



RASCW

REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN



July 2016

V o l u m e 2 1 • N u m b e r 7

MARK YOUR CALENDAR

Bocce Ball Tournament

Wednesday, August 10

The East Side Club

[Click here for more information.](#)

Ghoulish Gallop

& Irv Stein Memorial Walk

Sunday, October 2

[Click here for more information.](#)

Trivia Challenge

Wednesday, October 12

Coliseum Bar

Details to Follow

[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 three open REALTOR® seats and the one open Affiliate seat on the RASCW Board of Directors. The new Directors will be elected in September to serve three-year terms beginning in January 2017.

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, 2016. [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, 2016. 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

Janine Punzel, 360 Commercial Real Estate Services, representing non-residential practitioners

Chris Stark, Stark Company, REALTORS®, Designee of David Stark, representing broker-owners from a Class I Firm (26+)

Sommer Von Behren, Nth Degree Real Estate, representing broker-owners from a Class II Firm (<26)

Affiliate Director Nominee

Carla Nowka, Preferred Title, representing Affiliate members

Members serving on the Nominating Committee: Chair Tom Weber, Dewey Bredeson, Mary Duff, Rob Helvey, David Keller, Jamie Phephles, Pam Raschein, Flo Roth, Peter Stebbins



Bocce Ball & Backpacks!
RASCW's Annual Tournament

Wednesday, August 10th ❖ 1:00 pm - 5:00 pm
The East Side Club of Madison
3735 Monona Drive, Madison, WI 53714

CLICK HERE TO REGISTER OR FOR MORE INFORMATION



REALTOR[®] REVIEW

A REALTORS[®] Association of
South Central Wisconsin
Publication

OFFICERS OF THE ASSOCIATION

Dewey Bredeson, President 831-0500
Jason Geiger, Vice President 277-2167
Tom Weber, Treasurer/President-elect 221-8666

DIRECTORS

Jenny Bunbury-Johnson 441-7777
Charlotte Eversoll 778-5915
Brandon Grosse 577-9860
Jeff Hauser 271-5444
Stan Hill 221-4000
Marcia Howe 223-2184
Ellen Koeppen (920) 294-3004
Carla Nowka 310-4636
Jamie Phephles 963-6923
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



President's Message: Dewey Bredeson



We are officially more than half way through the year and I have yet to touch on personal safety. As REALTORS[®] any of us can be targets, so we need to constantly keep our guard up. Thankfully, it does not happen that often but the results can be so tragic we need to be mindful.

Top 10 Real Estate Agent Safety Tips

1. Be careful with personal info
2. Verify customer information
3. Enlist a coworker
4. Announce your showings
5. Scout locations early
6. Keep phone in hand
7. Keep customer in sight
8. Pay attention to exits
9. Take a self-defense class
10. Trust your gut

Source: (House Hunt, June 17, 2014).

Check out the WRA article on the free personal safety app CurbCall Protect at <https://www.wra.org/WREM/Jun16/CurbCallProtect/>.

If you do have an encounter, do what you need to do to keep yourself safe. Then contact the police and the RASCW office so they can alert your fellow REALTORS[®] to a more specific danger.



Mike Watson
Mortgage Loan Officer
NMLS #486766
282.6177



Santino VanDerWielen
Mortgage Loan Officer
NMLS #283563
282.6173

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Reminder:


Code of Ethics Training Required for all REALTORS® by December 31, 2016

Effective January 1, 2013 through December 31, 2016, and for successive four year periods thereafter, all REALTORS® throughout the country are required to complete Ethics Training of not less than 2.5 hours of instruction time as a condition of Membership in any REALTORS® Association. Pursuant to the National Association of REALTORS® (NAR) policy, failure to complete the required ethics training is considered a violation of Membership duty for which the REALTOR® must be suspended until required training is complete. This suspension includes not only local services, including MLS, but also access to all Wisconsin REALTORS® Association (WRA) and NAR Member-only services, such as the Legal Hotline and Zipforms.

A REALTOR® completing Ethics Training as a part of the New Member Orientation is not required to complete additional ethics training for this period. We will have record of you completing this requirement if you have attended the RASCW New Member Orientation since January 1, 2013, or have taken the 2015-2016 Continuing Education Course 4, Ethics and Fair Housing in Wisconsin, offered by the WRA.

Continuing Education providers other than the WRA may or may not meet the NAR requirements for course objectives and minimum criteria. You will need to confirm with your provider that approval has been received. If you have met the Ethics Training requirement by taking the CE course through a provider other than the WRA, please notify Beth at the RASCW office at beth@wisre.com so it can be noted in your Membership records. If your CE provider does not meet approval, NAR has an online course available at no cost.

[Click Here for NAR Online Code of Ethics Course](#)



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MLS NEWS

Visit www.scwmls.com for expanded details.



Two New ShowingTime Upgrades

- If the status changes on a listing you have an upcoming showing scheduled for, you will now receive an email alert from ShowingTime alerting you of this status change.
- Showing appointments via the Schedule a Showing button now default to 1 hour instead of 15 minutes. You still have the ability to easily override this per appointment, and can now set a default showing length via your Agent Setup under Preferences – Showing Assist. Appraisers, for example may want to increase this default. Appraisers can also change their default showing type from Showing to Appraisal within this same section. Call us if you need help with this setup.

Updating Your Listings via Zillow/Trulia

The MLS sends listings to Zillow and Trulia for offices that have requested to opt in. If an agent claims their listing on Zillow or Trulia, and makes a change to a field other than price, status, open house info or photos, that change will lock that field, and no subsequent changes done in Paragon™ will update to that field. For example, if you change the remarks directly on Zillow or Trulia, and then weeks later make a change to the remarks in Paragon™, the change made in Paragon™ will not flow to Zillow or Trulia and you will need to change the remarks in Zillow and Trulia manually.

Searching by School District – Are You Missing Listings?

If you have a buyer requesting to be in a specific school district, do not simply search by the municipality you think is serviced by that school district, but rather use the School District search field. There are many instances where school districts span several municipalities, and it is easy to miss listings if you are not aware of all of them. For example, the school district of McFarland spans six different municipalities. If you limit your search to the Village of McFarland, you would miss over 37% of parcels serviced by the McFarland School District.

Google Street View

A link to the Google street view has been added to the agent full report. Look for the new icon under the photo, at the beginning of the directions.

Quickly Reload Previous Paragon™ Searches

Quickly load a previous search you did in Paragon™ by selecting the Last Search option located above Primary Criteria after selecting Class. Hovering over Last Search will display the 5 previous searches you performed. Clicking on one of these searches will pre-load the criteria.

Two Steps for REALTOR® Safety

Joe Rosner, Best DefenseUSA
www.BestDefenseUSA.com
888 439-1411

Did you know according to a recent NAR survey, 1 in 3 REALTORS® report being attacked or threatened on the job? But whether the statistics are one in three or one in three million, it won't matter if you're the "one." But you can refuse to be a statistic if you'll follow the two most important safety rules.

1. Don't believe it can't happen to you.
2. Have a plan if you are attacked.

The first rule is as easy as recognizing that, just because you've been lucky so far, doesn't mean you are not at risk. The second rule requires only a little bit of time and forethought. Here are some tips to get you started.

- Be alert and trust your instincts. If you feel uncomfortable, get out!
- Make sure your office knows who you're meeting and when to expect you to check in. Be sure to check in on time.
- Before entering a vacant property walk around outside checking for signs of entry and occupancy. If you think squatters or others may be inside, do not enter.
- Try not to do open houses alone. Lenders are usually willing to sit at an open house.
- Know how to use the "panic button" and door chimes on security systems at showings and open houses.
- Never show property alone at night or advertise a property as vacant.
- Develop a coded distress signal with your office and family, so you can call the office or home with a message that alerts others something is wrong and you need help.
- If you feel threatened, announce you're expecting another party to arrive at the property soon.
- Never meet first-time prospects at a property based only on a phone call. Meet at your office first. Ask for identification.
- Always take your own car when showing property. Lock your car doors when entering or leaving. Keep your keys in hand when walking to and from your car.
- Always position yourself between the prospect and the nearest exit. Let prospects explore the home on their own with you following behind. Avoid basements and areas where you can become trapped.
- Make sure your team has an office safety meeting at least once a year.
- Keep your photo, car model and license number, driver's license number, emergency contacts and medical information on file at the office.
- Be ready to defend yourself! Carry pepper spray and learn basic self-defense techniques.
- Read "The Gift of Fear" by Gavin De Becker, available at libraries and bookstores.

To learn more check out the NAR's Safety page (<http://www.realtor.org/topics/realtor-safety>)

Most importantly, remember that no sale is worth risking your life!

Joe Rosner is a nationally recognized expert on personal safety, crime prevention and self-defense for real estate professionals and other occupations. An updated, more comprehensive version of his "Real Estate Safety Book" will be available in August on Amazon.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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*APR is based on a loan amount of \$300,000 and a 20% down payment. Must be a single family, primary residence. Offer valid for new construction loan transactions opened between 01/20/16 and 11/01/16. Subject to credit approval. Rates subject to change.

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MEMBER FDIC EQUAL OPPORTUNITY LENDER



Win a Free WRA Convention Registration

The WRA will offer one "Free" convention registration for a RASCW Member.

Criteria:

1. Registration may not be sold and is not transferable.
2. Recipient must be a RASCW member in good standing.
3. Recipient may not be a RASCW Director or Officer.
4. Deadline for submission: August 24, 2016
5. Recipient may add ticketed items at his or her own cost.

Simply 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 on August 25.

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Sr. Vice President – Mortgage Lending
608-835-3168 phone
rerrickson@oregoncommunitybank.com

40 YEARS

THIS MONTH MARKS MY 40TH ANNIVERSARY IN HOME FINANCING!

Thank you to all of you I have worked with throughout the years. It has been a pleasure providing home counseling and financing to so many people. Through the years, our working relationship has turned into friendship. This friendship has made it possible for thousands of our clients to fulfill their dream of homeownership. Thank you for placing your trust in me.

I am here to continue to provide assistance to you and your clients. Please feel free to reach out to me at Oregon Community Bank. A great 5 star rated local community bank.

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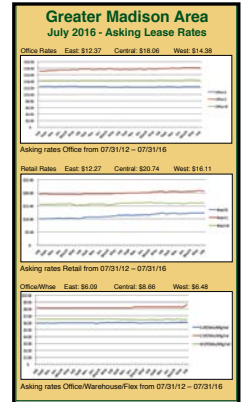


Selling Affordable Housing in the Multifamily World

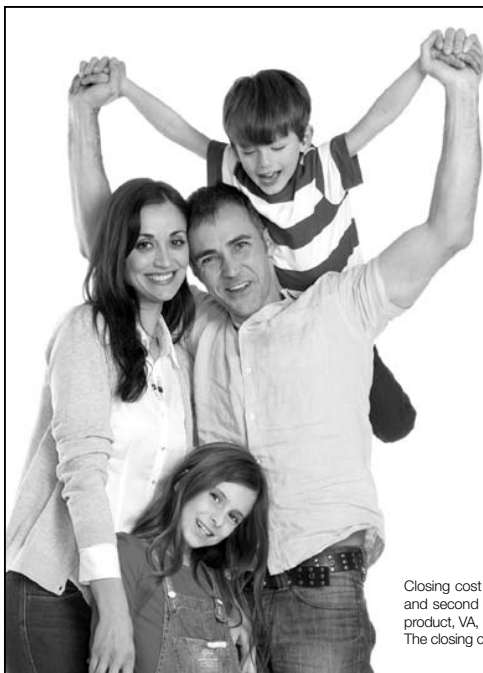
As an owner of affordable housing you may feel like you are trapped in a scenario memorialized in the Eagles rock song "Hotel California" – You can check in but you can never check out. There are options available and each case requires individualized consideration. Each deal is like a snowflake and sometimes a closing feels like you just ran across a burning bridge. As an asset manager and real estate broker I have had the unique experience to work with refinancing and sales in four different housing programs in six different states and I can attest to the wide variety of circumstances you will encounter.

Affordable housing is defined as rental apartments requiring the tenant to prove income (and assets) evidence in order to qualify for rent which is commensurate with their income. Usually a tenant pays no more than 30% of their income for rent. The demand for this housing has always been greater than supply since World War II. One of the most widely recognized flavors of this housing is the infamous HUD Section 8 housing which created almost a million housing units until the new construction program ended. There are many forms of federal housing including Rural Development in smaller municipalities, and the newest variety referred to as "tax credit" housing, also known as Section 42 housing. Regardless of the type of program there were and are usually incentive reasons which enticed a developer to enter into these programs. The condition of maintaining affordability and the agreed to length of time is the crux of whether a property may be sold for its maximum potential. Sometimes creative means must be used to satisfy agreements in place and protect the agreements with the tenants under lease or program terms.

There are many ways to transfer such a property, some involving an outright cash sale and others geared to transferring partnership interest. It is imperative that the appropriate government agencies involved are consulted early and sometimes often so that the plan for disposition can legitimately proceed on a schedule which the Seller and Buyer are committed to. Assuming that the Buyer will not be continuing in a particular program necessitates that as a Seller you fully disclose all of the necessary gyrations which the sale process may involve. Some Buyers simply will pick up and continue on the path of keeping the apartments affordable. Consult an expert before disposing your affordable housing assets. The penalties for violating covenants can be onerous. The rewards of profitably selling an asset which has fulfilled the mission can be sweet!



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



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Closing cost credit available on construction loans, first mortgage purchase and refinance transactions that are for primary residences and second homes. This offer is not available for loans secured by a second lien, home equity line of credit, Foundations for Families product, VA, FHA or USDA loans. This offer is available for loans with applications dated from January 1, 2016 through December 31, 2016. 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.



Calendar: July 15 - August 15

Monday, July 18

Paragon™ Basic
1:00 pm – SCWMLS Training Room

Wednesday, July 20

Ghoulish Gallop
9:00 am – Bunbury & Associates, Fitchburg

Thursday, July 28

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

Wednesday, August 3

Membership Networking Committee
9:00 am – Preferred Title

Thursday, August 4

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

Friday, August 5

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

Wednesday, August 10

Bocce Ball Tournament
1:00 pm – The East Side Club

Thursday, August 11

New Member Orientation
8:30 am – WRA Education Center

SW Networking Committee

10:00 am – Livingston Bank, Platteville

[CLICK HERE](#)

RASCW EVENT
CALENDAR

is on our website!

[CLICK HERE](#)

COMMITTEE DESCRIPTIONS
COMMITTEE SELECTIONS

Join a RASCW committee today!

[CLICK HERE](#)

REGISTER FOR
PARAGON™ TRAINING

on-site classes & webinar based



RASCW Ghoulish Gallop & Irv Stein Memorial Walk Sunday, October 2 • McKee Farms Park, Fitchburg

Please consider [SPONSORING](#), [REGISTERING](#) or [VOLUNTEERING](#)
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10K & 5K Run/Walk

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Unlock the Dream Tour



Please join Habitat for Humanity® of Dane County on a tour of the Habitat mission to learn

how Habitat for Humanity® of Dane County works to improve the lives for families in need through building homes, communities and hope.

On the tour you will:

1. Hear a Habitat homeowner's personal story about how owning their Habitat home has made a positive and lasting impact on their family.
2. Hear about Habitat's work firsthand and learn more about its work to transform neighborhoods by empowering families and strengthening communities.

Each tour will take no longer than one hour and you will not be asked for a financial donation. The tours are to inform and to inspire.

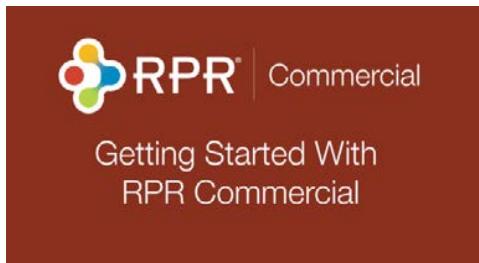
All tours take place at the Habitat for Humanity® of Dane County headquarters at 1014 Fiedler Lane, #29, Madison on the following dates:

Thursday, July 21 at 5:00 pm
Wednesday, Aug 3 at 8:00 am
Thursday, Aug 18 at 5:00 pm

For more information and to schedule your tour, please go to:

<https://habitatdane.org/Register-Dream-Tour>

Video Learning: Getting Started With RPR Commercial



These quick RPR video tutorials will show you how to use maps, searches, tapestries, demographics and more to precisely match clients to location. [Watch Video Series](#)

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

Next classes: Tuesday • 6:00 pm – 9:30 pm
August 9 and 16 & September 13 and 20

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

The CE Clock is Ticking

The December 14, 2016 deadline is now less than six months away.

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)

Aug 3: CE 1 (8:30 am) and CE 2 (1:00 pm)

Aug 10: CE 3 (8:30 am) and CE 4 (1:00 pm)

Aug 17: CE A (8:30 am) and CE C (1:00 pm)

The WRA's Course 4: Ethics & Fair Housing in Wisconsin satisfies NAR's ethics requirements.

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

Free Coffee

Howard Cagle is anxious to meet with you. So anxious in fact, he'll supply the coffee.

Call Howard @608.836.4322

NMLS# 593729

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NAR Call For Action: Tell the Senate to Get to Work for Future Homebuyers



Key Talking Points

H.R. 3700 was passed by the U.S. House 427-0. Despite passing with NO OBJECTIONS, the U.S. Senate has not acted on H.R. 3700.

This legislation provides significant benefits to taxpayers, homebuyers and the real estate market by:

- Removing a burdensome and expensive FHA Condo approval process
- Reducing FHA restrictions on the number of condos available to homebuyers
- Permanently streamlining Rural Housing Service loan processing

More Information on NAR's efforts to pass H.R. 3700:

- [Letter Urging the Senate to Pass H.R. 3700](#)
- NAR [testified last year](#) in support of H.R. 3700 before the U.S. House Financial Services Subcommittee on Housing and Insurance.
- [House Passage Press Release](#)

Take Action Now: www2.realtoractioncenter.com/PassHR3700

Thank You to Town Square

Town Square in Green Lake was a great meeting space for the RASCW Board of Directors last month. It is truly an amazing space for the community that the directors wanted to support with a financial contribution. Thank you Fran for taking the time to give us a tour!



Ellen Koeppen, RASCW Director, Green Lake Real Estate Broker/Owner, personally delivers the contribution to Fran Hill, Green Lake Renewal/Town Square Chief Executive Officer.

**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](#)

Let's **TALK MORTGAGES.**

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MEMBERSHIP UPDATE

NEW MEMBERS

Kelly Aldworth
Platteville Realty LLC

Chris Alexander
Century 21 Affiliated

Mark Anderson
Mark Anderson Realty LLC

Bruce Becker
Becker Real Estate

Susan Becker
Allen Realty, Inc

Delores Benish
DG Realty LLC

George Benish
DG Realty LLC

John Bowman
First Weber Inc

Susan Buzby
Stark Company, REALTORS®

Jana Crandall
Restaino & Associates

Kacey Davidson
First Weber Inc

Taylor Dries
Accord Realty

Jenna Droessler
Lori Droessler Real Estate, Inc.

Stefanie Feralin
Century 21 Affiliated

Jacob Fleming
Fleming Development

Mitchell Garnett
Keller Williams Realty

Thomas Goff
Goff Realty, Goff Construction and Real Estate, Inc.

Kwame Grayson
Quality Real Estate Services LLC

Ramona Hallmon
Century 21 Affiliated

Josh Harms
American, REALTORS®

Karen Innis
Century 21 Affiliated

Jennifer Jardine Rortvedt
First Weber Inc

Kyle Johnson
Malcolm Bay Realty & Land Co LLC

Randall Johnson
Century 21 Affiliated

Jayne Katers
Restaino & Associates

Judy Klingbeil
Blue Line Designs Realty, LLC

Andrew Krenz
RE/Max Preferred

Casey Lamb
T. Wall Enterprises Mgt, LLC

Daniela Lord
Blue Line Designs Realty, LLC

Jill Lynch
First Weber Inc

Justin MacWilliams
SL MacWilliams Company Inc

Sharon McGann
Sharon McGann

Rachel Paskey
Restaino & Associates

Jason Powers
Key Realty, Inc

Ally Prigge
Realty Executives Cooper Spransy

Nicolas Retana
Nicolas Retana - Broker

Gary Rhodes
Keller Williams Realty

Heather Robinson Catterson
The Robinson Group

Rebecca Schwendinger
Century 21 Affiliated Southwestern Realty

Hannah Shin
First Weber Inc

Pam Sydow
Preferred Realty Group

Jason Syverson
Wisconsin Dells Realty

Erica Thompson Colstad
Stark Company, REALTORS®

Sara White
RE/Max Preferred

Kaitlyn Wiemann
Terra Firma Realty

Melissa Winger
First Weber Inc

Xia Xie
American, REALTORS®

Anne Yost
Bunbury & Associates, REALTORS®

Ginger Zenczak
Home Buyers Marketing II, Inc

AFFILIATES

Tom Lavik
Wisconsin Home Inspection Professionals LLC

Matthew A. Schwendinger
Badger Home Inspections, LLC

Congratulations to the 36 new Members who completed Orientation in June sponsored by Brian Showers and Wisconsin Bank and Trust.

Thank you to Cindy Ulsrud, Joe Long, Sara Whitley, Mary Duff, Robert Procter, Judi Kessler and Scott Walker for sharing their knowledge and time as June Orientation Instructors.

You did an excellent job!

NEW OFFICES

Badger Home Inspections, LLC
Madison, WI

Blue Line Designs Realty, LLC
Madison, WI

DG Realty LLC
Oxford, WI

Goff Realty, Goff Construction and Real Estate, Inc.
Middleton, WI

Mark Anderson Realty LLC
Viroqua, WI

Nicolas Retana - Broker
Madison, WI

Quality Real Estate Services LLC
Milwaukee, WI

The Robinson Group
Madison, WI

Sharon McGann
Verona, WI

Sperry Realty LLC/The Condo Shoppe
Madison, WI

MEMBERSHIP TRANSFERS

NAME	FROM	TO
Joy Chapman	Restaino & Associates	Realty Executives Cooper Spransy
Jeanna Fischbach	Appraisal Solutions	Wisconsin Special Properties LLC
Sandy Frye	First Weber Inc	Keller Williams Realty
Tom Salmon	Synergy Real Estate Group	Key Realty, Inc
Scott Sklare	Synergy Real Estate Group	Key Realty, Inc
Chad Sperry	Restaino & Associates	Sperry Realty LLC/The Condo Shoppe
Sharon Wagner	Century 21 Affiliated	First Weber Inc
Kate Wetter	Redfin Inc.	First Weber Inc