



July 2017

V o l u m e 22 • N u m b e r 7

MARK YOUR CALENDAR

[REALTOR® Riders -
Bike for Boys & Girls Club](#)
Saturday, July 15, 2017

[RASCW Golf Outing](#)
Wednesday, July 19, 2017

[RASCW Mallards Outing](#)
Thursday, July 20, 2017

[Bocce Ball & Backpacks](#)
Wednesday, August 23, 2017

[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 and the 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 2018.

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, 2017. [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, 2017. 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

Mark Gladue, Lauer Realty Group, non-owner from a Class II Firm (<26)

Nancy K. Smith, First Weber, Inc., representing members with a primary practice outside of Dane County

Cindy Ulsrud, First Weber, Inc., representing non-owners from a Class I Firm (26+)

Affiliate Director Nominee

Mike Lenz, Fairway Independent Mortgage Corp., representing Affiliate members

Members serving on the Nominating Committee: Chair Stan Hill, Renee Crothers, Tom Gavin, Jason Geiger, Brandon Grosse, Marcia Howe, Carrie Miller, Carla Nowka and Tony Tucci.



13th Annual

MALLARDS GAME

Tailgate Fundraiser

All profits to:



Recognized by the National Association of REALTORS® with its 2011 HOPE Award

Please Join Us

THURSDAY, JULY 20TH AT THE DUCK POND

Tickets are only \$25 and include 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.](#)

LAST CHANCE!

REALTOR® REVIEW

A REALTORS® Association of
South Central Wisconsin
Publication

OFFICERS OF THE ASSOCIATION

Tom Weber, President	221-8666
Jeff Hauser, Vice President	271-5444
Janine Punzel, Treasurer	807-0660
Stan Hill, President-elect	221-4000

DIRECTORS

Jenny Bunbury-Johnson	441-7777
Brandon Grosse	577-9860
Marcia Howe	223-3000
Ellen Koeppen	(920) 294-3004
Carla Nowka	310-4636
Nancy K. Smith	574-9770
Chris Stark	256-9011
Jennifer Utter	836-1514
Sommer Von Behren	643-3800

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: Tom Weber

You've made it!

Not only is July a hot crazy time here in Wisconsin, the heat of the market has kept you all moving at a blistering pace for months now. Don't forget to take time to recharge and take care of yourself.

As we all move so fast, be especially mindful that you maintain good and reasonable safety habits when meeting new customers and clients or showing properties. We should never let our guard down. Bad things can and have happened in our area. No market is exempt. Please see the safety resources to consider on page 9 of this newsletter.

As a part of caring for yourself, professional development and learning are a big part of every successful REALTOR®'s regimen. We are blessed this year with 2 wonderful opportunities nearby to grow and sharpen our skills-

WRA State Convention at Potawatomi Hotel and Casino, Milwaukee (September 12-13). This event is filled with great speakers, learning opportunities and vendor demos for tools and processes to make you more efficient and professional. And the networking with other agents within our state is great for referrals! Our own Peter Sveum takes over the reigns from WRA Chairman of the Board Erik Sjowall and will lead us into 2018. Wow, we have a lot of great talent in our Association! Learn more about the Convention: www.wra.org/convention.

NAR REALTORS® Conference & Expo at McCormick Place, Chicago (November 3 – 6). Last year I attended my first national conference. It was over the top with awesome choices for seminars, demos and networking. Normally you have to fly to this event, but with it right here in the Midwest for the first time in a long time- no excuse. Treat yourself to an experience that you will never forget. Plan ahead, even in Chicago, nearby hotels will fill quickly. Learn more: www.nar.realtor/convention.

I hope that you join me at both of these events. Each has its own vibe and networking opportunities. You will be glad you took advantage of the unique opportunity we have this year.

Lastly, check out our 2017 REALTOR® Emeritus recipients on page 3. It's amazing how many we have here in our Association. It says a lot about us and the region we chose to do business. Take a moment to congratulate these wonderful resources within our midst.

Stay cool, and dry (crazy start to July) and have a great time serving your clients and customers every month.

Tom



Superior mortgage lending is about the dedication to serving others and helping make their dreams come true. I look forward to ensuring that happens for your buyers.

Patrick Averill,
Vice President
NMLS #926414

Phone: (608) 833-2427

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Congratulations to the 2017 REALTOR® Emeritus Class from RASCW

A REALTOR® Member who has held membership in the National Association for a cumulative period of forty (40) years is eligible for REALTOR® Emeritus status. In addition to the required forty (40) years of REALTOR® membership, applicants must have been active in their local, state or NAR for at least one year of service as an officer, director, committee member or federal political coordinator.

The following RASCW Members have been approved for REALTOR® Emeritus status by NAR:

Otto Bierman	Adashun Jones Real Estate
Barb Brower	Keller Williams Realty
Jacki Clementi	Gold Seal Real Estate Inc
Dave Dinkel	RE/MAX Property Shop
Mike Gordon	Restaino and Associates
Dan Heffron	Bunbury and Associates, REALTORS®
Tony Hill	Stark Company, REALTORS®
William Kessler	Century 21 Affiliated
Betty Long	Century 21 Tri-County Real Estate
Wilma Noot Paul	Keller Williams Realty
Alex Pfister	Century 21 Affiliated Pfister
Ron Restaino	Restaino and Associates
Sherry Schultz	SL Schultz Real Estate
Gary Stebnitz	Restaino and Associates
Phil Sveum	Coldwell Banker Success

MLS News

Visit www.scwmls.com for expanded details.



A Few Notes Regarding Listings Being Imported from WIREX

On June 1, we began moving listings located in the geographic area* SCWMLS members typically market in from WIREX directly into the SCWMLS database to make it easier for you to find them. At the time of this writing, 524 listings have been imported. 296 of these listings originated from the Metro Milwaukee MLS, 112 originated from the Northeast WI MLS, 9 originated from other MLSs, and 107 were imported for dual members, thus saving them from having to enter their listings into 2 systems. These listings look very much like listings entered directly into Paragon™, with a few exceptions: 1) The MLS number is the MLS number that was assigned in the source MLS system, and is prefixed with 2 letters to make the number unique in our system. For example, Metro Milwaukee listings start with MM and Northeast listings start with NE. You need to include this alpha prefix as part of the MLS number when searching by MLS number within Paragon™. 2) The assessments are missing for imported listings as assessments are not collected in other MLS systems. For these listings, simply click on the red T tax link to see the assessments. 3) The expiration date for these imported listings displays as 1/1/2079. This is because other MLSs do not expose the expiration date for other agents to see, and Paragon™ requires that an expiration date is present. When the listing expires in the source MLS system, it will be changed to Expired in our system. 4) For properties not listed by one of our members, there is no Schedule a Showing icon. We are working to integrate this for non-member listings, but for now you will have to schedule showings by contacting the listing office or follow the instructions in the broker-to-broker remarks.

If you are looking for listings outside the geographic area* SCW members typically market in, you will still want to switch to WIREX.

We hope that you find it helpful to have these listings more easily accessible. If you have any questions, please call or email the MLS (608.240.2800 press 1 for Paragon™ support or support@wisre.com).

**Adams, Columbia, Crawford, Dane, Dodge, Grant, Green, Green Lake, Iowa, Jefferson, Juneau, Lafayette, Marquette, Monroe, Richland, Rock, Sauk, Vernon, and Waushara counties. We plan to add listings within Fond du Lac, Jackson, Walworth and Wood counties before the end of the year.*

Withheld/Delayed Listings

A listing can only be in the status of Withheld/Delayed for 45 days. What happens on the 46th day? On day 46, a listing in Withheld/Delayed will be moved to MLS Suspended. The listing agent will need to contact the MLS office to move the listing out of MLS Suspended. Depending on the circumstances, updated paperwork from the seller may be required to move the listing to Active. The 45 day rule took effect for all new listings with an effective/list date after June 30, 2017. You will see a few listings with a list date before 7/1 that have a show date more than 45 days in the future. These have been grandfathered in.

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Mike Watson
Sr. Mortgage Loan Officer
NMLS #486766
608.282.6177

* Cannot be combined with any other offer.
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Average Commission Income
from
WCR Member-to-Member
Referrals: \$13,000





Bocce Ball & Backpacks!

RASCW's Annual Tournament



Wednesday, August 23rd ♦ 1:00 pm - 5:00 pm
The East Side Club of Madison

- ♦ Teams of 4
- ♦ \$20.00 per team
- ♦ Donate a NEW backpack *
- ♦ Rules will be given out with registration at 1:00 pm
- ♦ Cash Bar
- ♦ Snacks will be provided
- ♦ Deadline to register is August 9, 2017

[CLICK HERE FOR MORE INFORMATION OR TO REGISTER](#)

Backpacks for Buddies • 2017



RASCW is seeking new items for children in foster care in the RASCW area.
We ask that each office puts out the word and collects as many of these items as possible.



How You Can Help

Have your office collect the following items by August 23, 2017:

- New Back Packs*
- New Duffle Bags*
- Toothbrushes
- Toothpaste
- Toothbrush Holders
- Hand Sanitizers
- Deodorant

** Backpacks & bags must be in new condition.*

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 1625 bags to various human services organizations in Dane, Columbia, Crawford, Grant, Iowa, Lafayette and Richland Counties.

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



REALTORS' Association of South Central Wisconsin
HOUSING FOUNDATION
Established 1989
Building a foundation for affordable housing in South Central Wisconsin.

RASCW Housing Foundation Update

This month I would like to talk about the main outside fund raiser that the Housing Foundation has benefitted from over the years.

After more than 20 years of year round hard work from many dedicated members and affiliates, there will not be a Ghoulish Gallop in 2017. The Gallop and before that the Home Run raised tens of thousands of dollars over the years to help the Housing Foundation in our cause of helping qualified home buyers attain the American Dream.

I know from volunteering there is much hard work needed and I would just like to take this time to thank anyone who helped over the years. But as with many things, everything runs its course and the Ghoulish Gallop has crossed the finish line into a great part of the history of the Housing Foundation.

But our work goes on, so if there is anyone out there who has a fund raising idea that could help us replace the Ghoulish Gallop please feel free to contact Kristine Wiese, the Foundation Administrative Director, at either 608-240-2800 or foundation@wisre.com or myself at either 608-348-8213 or pplace@claytonrealestate.com.

This month's feedback comes from Vincent from Verona who said: "This program was integral for us buying our new (first) house."

If you would like to help us continue our work helping people like Vincent please consider making a tax deductible contribution to the Housing Foundation. For more information on how to make a contribution please contact Kristine Wiese, the Foundation Administrative Director, at either 608-240-2800 or foundation@wisre.com.

Thank you for your continued support of the Housing Foundation.

Paul Place, President of the RASCW Housing Foundation and
Managing Broker, Clayton Real Estate, Platteville and Darlington Wisconsin

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 12 – 13, 2017. Join us in welcoming RASCW Member Peter Sveum as the 2017-18 Chairman of the Board.

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;
4. Deadline for submission is August 23, 2017;
5. 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 25.

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*The following loan programs are not eligible for the closing cost credit: Federal VA, FHA, Rural Development, WHEDA, Investment Property and Construction loans. Offer valid on home purchase applications submitted from January 1, 2017 through October 31, 2017 where the loan's interest rate is locked by October 31, 2017. The \$500 closing cost credit cannot exceed the actual amount of closing costs, prepaid interest and escrow reserves. This includes if the credit is combined with a seller closing cost credit. First mortgages only (offer does not apply to second mortgages or home equity lines of credit). The credit will be applied at the time of the loan closing and will be reflected on the closing disclosure. Not valid with any other offers. ©Summit Credit Union 2017.

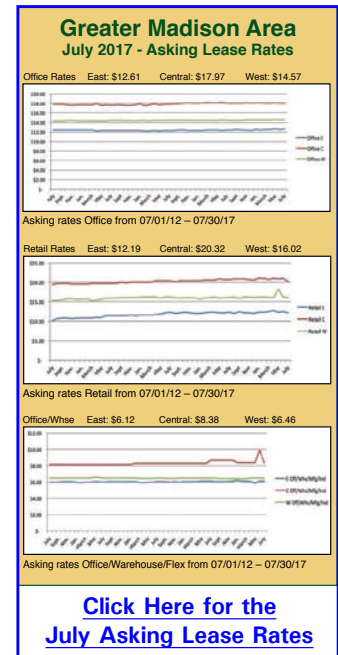
Commercial Essentials from RPR

Keeping current can serve as the tipping point for winning that all-important listing, landing new clients and pinpointing the perfect location for a business venture. From basic property facts to advanced economic, market and consumer indicators, one powerful, all-inclusive data platform is all you need to thoroughly understand and execute the needs of your client. Here's a great place to start.

From [this page](#) you can find information to questions such as:

- What will I find on the homepage of RPR Commercial?
- How do I search properties in RPR Commercial?
- What will I find on the Property Details page?
- What will I find on the Trade Area details page?
- How do I use the Market Analysis Tool?
- How do I use Thematic maps?
- How do I create a report?

RPR is your stop for comprehensive market data involving commercial properties. It is your REALTOR® benefit at no additional cost.



Unlock the Dream Tour



Want to feel good about good things happening in our profession and our community? Take 1 hour out of your day to learn how Habitat for Humanity® is building homes, communities and hope. This "mission tour" (informational only – no fundraising or volunteering ask) happens at the Dane County Habitat office in a Habitat homeowner neighborhood on the south side just off the Beltline at Park Street. The tour closes with the personal story of a Habitat homeowner you will meet.

The next Habitat "Unlocking the Dream" Tour date is (lunch included): • Thursday, August 10 • 12 pm

All tours take place at the Habitat for Humanity® of Dane County headquarters at 1014 Fiedler Lane, #29, Madison. Register by clicking: <https://habitatdane.org/Register-Dream-Tour>. You will then receive an email with directions and parking details. This is a great chance to re-energize your passion for your profession!

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Calendar: July 15 - August 15

Saturday, July 15

BIKE for Boys & Girls Club
7:30 am – McKee Farms Park

Wednesday, July 19

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

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

Thursday, July 20

Paragon™ Basic
9:00 am – SCWMLS Training Room

Mallards Tailgate Fundraiser/Movin' Out
5:00 pm – Madison Mallards Duck Pond

Thursday, July 27

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

Wednesday, August 2

Membership Networking Committee
9:00 am – Preferred Title

Thursday, August 3

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

Friday, August 4

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

[CLICK HERE](#)

**RASCW EVENT
CALENDAR**

is on our website!

[CLICK HERE](#)

**COMMITTEE DESCRIPTIONS
COMMITTEE SELECTIONS**

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2017 Home Buyer Class Schedule:

Tuesday Nights • 5:30 pm to 9:00 pm
August 8 & 15 • September 12 & 19

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

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



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Vice President
Residential Construction Manager
dparminter@oregoncommunitybank.com

Roger Erickson
Sr. Vice President
Mortgage Lending
rerickson@oregoncommunitybank.com

2017 NAR Conference & Expo

Every fall, real estate professionals from across the U.S. and around the world come together for the annual REALTORS® Conference & Expo. This annual four-day event includes:

- 100 education sessions, featuring nationally recognized speakers and industry experts, who discuss timely topics and critical issues of value to REALTORS®
- 400+ industry vendors at the expo, which present the latest innovative tools just for real estate professionals
- Unlimited networking and referral-building opportunities, including special events, networking lounges and the expo show floor

In 2017 the REALTORS® Conference & Expo will be held at the McCormick Place Convention Center West Building in Chicago, Illinois. This year's theme is "The Sky's the Limit", and, indeed, the event will help REALTORS® rise higher in their real estate careers.

20,000 members and guests are expected to attend this year's event. It takes only one referral from attending to pay for the REALTORS® Conference & Expo!

The REALTORS® Conference & Expo is home to the largest trade show floor in real estate, with 400+ exhibitors and 100,000 square feet expected at the 2017 event.

Since 2008, REALTORS® Conference & Expo attendees reported making twice the average income from real estate as the typical NAR member.

It's the one real estate event for everyone. Education sessions cover a variety of topics, from technology to land use to government issues to sales and marketing techniques. Pavilions on the expo floor let you explore new areas of real estate like commercial, green and global markets.

How Well Do You Know Chicago Cuisine?

Enter NAR's Trivia Contest "How Well Do You Know Chicago Cuisine?" between July 1-31 for a chance to win a \$100 Lettuce Entertain You gift card to use during your trip to the 2017 REALTORS® Conference & Expo!

Answer all seven trivia questions correctly via the [online entry form](#) between July 1-31, 2017, and you'll be entered to win a \$100 Lettuce Entertain You gift card to use at any of the 50+ Lettuce Entertain You restaurants in the Chicagoland area.

You may enter the contest multiple times; however only one correct completed entry will count per person. All answers can be found on the Internet.

This contest is only valid for eligible members of the National Association of REALTORS® – you must provide a current NRDS ID and valid email address to be eligible. NAR Staff, their immediate families and those living in their households are not eligible to enter. Email addresses will not be shared or sold and will only be used to contact the winners.

This prize is non-transferrable and cannot be redeemed for cash. This prize does not include registration to the 2017 REALTORS® Conference & Expo and does not guarantee hotel or flight availability.

The drawing will be held no later than August 15, 2017, and the winner will be notified no later than August 16, 2017.

By participating, entrants agree to these official rules and that decisions by NAR are final and binding in all matters relating to the sweepstakes. Any taxes imposed upon a prize will be the sole responsibility of the winner.



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[CLICK HERE FOR SAFETY TIPS](#)



Personal Safety and Self Defense Training for Real Estate Professionals

Saturday, August 5, 2017 from 10am to 12pm

Infusion Martial Arts & Fitness
807 Liberty Drive, Verona, WI 53593

\$24.99 per person if registered by July 15th,
or \$39.99 if registered after July 15th

This workshop is limited to 25 participants.

Learn:

- "Walk through" safety
- Safety at open houses and showings
- SAFE clothing and accessories
- Cell phones: good and bad
- How being too polite can be dangerous
- Importance of intuition
- Car safety
- Importance of confident body language
- Who attackers choose
- Things an attacker does not want
- Effective self defense techniques

[CLICK HERE TO REGISTER](#)



Empowering women through
self-defense and awareness.

[CLICK HERE FOR MORE INFORMATION](#)

Home Security Tips for the Summer - REALTOR® Mag

DAILY REAL ESTATE NEWS

An increase in burglaries during the summer months means it's time to help safeguard your clients' homes while they're away for the season or absent while selling. Ooma, a smart home phone and security company, offers six tips for preventing break-ins.

- **Front door surveillance.** Because 34 percent of break-ins happen through the front door of a home, recommend that your clients install a smart doorbell that routes to their phone. Other security options Ooma mentions include two-way speakers that will give visitors the impression the owner is home or video cameras so your clients can see who's at the door from their phone.

- **Secured windows.** The second most common break-in location is a first floor window, the access point of 23 percent of burglars. Ooma recommends installing sash locks and wireless motion sensors that will alert the homeowner if a window is opened or broken.

- **Don't forget the AC unit.** Pushing in a window air conditioning unit is another common break-in method. Suggest motion sensors near the AC unit, or tell your clients to remove the unit while they're away, Ooma says.

- **Barring patio and sliding glass doors.** Sliding doors should not only be locked, but should also have a barrier bar in the tracks. Ooma suggests homeowners place motion detectors in this area as well.

- **Leave the lights on.** The goal is to make the home appear lived in, even if your clients are vacationing or have already moved out. Ooma recommends smart lights that homeowners can control from their phone, or at the very least, light timers.

- **Call 911 from afar.** A homeowner trying to reach the police from a remote location can take valuable minutes. Home security companies, including Ooma, offer remote 911 calling.

Source: Ooma Home Security • www.ooma.com/home-security/

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MEMBERSHIP UPDATE

NEW MEMBERS

Jana Baker
Century 21 Affiliated

Jim Bean
Keller Williams Realty

Heather Becker
Bunbury & Associates, REALTORS®

Alisha Berns
Stark Company, REALTORS®

Stella Castellino
Restaino & Associates

Svetlana Cooley
Keller Williams Realty

Rachel Harris Creed
Keller Williams Realty

Jeff Eagleson
Keller Williams Realty

Amber Easton
Exit Realty Premier Properties

Nataly Fisher
RE/MAX Preferred

Austin Flier
Bunbury & Associates, REALTORS®

Yvette Frasier
Moving On Wisconsin Realty LLC

Jason Gober
Keller Williams Realty

Jackie Hansen
Starritt-Meister Realty, LLC

Craig Henquinet
Keller Williams Realty

Jean Hilby
Keller Williams Realty

Kevin Hoag
Coldwell Banker River Valley, REALTORS®

Scott Johnson
Badger Realty Group

Ashley Jones
First Weber Inc

Corey Kaiser
Marshall Insurance & Realty LLC

Leo Kalinowski
Terra Firma Realty

David Lenius
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Sarah Midthun
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Chelsey Nordness
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Daniel J Osborn
T. Wall Enterprises Mgt, LLC

Joffre Pedretti
The Christensen Company

David Perry
First Weber Inc

Jon Plumer
Bergeman Real Estate, LLC

Melody Reich
Century 21 Affiliated

Seth Rickard
Realty Executives Cooper Spransy

Brittany Riek
Driftless Area LLC

Juliette Schick
Howard and Williams

Teresa Skridla
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Kelly Stuhr
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Pat Thering
Right on Target Real Estate, LLC

Sara Tredinnick
Turning Point Realty

Brenda Ward
First Weber Inc

Chris Ziegler
First Weber Inc

AFFILIATES

Eugene Bialozor
Sun City Inspections

Dan Crandall
Trust Real Estate Advisors

MEMBERSHIP TRANSFERS

NAME	FROM	TO
Jeff Bennett	Keller Williams Realty	Alterra Real Estate Group LLC
Terri Benson	Restaino & Associates	Bunbury & Associates, REALTORS®
Judy Braund	Keller Williams Realty	Inventure Realty Group, Inc
Chris Conrad	Bunbury & Associates, REALTORS®	Conrad Development LLC
Matthew Costello	Keller Williams Realty	eXp Realty, LLC
David Derksen	Century 21 Affiliated	Exit Realty Premier Properties
Blake Duren	Pinnacle Real Estate Group LLC	Blake J. Duren, Broker
Cindy Heberling	Realty Executives Cooper Spransy	Right on Target Real Estate, LLC
Gretchen Heberling	Realty Executives Cooper Spransy	Right on Target Real Estate, LLC
Renee Heine	Stark Company, REALTORS®	Madison Buyer Agency, LLC
Kevin Lodholz	Century 21 Affiliated	RE/MAX Preferred
Dennis Lynch	Sprinkman Real Estate	First Weber Inc
Nancy Lynch	Sprinkman Real Estate	First Weber Inc
David May	Geiger, Realtors®	MHB Real Estate
Wilma Noot Paul	Stark Company, REALTORS®	Keller Williams Realty
John Pelletter	BMO Harris Bank	Fairway Independent Mortgage
Aaron Ruengpinyophun	Keller Williams Realty	eXp Realty, LLC
Eric Schultz	First Weber Inc	eXp Realty, LLC
Hannah Shin	First Weber Inc	Realty Executives Cooper Spransy
Laura Slosser-Joswick	Fred Kaping Realty, LLC	Preferred Realty Group
Stephanie Spilde	Century 21 Affiliated	Keller Williams Realty
Anne Strieter	First Weber Inc	Keller Williams Realty
Juanita Tomlinson	Realty Executives Cooper Spransy	Turning Point Realty

Congratulations to the 32 new Members who completed Orientation in June sponsored by Howard Cagle and Capitol Bank.

Thank you to Scott Walker, Kevin King, Shelly Reynolds, Tiffany Tobias, Bonnie Dixon, Robert Procter and Gary Lukens for imparting their wisdom and time as June Orientation Instructors.

You did an excellent job!

NEW OFFICES

Blake J. Duren, Broker
Reedsburg, WI

Conrad Development LLC
Madison, WI

Sun City Inspections
Sun Prairie, WI