http://blog.thebrokerlist.com/marketing-commercial-real-estate/>

RSK: If you are not blogging now you need to be. Need help? Let my partner Ken and I get you set up with a pertinent, hassle free weekly or monthly blog. Just drop me an email at rsk@cirex.com to get the pen rolling.

Greater Madison Area January 2016 - Asking Lease Rates

Office Rates East: \$12.31 Central: \$18.03 West: \$14.39

Asking rates Office from 01/31/12 – 01/31/16

Retail Rates East: \$12.06 Central: \$20.40 West: \$15.71

Asking rates Retail from 01/31/12 – 01/31/16

Office/Whse East: \$6.02 Central: \$8.27 West: \$6.52

Asking rates Office/Warehouse/Flex from 01/31/12 – 01/31/16

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for over 36 years.

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e-mail edanderson209@gmail.com

Visit my Website for more information and prices www.ihiscw.com

Calendar: January 15 - February 15

Monday, January 18

Paragon™ CMA
9:00 am – SCWMLS Training Room

Paragon™ Client Connect
11:00 am – SCWMLS Training Room

Wednesday, January 20

Ghoulish Gallop Committee
8:30 am – First Weber, Fitchburg

SCWMLS Board of Directors
11:00 am – RASCW/SCWMLS Conference Room

Thursday, January 21

RASCW Foundation Board of Directors
8:30 am – Egg and I

RASCW Board of Directors
9:00 am – RASCW/SCWMLS Conference Room

2016 Commercial Real Estate Forecast
1:00 pm Nakoma Golf Club

Tuesday, January 26

Paragon™ CMA
9:00 am – SCWMLS Training Room

Paragon™ Client Connect
11:00 am – SCWMLS Training Room

Thursday, January 28

100 Year Celebration
5:00 pm - Alliant Energy Center



Wednesday, February 3

Membership Networking Committee
9:00 am – Preferred Title

Thursday, February 4

Affordable Housing Equal Opportunities Committee
9:00 am – RASCW/SCWMLS Conference Room

Friday, February 5

MLS Committee
9:00 am – RASCW/SCWMLS Conference Room

Tuesday, February 9

Mardi Gras Networking
5:00 pm – Bourbon Street Grille

Thursday, February 11

New Member Orientation
8:30 am – RASCW/SCWMLS Conference Room

Organizing and Planning 101 plus TRID Panel
2:00 pm – Promega BTC Auditorium

[CLICK HERE](#)

**RASCW EVENT
CALENDAR**

is on our website!

[CLICK HERE](#)

**COMMITTEE DESCRIPTIONS
COMMITTEE SELECTIONS**

Join a RASCW committee today!

[CLICK HERE](#)

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Continuing Education

Our goal in partnering with the Wisconsin REALTORS® Association is to provide a high standard of real estate education, enabling you to better serve your clients. All Wisconsin real estate licenses must be renewed by December 14, 2016. License renewal requires 18 hours of continuing education.

There are four mandatory courses and four DSPS-approved electives. Licensees must complete the four mandatory courses and two electives from the DSPS-approved electives list.

Mandatory Courses (All licensees must take courses 1-4).

- Course 1 Wisconsin State-Approved Listing Contracts
- Course 2 Wisconsin State-Approved Offers to Purchase
- Course 3 Wisconsin New Developments
- Course 4 Ethics & Fair Housing in Wisconsin (includes NAR ethics requirements)

Elective Topics (Licensees must take two of the following)

- Elective A Disclosures in a Wisconsin Transaction
- Elective B Risk Reduction for Wisconsin Salespeople and Brokers
- Elective C Inspections and Testing in Wisconsin Transactions
- Elective D Wisconsin Condominiums

Upcoming Classes at WRA (Madison)

- March 1: CE 1 (8:30 am) and CE 2 (1:00 pm)
- March 17: CE 3 (8:30 am) and CE 4 (1:00 pm)
- March 24: CEA (8:30 am) and CEC (1:00 pm)

Register at www.wra.org. Click on the Continuing Education tab.

Congratulations to RASCW Dues Winners

Congratulations to **Marybeth Call** (Nations Title Agency), **Tamie Hanson** (Stark Company, REALTORS®) and **Stan Wagner** (First Weber, REALTORS®) on finding their names in the REALTOR® Review and winning RASCW (\$170) dues for the 2016 year.

In addition, the following members also won 2016 RASCW dues from drawings at the Holiday Parties:

Southwest Holiday Party

Dan Steinback
(Clayton Real Estate and Auction)

Heath Hartwig
(Tri-County Title Services)

Green Lake-Ripon Chapter Party

Dan Bierman
(LAKE Real Estate LLC)

John Triller
(Horicon Bank)

Great Dane Party

Janet Johnson
(Keller Williams)

MARDI GRAS

RASCW
REALTORS' ASSOCIATION OF SOUTH CENTRAL WISCONSIN

Join the Membership Committee
Tuesday, February 9th
in celebration of
Fat Tuesday, 5-7pm

- Fantastic Food
- Cash Bar
- Free Music!

& Great Opportunity to Network
with Your Peers
and Grow Your Business!

Come One & Come All to
this FREE
Event!

Bourbon Street Grille
6308 Metropolitan Lane
Monona, WI



REALTOR® & GOVERNMENT DAY

March 2, 2016 | Monona Terrace | Madison, WI

“Success hinges on what we advocate together.”



Program

REALTOR® & Government Day is your opportunity to help shape the laws that impact you and your real estate business in Wisconsin. Through lobbying efforts at the state Capitol, you'll meet with state lawmakers and have a unique opportunity to advocate for issues that impact the real estate industry in Wisconsin.

Industry success requires advocacy from every REALTOR® in the state. Wisconsin lawmakers saw an impressive demonstration of REALTOR® strength in 2015 with the WRA bringing more than 325 REALTORS® to Madison. With your support, REALTOR® & Government Day 2016 will be a day to remember.

Agenda

12:00 – 1:00 p.m.	Registration
1:00 – 1:15 p.m.	Welcome
1:15 – 1:45 p.m.	Gov. Scott Walker (invited)
1:45 – 2:30 p.m.	Issues Briefing
2:30 – 3:00 p.m.	Move to Capitol
3:00 – 4:30 p.m.	Capitol Hill Visits
4:30 – 5:30 p.m.	Cocktail Reception

Registration

Contact Information

Name _____
 Company Name _____
 Address _____
 City / State / Zip _____
 Work Phone _____
 Home Phone _____
 WRA member # _____

Fees

Payment Information

Member		
First 300 registrants	FREE	
At the Door	\$25	
Non-member	\$25	

Enclosed is a check payable to the WRA
 Charge my VISA/MasterCard (circle one)
 Card # _____
 Exp. Date _____

Register by mail: WISCONSIN REALTORS® ASSOCIATION | 4801 Forest Run Road, Suite 201 | Madison, WI 53704
 Register by phone: 800-279-1972 | 608-241-2047
 Register by fax: 608-241-2901 | Online registration: www.wra.org

FREE Home Buyer Education Classes

Presented by GreenPath, Home Buyers Round Table of Dane County and Project Home.

Where: Project Home's Training Center, 1970 S. Stoughton Road, Madison

For more information, please click [HERE](#).

Project Home "Home Maintenance Classes"

Classes are free and open to the public. Advance registration is required. Please call (608) 246-3737 Ext. 2000 or email michellek@projecthomewi.org to register

All classes are from 6:30 pm to 8:00 pm (unless otherwise noted).

All classes will be held at 1966 S. Stoughton Rd., Madison, WI 53716 (unless otherwise noted).

Classes are taught by Project Home staff and other local, skilled professionals.

Wed. Feb. 17

Water & Mold Issues

(This class is 2 hours 6:30 pm to 8:30 pm)

Wed. Mar. 9

All Things Painting: Tips from a Pro

Madison Central Library Room 302

Wed. Mar. 30

Basic Home Maintenance (Spring)

Looking ahead to building successful partnerships in 2016.



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Ann Becker - NMLS 1205336
a Becker@oregoncommunitybank.com



Laurie Miller - NMLS 1252851
lmiller@oregoncommunitybank.com

MEMBERSHIP UPDATE

NEW MEMBERS

Amy Adler Rothering Restaino & Associates	David T. Dinkel eXp Realty, LLC	Jennell Kinsler Bunbury & Assoc, REALTORS®	Chris Richards Newmark Grubb Gialamas
Douglas Algar Algar Appraisal	Carolyn Doering Bunbury & Assoc, REALTORS®	Patrick Long Bunbury & Assoc, REALTORS®	Larry Ring Newline Real Estate, LLC
David Allen DPAllen, LLC	Greta Drammeh Accord Realty	Rick Martin Realty Executives Cooper Spransy	Ian Roberts Roberts Realty
Noel Barnes Preferred Realty Group	Wayne Fehrenbach Martinson Real Estate LLC	Jason McDonough Solidarity Realty, LLC	Matt Roelli Century 21 Affiliated
Melanie Becker First Weber Inc	Corey Fischbach Century 21 Affiliated	Derek Mengar First Weber Inc	Jodi Sager Keller Williams Realty
Terri Benson Century 21 Affiliated	Michael Fisher Fisher Appraisal Services Team	Noah Munns Exclusive Real Estate Group, Inc.	Tom Salmon Century 21 Affiliated
Jennifer Bianco First Weber Inc	Joseph B Gallagher Wisconsin Realty Group	David Ochoa Stark Company, REALTORS®	William J Schneider Howard and Williams
Erin Bickelhaupt RE/Max Preferred	Rene Gibbs NextHome Metro Group	Clint Otto Wisconsin Dells Realty, Inc	Deborah SuZan eXp Realty, LLC
Joshua Biser Assist 2 Sell Homes 4 You Realty	Daniel Heimann Realty Executives Forward	Beau Padfield Boardwalk Real Estate, LLC	Tom Sykora Coldwell Banker Res Brokerage
Jenny Coleman RE/Max Ridge-N-River	Tim Herber United Country Town & Country Realty	Kaci Paltz First Weber Inc	Stacy Terpstra Lori Droessler Real Estate, Inc.
Desiree Delmore Stark Company, REALTORS®	Brian Hoefer First Weber Inc	Tom Phillips Ruedebusch Commercial Investments, Inc.	Chue Xiong Keller Williams Realty
			Song Yeung Century 21 Affiliated

MEMBERSHIP TRANSFERS

NAME	FROM	TO
Ben Anton	Keller Williams Realty	Lauer Realty Group, Inc.
Audrey Bath	Bender & Associates Realty	First Weber Inc
Alison Beilke	Starion Financial	Fairway Independent Mortgage
Gloria Buitrago-Leske	Keller Williams Realty	eXp Realty, LLC
Cindy Diehl	Century 21 Affiliated	Keller Williams Realty
Tara Feick	Nth Degree Real Estate	Keller Williams Realty
Chris Hake	Keller Williams Realty	eXp Realty, LLC
Rob Helvey	Middleton Community Bank	AnchorBank
Zachary Hines	RE/Max Connections	Restaino & Associates
Brian Jeglum	Restaino & Associates	Century 21 Zwuygart Real Est
Jean Lambert	Keller Williams Realty	Inventure Realty Group, Inc
Tom Leary	Keller Williams Realty	Inventure Realty Group, Inc
Randy Lenz	Realty Executives Cooper Spransy	NextHome Metro Group
Paul Leske	Keller Williams Realty	eXp Realty, LLC
Amy Lewison	Keller Williams Realty	Gold Star Real Estate LLC
Alfred Lienhardt	Restaino & Associates	Century 21 Zwuygart Real Est
Jody MacDonald	First Weber Inc	Coldwell Banker Success
Mark Nortman	Bender & Associates Realty	First Weber Inc
Jaime Olson	Bunbury & Assoc, REALTORS®	Wisconsin Dells Realty, Inc
Zach Palmer	Preferred Realty Group	Redfin Inc.
Susan Rahn	Keller Williams Realty	Century 21 Affiliated
Dave Riek	Century 21 Affiliated	First Weber Inc
John Scheidegger	Bender & Associates Realty	First Weber Inc
Jesse Schluter	Central Place Real Estate	Wisconsin Commercial Real Estate
Spencer Schumacher	Bunbury & Assoc, REALTORS®	Spencer Real Estate Group
Deb Sherven	Bender & Associates Realty	First Weber Inc
Stephanie Spilde	Keller Williams Realty	Century 21 Affiliated
Joan Stensby	Bender & Associates Realty	First Weber Inc
Crystal Stoudemayer	Keller Williams Realty	Century 21 Affiliated
Jennifer Tran	First Weber Inc	Badger Realty Group
Jerry J. Wheeler	Wheeler Group	Stark Company, REALTORS®
Heather Weasler	The Alvarado Group, Inc	Inventure Realty Group, Inc
Jason Weber	Starion Financial	Fairway Independent Mortgage
Sheri White	Keller Williams Realty	eXp Realty, LLC
Ray Yunker	Restaino & Associates	Grey Wolf Real Estate Services, LLC

AFFILIATES

Dawn Andersen
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NEW OFFICES

Algar Appraisal
Fitchburg, WI

DPAllen, LLC
Cross Plains, WI

eXp Realty, LLC
Middleton, WI

Fisher Appraisal Services Team
Portage, WI

Gold Star Real Estate LLC
Madison, WI

Grey Wolf Real Estate Services, LLC
Sun Prairie, WI

NextHome Metro Group
Madison, WI

Ruedebusch Commercial Investments, Inc.
Madison, WI

Spencer Real Estate Group
Middleton, WI

Wisconsin Commercial Real Estate, LLC
Middleton, WI