



July 2018

V o l u m e 23 • N u m b e r 7

MARK YOUR CALENDAR

**Bike for Boys & Girls Club
Team REALTOR® Riders**
Saturday, July 21, 2018
[Click here for registration details.](#)

Mallards Game for Movin' Out
Thursday, July 26, 2018
[Click here for sponsorship information.](#)
[Click here for ticket details.](#)

Bocce Ball & Backpacks
Wednesday, August 22, 2018
[Click here for registration details.](#)

Tax Reform Strategies
Tuesday, September 11, 2018
[Click here for registration details.](#)

**CLICK HERE
FULL EVENT CALENDAR**

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Membership Update

Leadership Nominating Committee Report and Petition Notice

The Leadership Nominating Committee of the REALTORS® Association of South Central Wisconsin has announced the following nominees for the open REALTOR® seats on the RASCW Board of Directors. The new Directors will be elected in September to serve three-year terms beginning in January 2019.

The Leadership Nominating Committee was charged with selecting one nominee for each directorship to be filled on the Board. Additional members meeting the criteria for the Director position to be filled may appear on the ballot if they agree to the time commitment involved and are supported by a petition signed by 25 or more Members, with no more than 10 from their own company.

Petitions must be received at the RASCW office before August 15, 2018. Click here for a [Petition and Time Commitment](#). If you have questions on the petition process, please contact Janine Smith, jsmith@wisre.com, or Kevin King, kevin@wisre.com, both at 608-240-2800.

Ballots will be made available to all Members in good standing by September 1, 2018. If there are no contested directorship positions, ballots will not be made available and the Director Nominees below shall be declared duly elected by the RASCW Board of Directors at their September business meeting.

REALTOR® Director Nominees

- Nicole Bunbury Sjowall**, Bunbury & Associates, owner from a Class I Firm (26 +)
- Sherri Swan-Edmunds**, Century 21 Affiliated, non-owner from a Class I Firm (26 +)
- Amy Roehl**, Tim O'Brien Homes, non-owner from a Class II Firm (<26)

Members serving on the Nominating Committee: Chair Stan Hill, Jim Blabaum, Jenny Bunbury-Johnson, Laurie Logan, Ben Oblizajek, Pam Raschein and Tom Weber.



**14th Annual
MALLARDS GAME**
Tailgate Fundraiser

All profits to:



Movin' Out
Recognized by the National Association of
REALTORS® with its **2011 HOPE Award**

Please Join Us

THURSDAY, JULY 26TH AT THE DUCK POND

Tailgate party of hamburgers, brats, hot dogs, veggie burgers, cranberry walnut chicken salad sandwiches, chips, potato salad, coleslaw, beer*/water/soda **PLUS** the Mallards game!

*while supply lasts

5:00 pm - 7:00 pm Pepsi Tailgate Area **inside** the Duck Pond; 7:05 pm Mallards Baseball Game

[CLICK HERE FOR TICKET INFO.](#)
[CLICK HERE FOR SPONSORSHIP INFO.](#)

REALTOR® REVIEW

A REALTORS® Association of
South Central Wisconsin
Publication

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Chris Stark, Vice President 256-9011
Janine Punzel, Treasurer 807-0660

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Sommer Von Behren 643-3800
Scott Walker 212-7400

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



President's Message – Stan Hill



Happy July! Obviously we are now in full summer and I am certain we are all enjoying the heat, rain and mosquitoes which inevitably come with the season.

The spring selling season is over. We are halfway through the year and now enter the 3rd quarter. Recently there have been reports of offers without competition and of price reductions on some listings. How very different from a few short weeks ago!

My year of service to you is flying by and is also halfway over. For the most part, this role comes with a good deal of appreciation for how very hard all of you work. And with a good dose of humility. But the year has not been without its challenges as we plan for the rest of 2018 and the future of our Association. It seems we always face some unknowns in business, as in life - which brings up the main point of the message this month.

At the end of the day we are all REALTORS®. We exist to serve the consumer public, assisting them in buying and selling real property. As an Association we fight for private property rights. We resist onerous laws and support those which help make home ownership and commercial property ownership healthier. Please get involved. You will be rewarded in return.

If you have never served our Association (RASCW) or SCWMLS on a committee or on the Board of Directors, please consider doing so. Our Association has a wonderful staff who keep things running smoothly. But the organizational success is dependent on all of us volunteering some of our time to "give back" in order to conduct the business of the organization. We have a mission to provide service, education and networking opportunities for our members and these can only be planned and run by those of us in the field who care enough to make sure the Association is doing the very things it was created to do. Check out the committees here: <http://www.rascw.org/about-us/committees/>.

Summer is a time when you can sample some of the fun events which are created just for you. On July 18th we are holding the annual Cindy Strange Memorial Golf Outing at University Ridge Golf Course, which raises funds for the Cindy Strange Pay It Forward Award that is given to one of our members to be donated to a charity of their choice.

Then July 21st is the annual "Bike for Boys & Girls Club" event at McKee Farms Park from which all funds go to the Boys & Girls Club of Dane County. <https://www.bike-4bgc.com/teams/?id=218>. This year's proceeds will help purchase the first physical Boys & Girls Club in Sun Prairie and to build a Skilled Trade Center in Madison, among other crucial programs for our children who need us most.

And finally on July 26th, RASCW and The Home Buyers Round Table of Dane County co-sponsor an event at the Mallards Game at Warner Park to raise funds for "Movin' Out". [Click here for more information.](#)

More details are found right here in the newsletter. I encourage you to get involved by attending one or more of these fun events. And please think about volunteering. You will be pleasantly surprised and have fun and do good works for worthy causes.

**RASCW**
GOVERNMENT AFFAIRS

SILENT & LIVE AUCTION
Save the Date!
Thursday, October 4th, 2018

PARK HOTEL
22 S. CARROLL ST.
MADISON, WI 53703

DOORS: 5:00PM
Silent auction closes and live auction begins at 6:30PM

☐ Democratic Party
☐ Republican Party
☒ Realtor® Party



On behalf of the **RASCW** REALTORS® Association of South Central Wisconsin
A RIDE TO BENEFIT DANE COUNTY CHILDREN

Please Support Team REALTOR® Riders in the

BIKE
FOR BOYS & GIRLS CLUB
PRESENTED BY SARIS
JULY 21, 2018

Sign up or donate today at www.bike4bgc.com/teams/?id=218

SIGN UP TO RIDE WITH THE REALTOR® TEAM OR MAKE YOUR DONATION TODAY!

Bocce Ball & Backpacks!

RASCW's Annual Tournament
Wednesday, August 22nd

[Click here for more information.](#)

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MLS News
Visit www.scwmls.com for expanded details.

Monthly Statistical Reports
[Click Here](#)

ADDENDUM 11A to the WB-11 Residential Offer to Purchase

When drafting an offer to purchase on a property that is part of a condominium with a recorded Condominium Declaration and Plat, it is appropriate to use the WB-14 Residential Condominium Offer to Purchase.

In some cases, however, a single-family residential property is not subject to a Condominium Declaration and Plat, yet has non-exclusive use and enjoyment of common areas and amenities – such as properties located in Planned Developments, Residential Cooperatives and where the property owners can share in the use and direct or indirect ownership of shared facilities (for example, playgrounds, clubhouses, and beaches). One popular example of this type of property is Tamarack Trails in Madison, WI.

To assist with transactions involving this type of property, the SCWMLS Committee and Board of Directors engaged the services of Attorney Pharis Horton to develop Addendum 11A. This is a voluntary form and is designed to be used with the WB-11 Residential Offer to Purchase. [The form can be found here.](#) In addition, it will soon be added within zipForms.

3 Common Questions Regarding Withheld/Delayed

-My seller is still not ready for showings on day 45... what do I do? A listing can only be in the status of Withheld/Delayed, or as Active with No Showings for 45 days. If a seller is still not ready to show their property on day 46, an extension can be granted. Simply have the seller provide a request for an extension including the reason why. This can be as simple as an email from the seller saying...*I am not ready because the painters have been delayed.* Forward this request to the MLS at listings@wisre.com for an extension up to another 45 days. If the MLS does not receive a seller request for an extension, MLS staff will send an email to the listing agent on day 46 as a reminder, and will then move the listing to MLS Suspended.

-Why are some no showings until listings in an Active status instead of Withheld/Delayed? We are generally seeing two reasons a new listing is not available for showings right away. The first is the property is not ready to be marketed due to needed clean up, timing for professional photos, desired staging, etc. You will find these listings in the Withheld/Delayed status as the listing agent does not want them to be viewed by the public yet. In the second situation, the property is all ready for public viewing, but the seller and listing agent decide to pick a launch date, often starting with an open house. You will find these listings in Active as the seller and agent want the public to see them. The listings in Active must include the date showings will be allowed in the first line of the public remarks. Our rules regarding "no showings until" listings have taken both situations into account, and allow agents the flexibility to market these listings as either Withheld/Delayed or Active.

-I listed a property on Monday, and entered it as Withheld/Delayed on Friday, why is Days on Market showing as 4 days? For all listings, days on market starts counting at List Date and subtracts days in an off-market status. As this listing was entered 4 days after the list date, the time between the list date and the day entered was counted. If you want to avoid a days on market calculation for your Withheld/Delayed listings, you should enter them on the list date. For days on market calculations, the list date is day 0 and the day after the list date is day 1.

Disclosure Reports Updated

2017 Wis. Act 338, which is effective July 1, 2018, updates the contents of the Real Estate Condition Reports (RECR) and Vacant Land Disclosure Reports (VLDR). The legislation focuses on the when the report is furnished to the buyer and tells us a report needs to be on an updated form if the buyer is furnished with the report on or after July 1, 2018. Sellers should not provide buyers a copy of the new form until July 1, 2018.

Therefore, new versions of the RECR and VLDR with the updated content must be used when condition reports are furnished to buyers on or after July 1, 2018. For any reports already given out to buyers before July 1, there is no need to go back and provide a new form.

- * If the buyer has been provided the RECR or VLDR before July 1, 2018 - no further action need be taken
- * If the seller has completed the RECR or VLDR before July 1, 2018, and the buyer will not be provided the RECR/VLDR until July 1, 2018 or after, then the seller must complete a new RECR/VLDR

For example, a new version of the RECR or VLDR would be put out on the counter at the property for showings and open houses and included as an associated document on the MLS beginning July 1.

The WRA's updated RECR and VLDR forms will be available on zipForm and in hard copy no later than the week of June 18.

For more information, please see:

- "Extreme Disclosure Report Makeover," June 2018 Wisconsin Real Estate Magazine at www.wra.org/WREM/June18/RECR,
- "10 Things to Know About the New Vacant Land Disclosure Report: New consumer-friendly format," June 2018 Wisconsin Real Estate Magazine at www.wra.org/WREM/June18/VLDR
- "The Best of the Legal Hotline: Buyer Said, Seller Said," June 2018 Wisconsin Real Estate Magazine at www.wra.org/WREM/June18/Hotline.

Help Commemorate 50 Years of the Fair Housing Act



[For more information, resources and to get involved, visit www.FairHousing.realtor.](http://www.FairHousing.realtor)



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Backpacks for Buddies • 2018



RASCW is seeking new backpacks for children in foster care in the RASCW area.

How You Can Help

Have your office collect new backpacks by August 22, 2018.

Once you have collected the items, please drop them off at:

RASCW (4801 Forest Run Road, Madison)

Bunbury & Associates (2970 Chapel Valley Rd., Suite 104, Madison)

Park Bank (2275 Deming Way, Suite 100, Middleton)

or contact Beth Fletcher at 608.240.2800 or beth@wisre.com to arrange for a pick up at your office.

A REALTOR® Supported Service Project

Foster care children often relocate, toting their possessions in plastic garbage bags because they cannot afford bags of their own.

In 2006 RASCW started its involvement in this project and to date has provided over 1725 bags to various human services organizations in Dane, Columbia, Crawford, Grant, Green Lake, Iowa, Lafayette, Richland and Sauk Counties.

For more information, please contact Beth Fletcher at beth@wisre.com.

Win a Free Registration for the WRA Convention



The WRA will offer one FREE convention registration for a RASCW Member to attend the Convention on September 17-18, 2018.

Criteria for the FREE registration:

1. Registration may not be sold and is not transferable;
2. Recipient must be a member of RASCW in good standing;
3. Recipient may not be a RASCW Director or Officer;

Deadline for submission is August 22, 2018. Recipient may add ticketed items at his or her own cost.

Mail, fax or e-mail your name, company name and telephone number to: Free Registration Attn: Patricia
4801 Forest Run Road, Suite 101, Madison, WI 53704 • Fax to 608.240.2801 • e-mail pborman@wisre.com

The winner will be notified by August 24.



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Future of Commercial Real Estate Data PAG Update

The following report is from Krista Clark, 2018 NAR Commercial & Business Specialties Committee Liaison

As your 2018 Commercial Liaison, I want to update you on the actions undertaken these past few months based on work output of this PAG. We have continued to stay focused on increasing the availability of data/tech solutions for commercial practitioners:

- The Commercial Data & Listings Resource page continues to grow: (www.nar.realtor/commercial/commercial-data-listing-resources). Nearly 40 commercial tech vendors with various services are included and more than 10 offer discounts to NAR members.
- The PAG's request for NAR to identify and align with a viable commercial listing platform was approved and an RFP was sent to ten vendors in April, as well as several additional vendors who came forward asking for the opportunity to submit a proposal.
- A total of 10 proposals were received in early May.
- Commercial Team Staff and PAG Chair Cynthia Shelton held a strategy session mid-May to develop next steps for prioritizing and reviewing proposals.
- Strategic Business, Innovation & Technology Team Staff have begun the process of evaluating each vendor based on key business, product and financial criteria. This process is expected to continue through the month of July. Following this process, the next expected step would be product demos with key member stakeholders.

I will continue to keep you posted on the collaborative work multiple staff teams at NAR are engaged in on this effort with NAR Leadership and the PAG's guidance.

If you have any feedback or comments, please feel free to share.
Krista

Krista Clark
Century 21 Signature
Ankeny IA
515-963-1040

RPR Commercial News

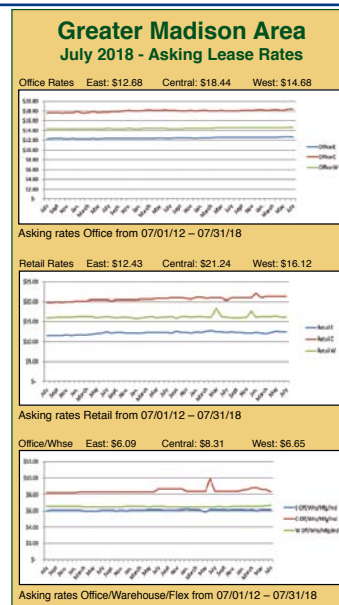
• Commercial tenant data set refreshed

Information on commercial property tenants has been updated. The refresh updated the key facts (location, size, length of tenancy and more) of more than 7 million tenants linked to commercial properties.

• My Listings Search now includes Commercial and Residential Leases

The one-click My Listings Search in website and mobile has been enhanced to include commercial and residential leases. This popular shortcut allows users to quickly view details and generate reports for prospective clients.

[Click Here
for the July
Asking
Lease Rates.](#)



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Federally insured by NCUA. 1 No closing cost option is only available for fixed-rate, 30-year-term conventional mortgages sold to Fannie Mae. Must be for the purchase or refinance 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, courier, notary, wire transfer and lenders title insurance. Offer valid on home purchase applications submitted from January 1, 2018 through December 31, 2018 where the loan's interest rate is locked by December 31, 2018. Wisconsin properties only. Summit Credit Union has loans available with lower rates for members willing to pay closing costs and/or points. 2 #1 mortgage lender based on number of mortgages recorded with Dane County register of deeds. © Summit Credit Union 2018.

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MORTGAGE
CLOSING
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summit
CREDIT UNION

Calendar: July 15 - August 15

Wednesday, July 18

Cindy Strange Memorial Golf Outing
10:00 am Registration – University Ridge Golf Course

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

Thursday, July 19

RASCW Housing Foundation
8:30 am – Monona Family Restaurant

Saturday, July 21

Bike for Boys & Girls Club
7:00 am – McKee Farms Park

Thursday, July 26

RASCW Board of Directors
4:00 pm – Madison Mallards Duck Pond

Mallards Tailgate/Fundraiser on behalf of Movin' Out, Inc.
5:00 pm – Madison Mallards Duck Pond

Friday, July 27

Paragon™ Basic
9:00 am – SCWMLS Training Room

Wednesday, August 1

Membership Networking Committee
9:00 am – Preferred Title

Thursday, August 2

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

Friday, August 3

SCWMLS Committee
8:30 am – RASCW/SCWMLS Conference Room

Wednesday, August 15

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

Tax Reform: The Strategies You Need To Know Now

Proven Business Tax Strategies for
the Real Estate Professional

Tuesday, September 11, 2018
WRA Education Center



[Click here
for more
information.](#)

[CLICK HERE](#)

**RASCW EVENT
CALENDAR**

is on our website!

[CLICK HERE](#)

**COMMITTEE DESCRIPTIONS
COMMITTEE SELECTIONS**

Join a RASCW committee today!

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*Closing cost credit available on construction loans and first mortgage purchase and refinance transactions that are for primary residences and second homes. This offer is not available when refinancing a State Bank of Cross Plains Construction loan to permanent financing. This offer is also not available for loans secured by a second lien, home equity lines of credit, VA, FHA or USDA loans. This offer is available for loans with applications dated from January 1, 2018 through December 31, 2018. The closing cost credit will be applied at the time of loan closing. This is not valid with any other mortgage offers and is subject to change.





The National Flood Insurance Program (NFIP) will expire on July 31, denying necessary insurance coverage to homeowners and buyers in more than 20,000 communities nationwide. Congress must act now to reform and extend the NFIP.

[Urge Congress to extend the NFIP and pass meaningful reforms to ensure long-term viability of the program.](#)

The National Association of REALTORS® support:

- Reauthorizing and gradually strengthening the NFIP so it is sustainable over the long run;
- Encouraging the development of private market options to offer comparable flood insurance coverage at lower cost than NFIP;
- Providing federal assistance to high-risk property owners, including guaranteed loans, grants and buyouts in order to build to higher standards and keep insurance rates affordable;
- Provide fair flood insurance rates that better reflect the property's flood risk;
- Improving flood map accuracy, so fewer property owners have to file expensive appeals.

[Tell Congress to EXTEND NFIP and PASS Flood Insurance Reform.](#)

Thank you for your support in this important issue!



Continuing Education 2017-18

By partnering with the Wisconsin REALTORS® Association we are able 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 of even-numbered years. 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 Listing Contracts
- Course 2 – Wisconsin Offers to Purchase
- Course 3 – Wisconsin New Developments
- Course 4 – Ethics and Best Practices (includes the NAR ethics requirements)

Elective Topics

(Licensees must take two of the following)

- Elective A – New Construction
- Elective B – Wisconsin Investment Property and Property Management
- Elective C – Financing
- Elective D – Other Wisconsin Approved Forms

Upcoming Live Classes in Madison

August 15	Course 1	8:30 am (bring a device for online exam)
	Course 2	1:00 pm (bring a device for online exam)
August 23	Course 3	8:30 am (bring a device for online exam)
	Course 4	1:00 pm (bring a device for online exam)

[To register for live, online and self-study courses, please click here.](#)



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Eligibility of this offer may be subject to restrictions, conditions and/or limitations, including but not limited to loan type, loan amount, and property type. The offer will be applied, provided, or reimbursed at the closing of the loan. Any fees paid upfront by borrower(s) may not be reimbursed or credited if the loan does not close. Must be owner occupied single family residence. Property must be located in Dane County. Limited to 30 year secondary market fixed rate mortgage. Offer valid through August 31, 2018.

Home Buyer Classes

home'own'er-ship = a smart investment in your future

2018 Home Buyer Class Schedule:

Tuesday Nights • 5:30 pm to 9:00 pm
August 14 & 21 • September 11 & 18



Register: (608) 251-4446 Ext. 7
or rw@movin-out.org



Class location: Villager Mall Atrium Entrance,
2300 S Park St, Madison, WI 53713

This home buyer education meets requirements for
down payment assistance and lending programs.

NATIONAL ASSOCIATION of REALTORS®



When showing a home, always have your
prospect walk in front of you. Don't lead them,
but rather, direct them. Gesture for them to
go ahead of you and say, for example,
"The master suite is in the back of the house."

FOR MORE SAFETY TIPS FROM NAR, VISIT www.NAR.realtor/Safety

One Cool Thing

READ IT. USE IT. SHARE IT!

Homeownership Has Its Benefits



Improved educational
performance, higher civic
participation, lower crime
rates, and greater health
benefits linked to
homeownership. Take a
look at how homeown-
ership impacts these areas.

HEALTH

Homeowners and their children tend to be happier and healthier
than nonowners. One reason may be the wealth-building effect
of homeownership and the sense of control it brings.



CRIME

Research has confirmed homeowners have a lower
instance of involvement in crime than nonowners.



EDUCATION

Homeowners tend to accrue more wealth and save more
money – such financial practices are associated with lower
rates of homeowners' children dropping out of school.



CIVIC ENGAGEMENT

Homeowners remain more likely to participate in
local elections and civic groups than renters.



Source: "Social Benefits of Homeownership and Stable
Housing," *The Journal of the Center for Real Estate Studies*



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MEMBERSHIP UPDATE

NEW MEMBERS

Colleen Ackerman First Weber Inc	J. Gordon-Farris Restaino & Associates	Bob Lehman Stark Company, REALTORS®	Dirk Peterson Whitetail Properties Real Estate LLC
Nicholas Allen Home Brokerage and Realty	Ian Gray RE/MAX Preferred	Robert Lehmann Steven's Real Estate	Tasheka Prewitt Century 21 Affiliated
Erin Anderson First Weber Inc	Cory Hamilton First Weber Inc	Peter Linsmeier Granite Realty Partners, LLC	Kathy Roelli HeartLand Realty LLC
Chase Binnie MHB Real Estate	Heather Hasseler Century 21 Affiliated	Katie Luebke Fort Real Estate Company LLC	Nicholas Ryan-Strub Stark Company, REALTORS®
Kraig Deeren First Weber Inc	Scott Jackson Granite Realty Partners, LLC	Rose Mansavage Realty Executives Cooper Spransy	Megan Scherreiks Coldwell Banker River Valley, REALTORS®
Jason Demet The Frugal Broker LLC	Keelie Jones Slaby & Associates	Peter Martin Mossy Oak Properties of WI, LLC	Ryan Schmitz RE/MAX Preferred
Bret Michelle Doll Century 21 Affiliated	Mark Keating New Home Star Wisconsin LLC	Maureen Moran RE/MAX Preferred	Joyce Sinkule Sinkule Real Estate, Inc.
Cyndi Duran T. Wall Enterprises Mgt, LLC	Ivan Khamenka Accord Realty	Sharon Nemitz Never Settle Realty LLC	Keith Skeen Stark Company, REALTORS®
Cathy Edwards Arboretum Real Estate Services	Tiffany Kurtz Great Day Real Estate	Susan Nichols T. Wall Enterprises Mgt, LLC	Joseph Smerko eXp Realty, LLC
Sam Engen T R McKenzie Inc.	Bill Larson Bill Larson Realty	Pam Pahmeier Coldwell Banker Success	Steve Strode Coldwell Banker Success

MEMBERSHIP TRANSFERS

NAME	FROM	TO
Don Ahonen	Adashun Jones Real Estate	Ahonen Development Co, LLC
Nicholas Allen	Home Brokerage and Realty	Real Estate Nerds, LLC
Dorann Bradford	Century 21 Affiliated	Coldwell Banker Success
Courtney Collis	Stark Company, REALTORS®	Century 21 Affiliated
Charles Demas	Coldwell Banker The Realty Group	eXp Realty, LLC
Linda Demas	Coldwell Banker The Realty Group	eXp Realty, LLC
Ericka Doran	RE/MAX Preferred	Realty Executives Cooper Spransy
Mitchell Fiene	Grey Wolf Real Estate Services, LLC	Pointe Realty LLC
Mariah Fitz	RE/MAX Connect	Century 21 Affiliated
Kale George	Dairyland Real Estate	George Real Estate, LLC
William T Johnson	eXp Realty, LLC	The French Real Estate Co
Michele Lee	Grey Wolf Real Estate Services, LLC	Pointe Realty LLC
Melissa LeGrand	Restaino & Associates	Sprinkman Real Estate
Laura Marty	Restaino & Associates	Sugar River Realty LLC
Katrina Mink	Grey Wolf Real Estate Services, LLC	Pointe Realty LLC
Sharmara Moll	Turning Point Realty	Great Day Real Estate
Jamie Phephles	Century 21 Affiliated	RE/MAX Grand
Sheila Pulvermacher	Driftless Area LLC	Wilkinson Auction & Realty Co.
Marcie Schmidt	Century 21 Affiliated	eXp Realty, LLC
Katie Van	Restaino & Associates	Pointe Realty LLC
Joe Welsh	Stark Company, REALTORS®	Free Agent Realty
Mark Winter	Oakbrook Corporation	Winter Consulting, LLC
Ray Yunker	Grey Wolf Real Estate Services, LLC	Artisan Craft Homes, LLC

NEW OFFICES

Ahonen Development Co, LLC , Markesan, WI	Never Settle Realty LLC , Oxford, WI
Badger Realty Team , Cottage Grove, WI	Real Estate Nerds, LLC , Stoughton, WI
Bill Larson Realty , Cottage Grove, WI	Sinkule Real Estate, Inc. , Prairie Du Sac, WI
George Real Estate, LLC , Evansville, WI	Sugar River Realty LLC , New Glarus, WI
Granite Realty Partners, LLC , Sussex, WI	Winter Consulting, LLC , McFarland, WI
HeartLand Realty LLC , Platteville, WI	WISCO Inspections, LLC , Cambridge, WI

Maura Thompson
REMS

Raegen Trimmer
RE/MAX Grand

Pa Vang
GeorgeSon Realty, LLC

Lori Wright
Never Settle Realty LLC

AFFILIATES

Phil Jackson
WISCO Inspections, LLC

Congratulations to the 47 new Members who completed Orientation in June sponsored by Howard Cagle from Capitol Bank.

Thank you to Cindy Ulsrud, Laura Stanfield, Shelley Reynolds, Tiffany Tobias, Bonnie Dixon, Robert Procter and Scott Walker for imparting their wisdom and time as June Orientation Instructors.

You did an excellent job!