



## RASCW

REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN



March 2016

Volume 21 • Number 3

### MARK YOUR CALENDAR

**March Madness Tip Off**  
Tuesday, March 15, 2016

Babe's, Madison

[Click here for more information.](#)

**RASCW & SCWMLS Offices**

**Closed at 12 noon**

Friday, March 25, 2016

**Construction 101**

Wednesday, April 6, 2016

WRA Education Center

[Click here for more information.](#)

**Appy Hour**

Wednesday, May 11, 2016

The Coliseum Bar, Madison

*Details to Follow*

[CLICK HERE](#)  
FULL EVENT CALENDAR

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Membership Update



## MARCH MADNESS TIP OFF

Join the RASCW Membership Networking Committee

**Babe's Madison**

**Tuesday, March 15, 2016**

**4:00 - 6:00 pm**

- Brackets to Fill Out (no cost) - *Must be present to register your bracket.*
- Appetizers
- Cash Bar Available
- Prizes for the Top 3 Winners & Last Place

**Great Opportunity to Network with  
Your Peers and Grow Your Business**

1st Place Prize:  
Basketball signed  
by Bo Ryan

## CONSTRUCTION 101

Wednesday, April 6, 2016

WRA Education Center, 4801 Forest Run Road, Madison

**Registration 8:30 a.m. • Program 9:00-11:00 a.m.**

Continental Breakfast Courtesy of Tim O'Brien Homes

#### PANEL:

**Jason Kratochwill**, Alterra Design Homes

**Brian McKee**, Midwest Homes

**Craig North**, Tim O'Brien Homes

**Alan Lamb**, Wisconsin Bank & Trust

**Cindy Wirth**, Preferred Title

#### MODERATOR:

**Michelle Gille**, First Weber

### Construction 101 – How to Work with Builders

Do your buyers have inventory woes? How about building? Attend this program and learn about the building process from a panel of local experts.

What are the benefits of new construction?

What's a model home vs a custom home?

What is your role as an agent working with a buyer?

How will you get paid?

What's involved with the construction loan process?

What's the difference between Turn Key and construction loans?

Come and get the answers to these questions and more!

**PLEASE REGISTER FOR THIS [FREE](#) PROGRAM BY EMAILING [BETH@WISRE.COM](mailto:BETH@WISRE.COM).**

# REALTOR® REVIEW

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

## OFFICERS OF THE ASSOCIATION

Dewey Bredeson, President	831-0500
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Tom Weber, Treasurer	221-8666

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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® 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® Word programs are also welcome.

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



## President's Message: Dewey Bredeson

Greetings Fellow REALTORS® and Fellow Citizens! Warning!!!! Political message ahead ...

(Note to Reader: I know I've just turned half of you off and you won't read any further because there is a political message ahead but please just read the 3 things you need to do.)

There are things you need to do, listed in order of importance:

1. **Vote**
2. **Stay Informed**
3. **Respond to Calls For Actions**

Now you are saying to yourself - Why? Because if you want to be able to make a living in real estate, protect private property rights and continue living in a free democracy it is your duty to do so. OK, the Calls For Action may or may not keep you living in a free democracy, but they will help your industry and they are free, so why wouldn't you?

(Congratulations if you are still reading, the following is the second thing you need to do.)

I just attended REALTOR® and Government Day put on by our Wisconsin REALTORS® Association. It was a fun afternoon with your lobbyists at WRA filling us in on all the legislation that passed this year that helps us in our day-to-day business. It was a lot - they have been working hard and were very successful this year. Governor Walker spoke to us and signed a bill into law that provides liability protection for real estate licensees by creating a two-year statute of limitations on lawsuits and codifies our ability as licensees to fill out forms. Then we met with our local state assembly representatives and senators - Senators Marklein, Miller, Olsen and Ringhand along with Representatives Born, Brooks, Hebl, Considine, Hesselbein, Subeck and Taylor. In addition, Julie Laundrie from Senator Erpenbach's staff and Mike Bruhn from Representative Loudenberg's office joined us. It was very nice of them to take time out of their busy schedules to meet with us. Kudos to Robert Procter, our Government Affairs Director, for his admirable job facilitating that meeting. Finally we met back at the Monona Terrace for a social hour.

Do not forget the three things you need to do! Oh, and as long as I'm giving out unsolicited advice, eat your vegetables. It will make your mom happy.



**Mike Watson**  
Mortgage Loan Officer  
NMLS #486766  
282.6177



**Santino VanDerWielen**  
Mortgage Loan Officer  
NMLS #283563  
282.6173

## Great Rates Are A Given

You help homeowners achieve their dreams. We help with very competitive rates and expertise. Want proof? Sign up for *Rate Watch* in our online mortgage center.



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Too much? No way!  
Our incredible service, innovative home loan products and local expertise inspire customers to channel their inner landscaper!

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

## REALTOR Benefits® Program



It's here! The REALTOR Benefits® Program 2016 Catalog is hot off the presses and is full of offers and discounts just for REALTORS®! Grow Your Business. Gain a Competitive Edge. Save Time & Money. Download your copy today at:

<http://www.realtor.org/sites/default/files/handouts-and-brochures/2016/2016-RBP-Catalog-v1.pdf>

## Get Realtor®

NAR's new campaign, "Get Realtor®," communicates REALTOR® brand value to consumers, targeting up-and-coming generations of home buyers, sellers, owners and investors. We want today's consumers to understand that REALTORS® are their competitive advantage in all things real estate.

"Get Realtor®" aims to "redefine the R" for current generations of home buyers, sellers and real estate investors. The campaign aims to build REALTOR® brand awareness and drive consideration of REALTORS®, especially among millennials and today's hyper-connected consumer.

We want consumers to know that REALTORS®:

- Are their competitive advantage
- Understand and have insights into local markets
- See what can't be uncovered in a simple online search
- Are consumer advocates; they will fight for consumers' real estate dreams

To learn more about the "Get Realtor®" ad campaign and to find campaign materials to use in your business, visit [www.realtor.org/consumer-advertising-campaign](http://www.realtor.org/consumer-advertising-campaign).

Others know rec land & country home financing.  
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www.msbonline.com

## MLS News

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



### South Central WI MLS Database Changes – March 29, 2016

*To further advance work being done to align data elements with the Metro Milwaukee and Northeast WI MLSs, the following changes will be made on March 29. There is still work to be done, but we have opted to break it into stages to minimize disruption in your work flow.*

Updated profile sheets can be found on the [Profile Sheet Portal](#). Profile sheets in ZipForms will also be updated.

#### Adding

- Additional 88 characters for Public Remarks (512 to 600)
- Dining **Area** level and dimensions
- Other Room 3 & 4 name pick list, level and dimensions
- Annual HOA Dues (vacant land)
- State VA as type of financing for sold listings
- Lot Description Feature - Horses Allowed and Sidewalk
- Heating/Cooling Feature - Gravity, Zoned Heating and Multiple Heating Units
- Water/Waste Feature – Community Well, Sand Point Well and Mound System
- Interior Feature – Indoor Pool (Single Family)
- Waterfront Feature – Boat Ramp/Lift
- Terms/Misc Feature – Relocation Sale
- Barrier Free Feature – Elevator/Chair Lift
- Condo Common Amenities Feature – Indoor Pool, Outdoor Pool and Boathouse (removing Swimming Pool)

#### Removing

- Type Feature - Fixer Upper
- Basement Feature - Unfinished
- Exterior Feature - Slate
- Lot Description Feature - Standard, On Dead End, Irregular and Interior
- Heating/Cooling Feature – Wood Burning Furnace

#### Changing

Current Other Room Name fields will be changed from free form entries to the pick list below. If you select Other, you may want to include the room name in the remarks. Please only select Other for actual rooms. Dimensions for decks, patios and garages should be mentioned in the remarks if noteworthy.

- |                  |                             |
|------------------|-----------------------------|
| - Bedroom        | - Bonus Room (above garage) |
| - Den/Office     | - Exercise Room             |
| - Foyer          | - Game Room                 |
| - Loft           | - Mud Room                  |
| - Rec Room       | - Screened Porch            |
| - Second Kitchen | - Sun Room                  |
| - Theater        | - Three-Season              |
| - Other          |                             |





The WRA recently passed four important pieces of pro-homeowner, pro-property owner and consumer-friendly legislation in Madison. Your support and advocacy for these issues makes continued legislative success possible. Thank you!

### Background:

**Chapter 452 Modernization (AB 456/SB 375):** Updates Chapter 452 of the Wisconsin statutes to address a number of key issues impacting the real estate industry, including creating an independent contractor safe harbor.  
**Status: passed.**

**Private Property Rights Package (AB 582/SB 464):** Better protects private property rights by improving the regulatory environment at both the state and local levels.  
**Status: passed.**

**Landlord/Tenant Bill (AB 568/SB 445):** Modifies current landlord-tenant law to better protect the interests of both tenants and landlords, including the option to expedite evictions for criminal activity.  
**Status: passed.**

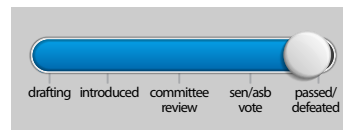
**Chapter 30 Reform Package (AB 600/SB 459):** Makes a number of changes to the Wisconsin statutes that regulate activities near navigable waterways.  
**Status: passed.**

### What's in play:

**Proposals:** Four pieces of legislation that are beneficial to the Wisconsin real estate climate.

### Bill status:

All four pieces of legislation passed and are awaiting Gov. Walker's signature.



The WRA engages in advocacy on behalf of REALTORS® and property owners through a variety of programs including:






# 5 STAR RATING!



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BANK**

Thank you for making us your  
5 star community bank!

Oregon Community Bank has earned the highest **5-Star** Superior rating from Bankrate.com's Safe & Sound® Star Ratings Service.



**Dawn Andersen** - NMLS 526254  
dandersen@oregoncommunitybank.com



**Ann Becker** - NMLS 1205336  
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**Laurie Miller** - NMLS 1252851  
lmiller@oregoncommunitybank.com



Member **FDIC** 

608-835-3168

NATIONAL ASSOCIATION of REALTORS®



SHOWING A PROPERTY GONE FOR THE DAY.

AT AN OPEN HOUSE, I'LL BE BACK BY 4PM

**REALTOR SAFETY PROGRAM**

Keep track of your colleagues.  
Have a check-out employee board at your office, listing your name, destination, customer name, date and expected return time.

FOR MORE SAFETY TIPS FROM NAR, VISIT [WWW.REALTOR.ORG/SAFETY](http://WWW.REALTOR.ORG/SAFETY)



### What's New at RPR – February 2016 by Reggie Nicolay, RPR

2016 is off to a great start for RPR users. In January alone, RPR squashed 37 of the 55 highest priority bugs we were tracking, and all thanks to input we received from our valued REALTORS®. During this time, we also managed to introduce some other useful improvements. Let's take a closer look ... [For more information, please click here.](#)

**Women's Council of REALTORS® Presents:**



**REALTORS® GOT TALENT**

[CLICK HERE FOR MORE INFORMATION](#)

**Integrity Home Inspections**  
of  
South Central WI, LLC

Ed Anderson - Owner  
Designing, Building, Inspecting  
for over 36 years.  
Certified Infrared Thermography Inspector

Monkey wrench not included.  
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Visit my Website for more information and prices [www.ihiscw.com](http://www.ihiscw.com)



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1916 - 2016

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Short Term  
Payments: Interest Only Monthly  
20% Minimum Down Payment

\*APR is based on a loan amount of \$75,000 and a 20% down payment. Offer valid for new consumer lot loan purchase transactions opened between 01/20/16 and 11/01/16. Subject to credit approval. Rates subject to change.

[BANKPDS.COM](http://BANKPDS.COM) | 555 PARK AVE | 608.643.3393

MEMBER FDIC LENDER

### Green Madison is Looking to Make a Big Impact

Do you have cold and drafty rooms in your home? Mold, moisture or ventilation issues in your home? Is your energy bill high in comparison to the size of your home? [An energy audit](#) will provide you a clear road map of what is going on in your home in terms of energy loss.

Green Madison is building a grassroots, community-based effort to significantly reduce Madison's energy use. Madison is one of 50 cities competing to win the Georgetown \$5 million energy prize. Green Madison is providing a financial incentive for Madison homeowners to have an energy audit during this competition.

Over the past several months Green Madison has hosted [energy house parties](#) in every Madison neighborhood. The energy house party format is fairly simple. The host offers his or her home as a platform for educating neighbors and friends about energy efficiency concepts. As a thank you for their efforts, hosts receive a free comprehensive energy audit. By taking an energy tour of the home, these parties show homeowners how even the most basic energy saving technologies, such as insulation, can significantly cut household energy use.

In our effort to win the Georgetown prize, Green Madison is looking to sign up more people to host house parties or have an energy audit. If you have considered having a home energy audit, but couldn't fit it into your schedule, this is time to do it. Contact [jen.rubin@greenmadison.org](mailto:jen.rubin@greenmadison.org) or check out <http://greenmadison.org/> if you want to learn more.

**RASCW Commercial Corner by Ralph Kamps and Dan Roseliep, CSC Co-Chairs**

Who is moving in to all these apartments? *Dan Roseliep*

Everyone sees the explosion of new apartment properties these past couple of years. I often get asked: Who is filling these up? That is a good question, and the answer isn't so simple. First of all the market is fragmented by housing type. In Madison, for instance, there is student housing, senior housing, pure market rate and affordable housing. It is not always possible to drive by any of these and know what type it is.

The economy has improved quite a bit since development peaked in the 2007 season. Energy prices recently have seemed to add to the improving economic picture. Unemployment, which has stubbornly stayed high, is showing some improvement finally. The recent picture of the multifamily market has been a good one. Overall home ownership which peaked at 69% before the Great Recession is at a low 65% today. National vacancy rates are below 5% and the cost of capital remains at historic lows.

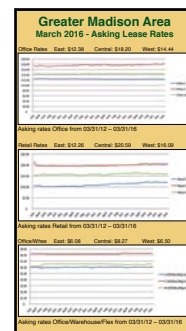
There are two segments of the market which will receive the most attention from developers and investors. The first is the millennials or, as they are referred to sometimes, the echo boomers. There is finally some movement from the parents' house to the first apartment along with other employment related factors. The second hot place to focus is the senior market. Downsizing and retirement as well as health related moves will solidly drive this cohort for many years to come.

The future looks good for apartment buildings. Location and job growth remain high on the list of things to look for when purchasing. Luxury Class A units will run their course sooner so the rehab and value add plays should be the best investment types to look at. It goes without saying that affordable housing of all categories will remain strong as it has since the end of the Second World War.

#### RPR Commercial *Ralph Kamps*

If you are interested in commercial real estate you definitely need to get a login and password for RPR Commercial. Loads of demographic data, ESRI Tapestry Data, analysis and other tools for the commercial practitioner is available. You can blend the data with the MLS or commercial information exchange (such as Property Drive, Loop Net, etc.) for a world class report for your clients.

Here is the link: <http://blog.narrpr.com/commercial/> plus a 24 hour hotline and chat to help walk you through the sign up. Look for training and other course information from RPR Commercial on the web site coming soon.



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

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

State Bank of Cross Plains offers 110 years of experience and above-and-beyond service, so when you refer a client to us, you're referring them to someone both you and they can trust. And with our easy online or in-person preapproval process and \$500 credit\* on closing costs, a referral to us is a referral to stress-free financing.

(608) 497-4640



Yeah, we can do that.

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

\*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, Foundations for Families product, VA, FHA or USDA loans. This offer is available for loans with applications dated from March 1, 2016 through April 30, 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: March 15 - April 15

**Tuesday, March 15**  
March Madness Tip Off  
4:00 pm – Babe's Grill & Bar

**Wednesday, March 16**  
Be a Hero – Down Payment Assistance Program  
8:30 am – WRA Education Center

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

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

**Friday, March 18**  
New Member Orientation  
10 am – WRA Education Center

**Thursday, March 24**  
RASCW Board of Directors  
9:00 am – RASCW/SCWMLS Conference Room

**Friday, March 25**  
RASCW/SCWMLS Offices Closed  
12:00 pm – Good Friday

**Monday, March 28**  
Paragon™ Basic  
9:30 am – SCWMLS Training Room

**Friday, April 1**  
MLS Committee  
9:00 am – RASCW/SCWMLS Conference Room

**Wednesday, April 6**  
Construction 101  
8:30 am – WRA Education Center

Membership Networking Committee  
9:00 am – Preferred Title

Paragon™ Basic  
9:30 am – SCWMLS Training Room

**Thursday, April 7**  
Affordable Housing Equal Opportunities Committee  
9:00 am – RASCW/SCWMLS Conference Room  
Wednesday, April 13

RASCW Housing Foundation Directors  
8:30 am – Egg & I

**Thursday, April 14**  
Professional Development Committee  
9:00 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  
PARAGON™ TRAINING**

*on-site classes & webinar based*

### SAVE THE DATE:

**March Madness Tip Off**  
Tuesday, March 15, 2016  
Babe's, Madison  
[Click Here for Details](#)

### SAVE THE DATE:

**Construction 101**  
Wednesday, April 6, 2016  
WRA Education Center, Madison  
[Click Here for Details](#)

### SAVE THE DATE:

**Appy Hour**  
Wednesday, May 11, 2016 (3-5 p.m.)  
The Coliseum Bar, Madison  
Details to Follow

## \$499 Flat-Fee Closing Costs\*

Help your clients save on their dream homes with our \$499 flat-fee closing costs\* and low rates on a seven-year ARM.

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



## Continuing Education

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

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

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

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

### Elective Topics (Licensees must take two of the following)

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

### Upcoming Classes at WRA (Madison)

- March 17: CE 3 (8:30 am) and CE 4 (1:00 pm)
- March 24: CEA (8:30 am) and CEC (1:00 pm)
- April 7: CE 2 (8:30 am) and CE 1 (1:00 pm)

Register at [www.wra.org](http://www.wra.org).  
Click on the Continuing Education tab.

## Project Home "Home Maintenance Classes"

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

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

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

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

Wed. Mar. 9

**All Things Painting: Tips from a Pro**  
Madison Central Library Room 302

Wed. Mar. 30

**Basic Spring Home Maintenance**

### 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 – 9:30 pm • March 8 and 15

Saturday 8:30-5:00 pm • March 19

Tuesday 6:00 – 9:30 pm • April 12 and 19

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

*let's* **TALK MORTGAGES.**

We'll keep you and your buyer informed through every step of the loan process, and close your deals on time.

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\*No or low closing cost option is only available for fixed-rate, 30-year-term conventional mortgages sold to Fannie Mae. Must be for the purchase or 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, and lender's title insurance. \*\* #1 mortgage lender based on number of mortgages recorded with Dane Co. register of deeds. Offer valid until 12/31/2015.



## MEMBERSHIP UPDATE

### NEW MEMBERS

**Shane Baganz**  
Stark Company, REALTORS®

**Sue Baumer**  
eXp Realty, LLC

**Mary Berry**  
First Weber Inc

**Michael Brennan**  
Century 21 Affiliated

**Linnea Burk**  
Keller Williams Realty

**Lisa Heiar**  
First Weber Inc

**Ryan Hodel**  
Fourcap Real Estate

**Brian Hoppe**  
United Country Hamele Auction & Realty

**Ashley Jacobs**  
Keller Williams Realty

**Tanya Klubertanz**  
Dwellhop, LLC

**Amber Larson**  
Century 21 Affiliated

**Katie Lichtie**  
Stark Company, REALTORS®

**Jeremy Manthey**  
Keller Williams Realty

**Apollo Marquez**  
Keller Williams Realty

**Douglas Nelson**  
New Home Star Wisconsin LLC

**Sara Northouse**  
Restaino & Associates

**Jesse Pycha-Holst**  
Solidarity Realty, LLC

**Adam Russell**  
Century 21 Tri-County Real Estate

**Robert Ryde**  
New Home Star Wisconsin LLC

**John Skatrud**  
Madison Realty Group

**Jeff Steckel**  
Stark Company, REALTORS®

**Jeremy Teske**  
Building Equity Development

**Chantel Torkelson**  
Century 21 Affiliated

**Tracie Tuescher-Johnson**  
Century 21 Zwygart Real Estate

**Cat Williams**  
Clayton Real Estate & Auction

#### AFFILIATES

**Bryan Bazan**  
Bank of Sun Prairie

**Brad Beghin**  
Pillar To Post Home Inspection

**Craig Freng**  
Bank of Sun Prairie

**Michelle Hahn**  
Bank of Sun Prairie

**Lyle Schober**  
Century 21 Affiliated

**Leonard Wilkosz**  
Wolf Home Inspection LLC

**Congratulations to the 34 new Members who completed Orientation in February sponsored by Rebecca Laird and AmeriSpec Home Inspection Services.**

### MEMBERSHIP TRANSFERS

NAME	FROM	TO
Kate Baldukas	Keller Williams Realty	eXp Realty, LLC
Nicole Charles	Keller Williams Realty	eXp Realty, LLC
Alejandra Creech	Keller Williams Realty	eXp Realty, LLC
Michael Fujihira	Realty Executives Cooper Spransy	New Home Star Wisconsin LLC
Karen Gauer	Fred Kaping Realty, LLC	Dynamic Realty Group, LLC
Lindsay Hagens	Keller Williams Realty	eXp Realty, LLC
Gretchen Heberling	Geiger, REALTORS®	Realty Executives Cooper Spransy
Jim Jerg	Keller Williams Realty	eXp Realty, LLC
Mary Lausted	Keller Williams Realty	Century 21 Affiliated Southwestern Realty
Ronna Lefebber	Keller Williams Realty	eXp Realty, LLC
Jennifer Luedtke	Keller Williams Realty	eXp Realty, LLC
Derek Mengar	First Weber Inc	Accord Realty
Christian Schartner	Stark Company, REALTORS®	Keller Williams Realty
Tya Kottler	Century 21 Affiliated Roessler	Sprinkman Real Estate
Pat Sternad	First Weber Inc	Badger Realty Group
Juanita Tomlinson	Fast Action Realty	Keller Williams Realty
Risa Topper	Keller Williams Realty	Century 21 Affiliated Southwestern Realty
Dick Zentner	Keller Williams Realty	Century 21 Affiliated

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### NEW OFFICES

**Dynamic Realty Group, LLC**  
Beaver Dam, WI

**New Home Star Wisconsin LLC**  
Fontana, WI

**Pillar To Post Home Inspection**  
Stoughton, WI

**Wolf Home Inspection LLC**  
Madison, WI



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