

# REALTOR® REVIEW



# RASCW

REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN



June 2018

Volume 23 • Number 6

## MARK YOUR CALENDAR

### Southwest Annual Golf Outing

Tuesday, July 10, 2018

[Click here for registration details.](#)

### Cindy Strange Memorial Golf Outing

Wednesday, July 18, 2018

[Click here for registration details.](#)

### 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.](#)

[CLICK HERE  
FULL EVENT CALENDAR](#)

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**CINDY STRANGE MEMORIAL GOLF OUTING**

**Wednesday, July 18, 2018**  
**University Ridge Golf Course**

**Deadline is July 9! • Register Your Team Today • Space Fills Up Fast!**  
Event Open to all Members & Employees of Member Companies

[CLICK HERE FOR MORE INFORMATION](#)

On behalf of the REALTORS® Association of South Central Wisconsin

A RIDE TO BENEFIT DANE COUNTY CHILDREN

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JULY 21, 2018

Sign up today at [www.bike4bgc.com/teams/?id=218](http://www.bike4bgc.com/teams/?id=218)

Under the Menu tab, locate "Find a Team" – Then select REALTOR® Riders

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

14<sup>th</sup> 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 26<sup>TH</sup> 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<sup>®</sup> REVIEW

**A REALTORS<sup>®</sup> Association of  
South Central Wisconsin  
Publication**

## OFFICERS OF THE ASSOCIATION

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## 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<sup>®</sup> 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](mailto: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<sup>®</sup> Word programs are also welcome.

[www.rascw.org](http://www.rascw.org)



## President's Message – Stan Hill



Washington DC. Our nation's capital. A pretty amazing place. The week of May 14th I had the distinct honor of representing RASCW at the annual NAR Mid-Year Legislative Conference, along with approximately 10,000 REALTORS<sup>®</sup> from around the country.

There were many wonderful speakers and presentations at the general sessions each day, including an interview with Dr. Ben Carson, currently serving as Secretary of Housing and Urban Development (HUD). He spoke in recognition of the 50th anniversary of the signing of the landmark legislation known as the Fair Housing Act. And he also made many great points about housing in general. As an example, he cited the ownership of a personal residence as a fabulous way for an average American family to build wealth. As compared to renters, who typically have a net worth of about \$5,000.00, homeowners reflect a typical net worth of \$236,000.00. What an incredible difference!

There were sessions at which many of us were able to meet with our elected officials in the Senate and the House of Representatives. REALTORS<sup>®</sup> offered our views on pending legislation and subjects near and dear to our hearts. The main talking points focused on: Equal Access to Housing Opportunities, Tax Policy, Net Neutrality, and the National Flood Insurance Program. More information, including links to the PowerPoint presentations can be found at [www.nar.realtor](http://www.nar.realtor).

We were reminded that we are the largest trade association in the United States (possibly the world), and that together, we have a voice on behalf of real estate practitioners and property owners alike. Collectively, we can be a positive force for good. To that end, a percentage of our national dues goes toward lobbying efforts year round, not just during the annual May sessions.



On the final day, to open the Board of Directors Meeting, I had the honor of singing in the NAR Choir which is comprised of REALTORS<sup>®</sup> from around the country (including past and future NAR Presidents). During the meeting we voted on a number of issues. There is a need to renovate NAR headquarters in Chicago, to continue to enhance and improve ZipForms Plus, to focus on innovation and technology, and to provide more support for those important lobbying efforts, not only at the national level, but at the state and local level as well. Consequently, a dues increase was voted on and approved which you will see when the annual dues statement arrives in October. There was some opposition, but the measure passed overwhelmingly, as most directors in the country realize the importance of these initiatives.

Wisconsin was honored in that we elected our own John Flor, from Chetek, Wisconsin, to the office of NAR Treasurer. For those of you who know John, you will be pleased to hear he was warmly received by the Board of Directors. Offer him hearty congratulations! A big shout out as well to Peter Sveum, who is currently serving as WRA Chairman of the Board and who represented Wisconsin with distinction. And thanks to all who took the time to travel and attend this important conference.

Now that I am back in my office and doing my usual day to day work, I can reflect back on the time spent, remembering old friends I met, and new friends I made. But most importantly, I am more sensitive than ever to the joys and pitfalls of this real estate market, as we all do our part to assist consumers in achieving the American Dream.

### Master Your Domain

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## Notice of RASCW Nominating Committee and Board of Directors Petition Notice

In the July issue of the REALTOR® Review, you will be noticed of the slate of candidates selected for the 2019 RASCW Board of Directors. 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 (no more than 10 from their own company). Petitions must be received at the RASCW office before August 15, 2018. For specific details, see Article XI of the RASCW Bylaws or contact Janine Smith at 608.240.2800 or [jsmith@wisre.com](mailto:jsmith@wisre.com).



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<sup>1</sup> Only available for primary residence (1 - 2 unit single family, condominium and townhomes) and is limited to AZ, FL, IL, IN, KS, MN, MO, WA, WI. Investment properties are excluded.

<sup>2</sup> Licensed medical doctors include Doctors of Medicine (MD), Doctors of Dental Science (DDS) and Doctors of Osteopathic Medicine (DO). Resident is a person who has received a medical degree and who practices medicine under the supervision of fully licensed physicians, usually in a hospital or clinic. A residency may follow the internship year or include the internship year as the first year of residency. Fellowship is an additional specialty training period required for certain fields. Fellowship follows residency when required.

<sup>3</sup> Banking products and services are provided by BMO Harris Bank N.A. and are subject to bank and credit approval.



[bmoharris.com](http://bmoharris.com)

## MLS NEWS

Visit [www.scwmls.com](http://www.scwmls.com) for expanded details.



### Photo Increase to 36 and New Photo Requirement for Lower Level Bedrooms

At their last meetings, the MLS Committee and MLS Board of Directors voted to increase the maximum number of photos allowed per listing from 25 to 36. This program change was done on June 1. In addition, they voted to mandate a photo showing the egress window for every lower level bedroom. This new rule will take effect for all new listings with a list date of June 1, 2018 and later.

#### Lower Level Bedrooms

The MLS does not define *what is a bedroom*. Listing agents should use common sense when calling a room a bedroom. If you are counting a room as a bedroom that is not a typical bedroom (i.e. does not have a closet, is accessible only by going through another room, etc.), please indicate in the remarks what makes it atypical so that showing agents and potential buyers are informed before a showing. A lower level room that does not meet safety guidelines for a bedroom, however, should not be labeled as a bedroom in the MLS. [Click here](#) for requirements from the Department of Safety and Professional Standards regarding lower level bedrooms.

#### Offers of Compensation in WIREX

Listings appearing in WIREX provide a unilateral offer of compensation to participating WIREX brokers seeking cooperation as sub-agents and buyer agents. From time-to-time, the question is asked: Does the offer of compensation from the listing broker have to be the same amount to cooperating brokers and their agents who are paid participants and subscribers in an MLS different from that of the listing broker?

And the answer is: No. The listing broker retains the right to determine the amount of compensation offered to subagents and buyer agents – which may be the same or different. The listing broker may offer compensation other than the compensation indicated on the listings published in WIREX provided the listing broker informs the other broker(s) in advance of their submitting an offer to purchase, and the offer of compensation is expressed as either a percentage of the gross sales price or as a flat dollar amount.

For example, a listing broker who is a participant in the SCWMLS may elect to offer a different compensation to participants and their agents who belong to another MLS that is part of WIREX. One way of accomplishing this is to use the private, broker-to-broker remarks: *If the cooperating broker and agent are not members of the SCWMLS, the offer of compensation is \_\_\_ % to subagents and \_\_\_ % to buyer agents.*



## CAPITOL BANK

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NMLS#586017



**Howard Cagle**  
NMLS#593729



**Cori Femrite**  
NMLS#594085

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**Habitat ReStore's Contractor Support Services**

The Habitat ReStore now offers new services exclusively for contractors, subcontractors, tradespersons and service professionals, such as REALTORS®. It knows you have little time to make donations and little space to store them. Call the Habitat ReStore to schedule a pick-up or drop-off and take advantage of:

- **48 Hour Pick-Up Guarantee:**  
Habitat will send a truck within 48 hours of your call - guaranteed!
- **Hassle-Free Drop-Offs:**  
Stop by during the ReStore's open hours and it will accept all of your donations.
- **On-Site Removal Experts:**  
Habitat has a skilled team that can travel to your location and assist with removing cabinetry, vanities, doors or lighting.

With Habitat ReStore, your donations get a second life and help fund decent, affordable homes in Dane County. Plus you can lower your waste removal costs and receive a receipt for your tax donation.

Habitat for Humanity ReStore  
4201 Monona Drive  
5906 Odana Road

608-661-2813 ext 7

[restoredane.org/contractors](http://restoredane.org/contractors)

**HOME OWNERSHIP MONTH**  
JUNE 2018  
*Celebrating the #HomeownerHero in you*

June is Homeownership Month, a time to celebrate and promote the dream of owning a home! This year, we're celebrating the ways homeowners (and homeowner advocates) make our communities happier, safer and more connected by recognizing every #HomeownerHero.

Want to get involved? Join in on the celebration all month long! Help us champion homeowners on social media by following our [Twitter](#) and [Facebook](#) pages and celebrating a #HomeownerHero in your life by using the hashtag on social media.

For more information, please go to <https://homeownershipmatters.realtor>.



**GOVERNMENT AFFAIRS**

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

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PARK HOTEL  
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MADISON, WI 53703

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

Democratic Party
  Republican Party
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**2018 RASCW  
SOUTHWEST ANNUAL  
GOLF OUTING**



**JULY 10<sup>TH</sup>**  
DODGE POINT COUNTRY CLUB  
1771 COUNTY HWY YD  
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[Click here for more information.](#)



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## Please Support Your RASCW Housing Foundation!



Down payment assistance like our Housing Foundation Home Start program can help to improve affordability of a home for many buyers. Your dollars help individuals and families own their homes, which benefits all.

The RASCW Housing Foundation, a non-profit 501(c)(3) organization, makes available to qualified applicants a low interest, deferred payment loan to be used for the down payment and/or closing costs associated with the purchase of a home. Since 1991, the Foundation has given out over \$2.4 million in loans to individuals and families in Southwest and South Central Wisconsin with family incomes at or below 80% of the county median income.

The main source of the Housing Foundation's funds come from the generous donations of RASCW REALTOR® and Affiliate Members. Because the Housing Foundation is a charitable organization, all donations are 100% tax deductible. In turn, we are able to give out 99% of the contributions we receive in the form of loans to borrowers due to the administrative support we receive from RASCW, our parent organization. You can be assured that your contribution is being used to help provide affordable housing to those who need it most.

If you would like to make a tax deductible donation to the Housing Foundation to help us continue our ability to help new homeowners, [please click here for further information](#).

Thank you for your support!

## 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.](#)

### 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

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



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**New Developments for Commercial Brokers 2018**

Members attending the New Developments for Commercial Brokers 2018 were treated to a fact-filled program on May 23rd at the Landmark Oaks. Thank you to **Brad Hutter**, **Brandi Zander** and **Tara Saleh Woodall** for making their site available for our program. The 360° view was spectacular!

**Thank you to our presenters:**  
Community Development Updates

- Adam Sayer, Director of Planning and Development, City of Verona  
[click here for presentation](#)
- Michael Zimmerman, Assistant City Administrator/Director of Community & Economic Development, City of Fitchburg  
[click here for presentation](#)
- Mike Davis, City Administrator, City of Middleton  
[click here for presentation](#)

Tax Reform

- Josh Ganshert, Partner, MST, CPA, Baker Tilly Construction and Real Estate Team  
[click here for presentation](#)

Key Legal and Regulatory Updates

- Tom Larson, Senior Vice President, Legal and Public Affairs, Wisconsin REALTORS® Association
- Cori Lamont, Director of Corporate and Regulatory Affairs, Wisconsin REALTORS® Association  
[click here for presentation](#)

And a big round of Thank You's to our generous sponsors:



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



Please join us at the June 22nd Lunch & Learn

Featuring Carrie Little, Real Estate Technology Trainer

[Click here for additional information.](#)



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## Calendar: June 15 - July 15

Monday, June 18

RASCW Nomination Committee Interviews  
9:00 am - RASCW/SCWMLS Conference Room

Wednesday, June 20

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

Green Lake-Ripon Chapter Golf Outing  
Registration 2:45 pm; Shotgun Start 3:30 pm  
Tuscumbia Country Club

Thursday, June 28

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

Wednesday, July 4

RASCW/SCWMLS Offices Closed  
Independence Day

Friday, July 6

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

Tuesday, July 10

Southwest Chapter Golf Outing  
12:00 pm - Dodge Point Country Club

Wednesday, July 11

Membership Networking Committee  
9:00 am - Preferred Title

Professional Development Committee  
10:00 am - Preferred Title

[CLICK HERE](#)  
RASCW EVENT  
CALENDAR

*is on our website!*

[CLICK HERE](#)  
COMMITTEE DESCRIPTIONS  
COMMITTEE SELECTIONS

*Join a RASCW committee today!*

[CLICK HERE](#)  
REGISTER FOR  
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### 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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### Retail Follows Rooftops: Commercial Real Estate and the Importance of Fair Housing

*A Note from the NAR President Elizabeth Mendenhall*

On April 11, 1968, seven days after the assassination of Dr. Martin Luther King, Jr., President Johnson signed the Fair Housing Act into law. The Act states "It is the policy of the United States to provide, within constitutional limitations, for fair housing throughout the United States", prohibiting discrimination based on race, color, religion and national origin. Six years later, the Act was amended to prohibit discrimination based on sex, and in 1988, the Fair Housing Amendments Act extended protection to persons with a disability and families with children. The requirements of the Act, and in addition, equal opportunity based on sexual orientation and gender identity, are incorporated into our REALTORS® Code of Ethics.

This year marks the Fair Housing Act's 50th Anniversary, and the National Association of REALTORS® has joined forces with our partners and allies in a yearlong awareness and action campaign. As REALTORS® who practice commercial real estate, perhaps you're questioning why or how this campaign matters to your business. While applications of the Fair Housing Act apply to residences only, fair housing makes us all stronger! The adage "retail follows rooftops" reminds us that we all have a stake in building dynamic, accessible communities. Fair housing is so much more than a list of dos and don'ts, rights and penalties, and mandatory continuing education. It touches on the core of who we are as REALTORS® and what we do, day in and day out, building strong communities, protecting property interests and promoting a vibrant business environment. Our businesses and livelihood depend on a free, open market that embraces equal opportunity – the Fair Housing Act helps to make this possible.

The 50th Anniversary was highlighted throughout the 2018 REALTORS® Legislative Meetings in Washington, D.C., May 14–19, including at a special event at the Smithsonian National Museum of African American History and Culture. Commemoration activities underscored how far we've come as both a society and as an association - and, more importantly, how much work still needs to be done. REALTORS® understand that our voices matter in this discussion - it's why 10,000 REALTORS® descend upon our nation's Capital annually to engage our legislators on issues that protect and promote private property rights.

When legislators and regulators meet with our members they become keenly aware of the key role real estate plays in the health of our nation and are more likely to champion and safeguard REALTORS® interests. It's critical for our policymakers to understand that REALTORS® who practice commercial real estate help revitalize communities by facilitating investments and promoting the sale and lease of commercial properties, enhancing neighborhoods and creating millions of jobs across the country. Our presence in Washington during the 2018 REALTORS® Legislative Meetings is a reminder that commercial practitioners help create the business and services that power great communities.

With the recent passage of HR 620, the ADA Education and Reform Act, we saw the difference REALTORS® can make when we come together and speak with one voice. NAR advocated strongly in support of HR 620, and I want to thank all of you who responded to our call-for-action ahead of the floor vote. Your action mattered! NAR looks forward to working with the Senate on crafting a companion bill and ultimately working to see this legislation passed into law.

Advocacy is a vital component of what REALTORS® do as stewards of the right to own, use and transfer private property. The Fair Housing Act is integral to our mission.

*From the Spring 2018 Edition of COMMERCIAL CONNECTIONS (Volume 18, Issue 2) National Association of REALTORS®*

See page 6 for additional Commercial Corner news and the June asking lease rates.

## WHEN IT COMES TO A MORTGAGE LENDER, CONSIDER US PREAPPROVED.

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[sbcpmyhome.com](http://sbcpmyhome.com)

Yeah, we can do that.

\*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.



NATIONAL ASSOCIATION of REALTORS®




**REALTOR SAFETY PROGRAM**

Regularly check privacy settings on your social media accounts, and make sure only approved contacts can see your posts and information. Keep separate personal and business accounts.

FOR MORE SAFETY TIPS FROM NAR, VISIT [www.NAR.realtor/Safety](http://www.NAR.realtor/Safety)

### 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  
July 10 and 17 • August 14 & 21

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




### Bocce Ball & Backpacks!

RASCW's Annual Tournament  
Wednesday, August 22<sup>nd</sup>



[Click here for more information.](#)

**WRA Tech Helpline – Toll Free 866-610-7997**




Your personal tech support team



For more information, please visit [www.wra.org/TechHelpline](http://www.wra.org/TechHelpline)

### Building, Buying or Remodeling?



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**Dawn Andersen**  
Assistant Vice President  
Senior Mortgage Loan Officer  
[Dandersen@oregoncommunitybank.com](mailto:Dandersen@oregoncommunitybank.com)

**Alan Lamb**  
Assistant Vice President  
Construction & Mortgage Lender  
[Alamb@oregoncommunitybank.com](mailto:Alamb@oregoncommunitybank.com)

**Roger Erickson**  
Senior Vice President of  
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608-849-3080

## MEMBERSHIP UPDATE

### NEW MEMBERS

**Michael Anderson**  
Great Day Real Estate

**Brei Barth-Fingerson**  
Restaino & Associates

**Julie Bolte**  
Century 21 Affiliated

**Tressy Brown**  
Century 21 Affiliated

**Mike Brunner**  
Stark Company, REALTORS®

**Paul Brunsell**  
Keller Williams Realty

**Craig Burk**  
Inventure Realty Group, Inc

**Bre Busker**  
First Weber Inc

**Jaz Campbell**  
Mode Realty Network

**Lyndon Cox**  
Castle Rock Realty LLC

**Robert Cox**  
Robert Cox Realty

**Loren D'Amico**  
eXp Realty, LLC

**Rahel Desalegne**  
Restaino & Associates

**Dick Eckburg**  
Key Realty, Inc

**Stacy Elaine**  
Mode Realty Network

**Kevin Euler**  
The Frugal Broker LLC

**Devin Fowler**  
NextHome Metro Group

**Susan Helms**  
Keller Williams Realty

**Kyle Henry**  
Home Buyers Marketing II, Inc

**Zach Herring**  
Keller Williams Realty

**Mark Hewitt**  
RE/MAX Preferred

**Kimberly Jenkins**  
First Weber Inc

**Tanner Kirchberg**  
Stark Company, REALTORS®

**Kraig Knudson**  
First Weber Inc

**Richard Knuth**  
C & C Realty

**Jason Konz**  
RE/MAX Preferred

**Tricia Leak**  
Keller Williams Realty

**Steven Lee**  
Koua Vang

**Tim McCarty**  
Alliance Realty Center, LLC

**Heather Morgan**  
First Weber Inc

**Dana Mosling**  
Stark Company, REALTORS®

**Cali Mumford**  
eXp Realty, LLC

**Jessica Nellen**  
Hurley Realty LLC

**Brittany Olivares**  
eXp Realty, LLC

**Glenn Parry**  
GateWay, Realtors®

**Alec Paxton**  
First Weber Inc

**Stephanie Potter**  
RE/MAX Connections

**Samantha Powers**  
Jim Sullivan Realty & Powers Auction Service

**Doug Ready**  
eXp Realty, LLC

**Heather Roach**  
Coldwell Banker Success

**Rick Roseneck**  
First Weber Inc

**Dieter Schaaf**  
Keller Williams Realty

**Brittany Schluter**  
First Weber Inc

**Mark Scimeca**  
Gold Bar Realty

**Heather Simon**  
Preferred Realty Group

**Mari Slobounov**  
Keller Williams Realty

**Melissa Sorum**  
Flat Fee Pros WI

**Carol Stamm**  
First Weber Hedeman Group

**Heather Taylor**  
First Weber Inc

**Melodie Tibbits**  
All American Realty LLC

**Shelbi Valek**  
Century 21 Affiliated Roessler

**Ashley Van Tassell**  
Rock Realty

**Desirae Wedell**  
RE/MAX Connect

**Terri Wegerle**  
Keller Williams Realty

**Michael Wenzel**  
Key Commercial Real Estate, LLC

**Dawn Wiegand**  
Keller Williams Realty

**Xue Yu**  
Coldwell Banker Success

#### AFFILIATES

**Eugene Bialozor**  
Sun City Inspections

**Michael Farber**  
BMO Harris Bank

**Don Hopkins**  
Don Hopkins Home Inspections, LLC

### MEMBERSHIP TRANSFERS

NAME	FROM	TO
<b>Jack Dail</b>	Keller Williams Realty	Century 21 Affiliated
<b>Crystal Hagedorn</b>	Stark Company, REALTORS®	eXp Realty, LLC
<b>Tu Le</b>	Realty Executives Cooper Spransy	Keller Williams Realty
<b>Amy Lewison</b>	Gold Star Real Estate LLC	Turning Point Realty
<b>Tara McKuen</b>	Realty Executives Cooper Spransy	1848 Real Estate
<b>Patrick Meyer</b>	Restaino & Associates	Sprinkman Real Estate
<b>Tom Meyer</b>	Restaino & Associates	Sprinkman Real Estate
<b>Dylan Miller</b>	Realty Group	Right on Target Real Estate, LLC
<b>Becki Ralyn</b>	eXp Realty, LLC	First Weber Inc
<b>Mary Ramsey</b>	Turning Point Realty	Great Day Real Estate
<b>Dan Schimelfenyg</b>	Stark Company, REALTORS®	eXp Realty, LLC
<b>Scott Slack</b>	Keystone Realty LLC	Century 21 Tri-County Real Estate
<b>Jim Vilstrup</b>	First Weber Inc	United Country Hamele Auction & Realty
<b>Polly Vilstrup</b>	First Weber Inc	United Country Hamele Auction & Realty
<b>Ashley Vossekuil</b>	Realty Executives Cooper Spransy	Inventure Realty Group, Inc
<b>Elissa Zollin</b>	Stark Company, REALTORS®	eXp Realty, LLC

### NEW OFFICES

**C & C Realty, Reedsburg, WI**

**Don Hopkins Home Inspections, LLC, Windsor, WI**

**Robert Cox Realty, Madison, WI**

**Congratulations to the 39 new Members who completed Orientation in May sponsored by Patrick Johnson and Amy Jacob from Johnson Bank.**

**Thank you to Bonnie Dixon, Tom Weber, Scott Walker, Robert Procter, Karen Gray and Mary Duff for imparting their wisdom and time as May Orientation Instructors.**

**You did an excellent job!**