



## RASCW

REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN



September 2015

Volume 20 • Number 9

### MARK YOUR CALENDAR

#### Trivia Extravaganza

Wednesday, October 7

[Click here for more information.](#)

#### Ghoulish Gallop & Irv Stein Memorial Walk

Saturday, October 17

McKee Farms Park

[Click here for more information.](#)

#### RASCW Annual Membership Meeting and Awards Night

Thursday, November 19

Blackhawk Country Club

[Click here for more information.](#)

[CLICK HERE](#)

RASCW EVENT CALENDAR

Updated 9/9/2015

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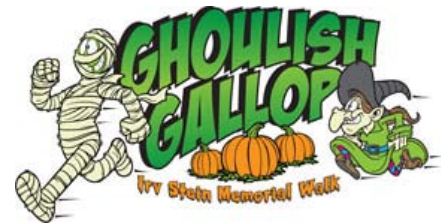
Cindy Strange "Pay It Forward" Award

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Membership Update

## 21st Annual RASCW Ghoulish Gallop & Irv Stein Memorial Walk

**SATURDAY,  
OCTOBER 17, 2015**  
MCKEE FARMS PARK,  
FITCHBURG



10K & 5K Run/Walk

To Benefit:



[www.ghoulishgallop.com](http://www.ghoulishgallop.com)

Click here to  
**REGISTER NOW**

for the \$30 Advance Entry Fee.

Advance registration discount ends  
Wednesday, September 30.

Check out our new  
courses for 2015!  
[www.ghoulishgallop.com](http://www.ghoulishgallop.com)

**VOLUNTEERS NEEDED!**  
Click here to sign up on *volunteer spot*.

## Check out our new website design! [www.rascw.org](http://www.rascw.org)



# REALTOR® REVIEW

A REALTORS® Association of  
South Central Wisconsin  
Publication

## OFFICERS OF THE ASSOCIATION

Mary Duff, President 443-4815  
Kristine Terry, Vice President 393-0891  
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## EDITORIAL STAFF

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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: Mary Duff

"Autumn is a season followed immediately by looking forward to Spring." – Anonymous



While we are likely still quite busy with transactional work, autumn is a good time for us to take in some classes and engage in business planning as we plan for the new year. With that, I am looking forward to seeing friends and meeting new colleagues from all over our great state at this year's WRA Annual State Convention next week in Wisconsin Dells! Navigating Excellence sounds like a terrific theme to inspire a fruitful 2016!

While there, I hope to run into some new RASCW Members. We are pleased to announce the merger of membership and jurisdictional territories of RASCW with Green Lake County – Ripon Area Board of REALTORS®. RASCW now encompasses the area #15 on the map.

Ellen Koeppen of Green Lake Real Estate will be installed onto our Board of Directors in January 2016, representing this new RASCW territory. We are thrilled to welcome Ellen and all of our new Members.

As you can note on the map above, we have extensive areas to cover with our membership. We very much look forward to bringing our Members together in our events and educational opportunities throughout this fall and into the New Year. The best way to learn about the many benefits of membership is to get involved in a [committee](#) or by attending an [event](#). You may discover more on our brand new web site! Check out the calendar specifically at <http://www.rascw.org/events> and sign up to attend an event or two – you won't be sorry!

Once you have some new RASCW experiences under your belt, you'll be looking forward to an even more productive and joyful Spring – here's to Autumn!



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.

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Fax: (608) 240-2801

Items submitted in Microsoft® Word programs are also welcome.

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



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## RASCW Annual Meeting and Awards Night Thursday, November 19, 2015

Blackhawk Country Club (3606 Blackhawk Drive, Madison)

Registration/Networking: 5:30 p.m. • Food Served: 6:30 p.m. • Program: 7:00 p.m.

Cost: \$25.00 • Menu: Heavy Hors-d'Oeuvres • Cash Bar

### Meeting Highlights Include:

- State of the Association Address by RASCW President Mary Duff
- State of the MLS Address by SCWMLS President Bev Anderson
- Recognition of REALTOR® of Distinction & Affiliate of Distinction
- Presentation of Membership Year Pins and Emeritus Members
- Presentation of Ghoulish Gallop Proceeds to RASCW Housing Foundation
- Presentation of Cindy Strange "Pay It Forward" Award
- Recognition of Outgoing Committee Chairs, Directors and Presidents

[Click here for more information or to register.](#)

## MLS NEWS

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



### August 19 Paragon™ Updates:

- The mapping search tool bar was updated to allow for better navigation. Address search is more prominent and menus open more efficiently & include better tool tips.
- If there are many results displayed in one area on a map, a new cluster control now gathers them as one dot labeled with the number of listings the dot represents. Double clicking the dot expands the area to show all the matches. This new control allows the number of properties displayed to be increased from 250 to 500.
- After adding the parcel overlay to a map, you can click on the parcel to see more information such as lot dimensions, lot acres/sqft, and latitude/longitude.
- To help you monitor your co-broke solds, the market monitor now includes a category for "Sold Within Six Months" under the My Info tab. This shows all listings you have sold (list side and sale side) for the past six months.

### New Threshold for Price Change Auto Emails

A new threshold control has been added to Paragon™ to limit email auto notifications of price changes such that emails are now only sent from Paragon™ if the price change is at least .5%. This setting will hopefully eliminate the practice of \$1 price changes to gain exposure.

### Vacant Land on Zillow

Zillow does not allow multiple listings with the same address to be included on their website. This causes issues with vacant lots that do not yet have a street number. Instead of leaving the street number blank or entering 0, enter the lot number as recorded in the legal description to make it unique and distinguish it from other listings on the same street. For example, if you list Lot 7 on Main St enter the street number as L7. This also makes the listing unique for Paragon™ history tracking. As with all vacant lots that have not yet been assigned a street number, please check the map placement as an adjustment will most likely be needed.

### Showing New Construction – Make an Appointment

We have had reports of agents showing new construction properties without first making a showing appointment. All showings require an appointment, including new construction, unless stated otherwise in the showing instructions.



### Suitcases For Kids

The 2015 RASCW Suitcases For Kids campaign collected 37 suitcases and 2 boxes of toiletries. This brings our total suitcases collected to date to 1633.

We contacted each county represented in the RASCW area as of July 1st. We were able to provide duffle bags, backpacks and suitcases along with toothbrushes, toothbrush holders, toothpaste, soaps, hand sanitizer, dental floss and deodorant to children in foster care in Crawford, Dane, Grant, Iowa, Lafayette and Richland Counties

*We wish to thank everyone who contributed for their generous donations.*

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## RPR Mobile Now Optimized for Tablets

If you believe in the phrase, "Show, don't tell" then you will love the latest update from Realtors Property Resource® (RPR®).

RPR Mobile™ is now optimized for iPad and Android Tablets. The new refactored design makes it a snap to show clients the complete story to any U.S. property. The lightweight, always-on nature of Tablets matched with the power and depth of the RPR Mobile app create a winning combination for REALTORS®.

The newly optimized version of RPR Mobile delivers a reworked home screen that includes a larger map, wrapped with local market trends and sales activity. It's easy to imagine engaging your clients with the maps, even pressing into recently listed or sold properties when they want to know more.

Another cool feature of the enhanced Map view is the ability to view properties in list view, —which makes sorting a breeze. A simple swipe to the left on any property shows buttons to add a note, create a report, call the listing agent, and save the property for quick access later.

By simply pressing on a property, the full property record will appear, highlighting owner info, tax, mortgage, historical and distressed data, and school information.

Then easily send any of this information in a client-friendly report, branded with your photo, logo and contact information.

### Getting Started

Now for the important part: To get the app, visit the App Store or Google Play Store on your device. Search RPR Mobile. Install it. If you have any questions with creating your account, [start here](#).



REALTORS' ASSOCIATION OF SOUTH CENTRAL WISCONSIN

Limited Space! Sign up Now!

# Trivia Extravaganza

Wednesday, Oct 7<sup>th</sup> 2-5pm | \$25 per Team  
The Coliseum Bar, 232 E Olin Ave | Teams up to 5

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

## Did you know?

All net proceeds from the Ghoulish Gallop go directly to the RASCW Housing Foundation, which in turn uses 99% of the money it receives to issue down payment assistance loans to lower income families.



Visit our event [WEBSITE](#) or follow us on [FACEBOOK!](#)

## We're Prepared for RESPA-TILA Changes – Are You?

- ▶ Clients must receive their Closing Disclosures a minimum of three business days prior to closing.
- ▶ Last minute changes, amendments or negotiations that impact these documents after a loan is approved will delay closings.

We're ready for the changes and will help your clients through the process in a timely manner. See how RESPA-TILA changes impact your clients. Watch our video at [youtube.com/uwcredunion](http://youtube.com/uwcredunion).



## Nominations Sought for Recognition

Please take a moment to nominate RASCW members for the 2015 REALTOR® of Distinction award and the 2015 Affiliate of Distinction award.

Criteria for the REALTOR® of Distinction award include service to the local real estate industry/market, actively working in real estate, contribution to RASCW, respected by peers and has exhibited something extraordinary during the past 12 months. Nominees must have been a REALTOR® for at least 5 years.

Criteria for the Affiliate of Distinction award include exhibiting excellence in his or her field and contributing to the Association. Nominees must have been a RASCW Affiliate member for at least 2 years.

The Recognition Selection Committee will select both award recipients. This Committee is comprised of the RASCW President, one RASCW Director, one past REALTOR® award recipient, one current RASCW Committee Chair, the SCWMLS President or a SCWMLS Director and two RASCW members at large.

Click here ([REALTOR®](#) or [Affiliate](#)) for the nomination forms. Nomination deadline is September 18, 2015. Award recipients will be honored on November 19, 2015 at the RASCW Annual Meeting and Awards Night. [Click here for further meeting details.](#)

Please contact Janine Smith at the RASCW office at (608) 240-2800 or [jsmith@wisre.com](mailto:jsmith@wisre.com) if you have any questions.

## September is REALTOR® Safety Month

*Knowledge. Awareness. Empowerment.* These are the core components of REALTOR® Safety. And helping our members understand the risks they face can mean the difference between life and death.

To help remind us to know the dangers we face every day, to be aware of our surroundings, and empower ourselves with precautions and preparations so that we can avoid risky situations, and as part of NAR's ongoing efforts to keep our members safe, we dedicate September as REALTOR® Safety Month. This is just the start of our commitment to empowering our members. For more information, please go to [www.realtor.org/topics/realtor-safety](http://www.realtor.org/topics/realtor-safety).

# Mortgage Lending

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**Linda Oelke-McNamer**  
Vice President, Mortgage Lending  
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## Investing in Assisted Living

*A joint seminar on opportunities in assisted living in Wisconsin*

September 25, 2015  
9 am – 12 pm

Holiday Inn Madison – American Center  
5109 West Terrace Drive

The fastest segment of long-term care in Wisconsin continues to be assisted living (AL). In 2003, there were 2,269 AL communities with a capacity of 30,411. At the end of 2014, with 3,594 AL Communities and a capacity of 48,750, the growth has been consistent – 60% in just a decade. With the aging of the baby boomer generation, it is anticipated that this growth will continue. What are the possibilities and opportunities for you?

Presented by:

Wisconsin Assisted Living Association  
Wisconsin REALTORS® Association  
First Bank Financial Centre  
Senior Care Realty  
REALTORS® Association of South  
Central Wisconsin

Registration Fee: \$100/person (\$125/person after September 4). A 10% discount is available for RASCW members. Please indicate your membership when registering.

To register: <https://www.ewala.org/networkingtraining/2015/IndependentSeminar.cfm>

Questions: Contact WALA at  
[info@ewala.org](mailto:info@ewala.org).

by Ralph Kamps and Rob Helm, CSC Co-Chairs

**Are we finally getting a rebound in the office market?**

2015 marks a solid improvement nationally in commercial real estate. Strong leasing activity led to a vacancy decline of 246 basis points in industrial type properties and a 137 basis point reduction in retail vacancy since last year. Sales of commercial properties also showed strong growth. In the metro markets measured by the National Association of REALTORS®, sales volume was up 36% over 2014. Prices (as expressed in \$/SF) were up 3.1%, a rate of increase that was relatively consistent across all types of commercial real estate. This extends a general trend of increasing prices for commercial real estate that began in early 2010.

Office type properties have been lagging behind other commercial sectors throughout the recent years of economic recovery. So far in 2015, substantial job gains in financial and professional services, health and education has stimulated activity in office leasing. The NAR reports that the office vacancy rate declined 65 basis points this year to 15.3%.

In the Madison area market, the office sector notched over 200,000 SF of positive net absorption during the first half of the year; far surpassing the pace for 2014 when there was 67,000 SF of positive net absorption for the entire year. The overall vacancy rate for office declined to 12.6%, which is the lowest rate in years, down from 15.8% at the end of 2010.

The industrial sector extended its run of positive leasing activity with a net absorption of 121,000 SF of space so far this year in the Madison metro area. The industrial vacancy rate is now at 4.8%. Retail properties had modest gains in net absorption; the retail vacancy rate is now at 5.2%. The low vacancy for both retail and industrial space may now be a limiting factor in leasing activity. While asking rental rates are stable for industrial property, they increased slightly for retail.

The pace of Dane County commercial real estate sales has been generally slower than the national trend. Locally, commercial sales numbers and the total dollar volume of those sales for the first six months of 2015 were flat when compared to the same period of 2014. On the other hand, sales of office buildings have increased and the total dollar volume of those sales more than doubled the volume of 2014. Office building sales represent a larger piece of the local commercial sales pie this year and also reflect a move toward larger sales and sales of better quality office buildings.

**Some of my favorite links of the month plus cool commercial real estate apps. RSK says:**

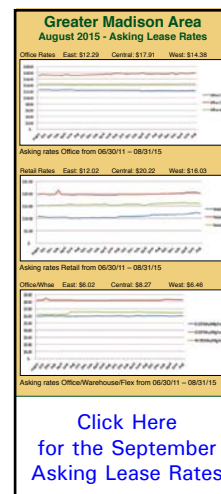
If you haven't tried [RPR Commercial](#) you are missing out on a super tool for commercial real estate.

In fact why not sign up for one of the [introductory sessions on line for RPR Commercial](#) - and if you can't make it at that time they will send you the recording. Can't beat that.

#3 seems to be the lucky number. [Magic Plan](#) is a cool app. Who cares how it works...it just does.

Here are [two more cool and productive apps](#) for commercial real estate worth the quick download.

Of course you can get all the latest commercial real estate information in our weekly Cirex News & Views email blast for free. Just email me at [rsk@cirex.com](mailto:rsk@cirex.com) and we will put you on the list.



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## Calendar: September 15 - October 15

**Wednesday, September 16**  
Ghoulish Gallop Committee  
8:30 am – First Weber Fitchburg

**Thursday, September 17**  
New Member Orientation  
8:30 am – WRA Education Center

**Monday, September 21**  
Real Estate 2015 and Beyond  
11:00 am – Bakke Center

**Tuesday, September 22**  
RASCW Housing Foundation  
8:30 am – RASCW/SCWMLS Conference Room

**Wednesday, September 23**  
Recognition Committee  
10:00 am – RASCW/SCWMLS Conference Room

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

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

**Thursday, October 1**  
Affordable Housing Equal Opportunities Committee  
9:00 am – RASCW/SCWMLS Conference Room

**Friday, October 2**  
MLS Committee  
9:00 am – RASCW/SCWMLS Conference Room

**Wednesday, October 7**  
Membership Networking Committee  
9:00 am – Preferred Title

Trivia Extravaganza  
2:00 pm – Coliseum Bar

**Thursday, October 8**  
Professional Development  
9:00 am – RASCW/SCWMLS Conference Room

SW Membership Networking Committee  
9:30 am – Livingston Bank, Platteville

**Friday, October 9**  
New Member Orientation  
10:00 am – WRA Education Center

[CLICK HERE](#)  
**RASCW EVENT  
CALENDAR**

*Updated 9/9/2015*

[CLICK HERE](#)  
**COMMITTEE DESCRIPTIONS  
COMMITTEE SELECTIONS**

*Join a RASCW committee today!*

[CLICK HERE](#)  
**REGISTER FOR  
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*on-site classes & webinar based*

### In Memoriam – Keith Sorenson



Our sincere condolences go to the family and friends of **Keith Sorenson** who passed away August 22, 2015 after a courageous battle with cancer. Keith served on the then Madison Board of REALTORS® Board of Directors and held REALTOR® Emeritus status – having been a REALTOR® member from 1966 to his retirement at the end of 2014. Thank you Keith for your contributions to our association.

### 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

When: Saturday, September 26  
8:30 am - 4:00 pm

Tuesday, October 13 and 20  
6:00 pm – 9:30 pm

To register, please call Michelle at Project Home 608-246-3737 Ext.2000 or email [MichelleK@ProjectHomeWI.org](mailto:MichelleK@ProjectHomeWI.org). Space is limited.

### The Madison Metro Women's Council of Realtors Presents....



Emcee –  
Christine Bellport,  
NBC Channel 15

**When:** October 8, 2015  
5:00 – 9:00 pm

**Where:** The Marriott Hotel and  
Convention Center West  
Middleton, WI

**Ticket Price:** \$35 in advance  
\$40 at the door

Limited number of tickets available, so  
buy NOW for this fun event!

Order tickets online at  
[www.wcrmadison.org](http://www.wcrmadison.org) or  
[www.BrasforaCauseMadison.ORG](http://www.BrasforaCauseMadison.ORG)



For questions, Sponsorship opportunities or  
Auction donations, contact  
Shelley Reynolds at 608.957.3135  
[sreynolds@EncoreBuildsMadison.com](mailto:sreynolds@EncoreBuildsMadison.com)

#### What is Bras For A Cause?

The 5th Annual WCR Bras for a Cause is an entertaining and hilarious male runway show where local professionals, CEO's and celebrities model decorated bras for the roaring crowd!

A live auction, a silent auction, food and music donated by Juke Box Bandstand is organized by the Women's Council of Realtors in Madison.

A majority of the proceeds benefit an amazing local organization—

**Breast Cancer Recovery**

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

'Like us' on Facebook at  
Bras for a Cause Madison!



## 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 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 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)

- October 1: CE 2 (8:30 am) and CE 1 (1:00 pm)
- October 8: CE 4 (8:30 am) and CE 3 (1:00 pm)

### Upcoming Classes in Green Lake

- October 1: CE 1 (8:30 am) and CE 2 (1:00 pm)
- October 15: CE 3 (8:30 am) and CE 4 (1:00 pm)
- October 29: CE B (8:00 am) and CE C (1:00 pm)

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

## Cindy Strange "Pay It Forward" Award

"Success is always sweetest when it's shared." That was the mind set of Cindy Strange. She also believed in giving people more than they'd expect was the way she wanted to live.

Cindy was a long-time and highly valued Member of RASCW whose untimely death in 2006 shocked us all. She was recognized as the RASCW Affiliate of the Year in 2004. Her personality and inspiration are missed by all that knew her.

In wanting to preserve and honor her outstanding qualities, RASCW is proud to present the 2015 Cindy Strange "Pay It Forward" Award to a REALTOR® or Affiliate Member who demonstrates those same qualities. The Award will be presented to a RASCW Member who is unselfish with his or her time, is involved with the Association and shows contagious enthusiasm in all they do, whether it is serving on committees, participating in or sponsoring RASCW events. The individual nominated is always looking for ways to give to the real estate industry and community without expectation of return.

The recipient for the Award will receive the proceeds from the RASCW Cindy Strange Memorial Golf Outing to present to the charity of his or her choice. The Award will be presented on November 19, 2015 at the RASCW Annual Meeting and Awards Night, along with the presentation of the check to their charity.

If you would like to nominate a REALTOR® or Affiliate Member, please send his or her name, company and how this individual demonstrates the spirit and qualities of this Award to:

Mike Jiru at [mike.jiru@sheltermortgage.com](mailto:mike.jiru@sheltermortgage.com) or to Carla Nowka at [cjm@ptitle.com](mailto:cjm@ptitle.com)

Nominations must be received by Thursday, October 1, 2015.

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\* Closing cost credit valid on construction loans and first mortgage purchase and refinance transactions that are for primary residences and second homes. Offer does not apply to lot loans, home equity loans or home equity lines of credit, or our Foundations for Families products. This offer is available for loans with applications dated from October 20, 2014 through April 1, 2015. The closing cost credit will be applied at the time of loan closing. This offer cannot be used with other State Bank of Cross Plains mortgage offers and is subject to change.

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## MEMBERSHIP UPDATE

### NEW MEMBERS

**Pedro Arraya**  
Keller Williams Realty

**Jeff Bennett**  
Keller Williams Realty

**Susan Benz**  
First Weber Inc

**Ryan Breininger**  
Century 21 Complete Service Realty

**Mark Brown**  
Stark Company, REALTORS®

**Chris Buttrum**  
Homewire, Inc

**Abby Byrne**  
First Weber Inc

**Christine Carter**  
Christine E Carter Real Estate Appraiser

**Lori Connor**  
Connor Realty, LLC

**Zach Figiel**  
Keller Williams Realty

**Helen LaRae Gavic**  
First Weber Inc

**Linda Goethel**  
RE/Max Grand

**Austin Hanthorn**  
Rock Realty

**Tara Harris**  
RE/Max Ridge-N-River

**Ted Hingtgen**  
Clayton Real Estate & Auction

**Robert Hughes**  
Maureen N Thomas, Broker

**Jamie Judd**  
Judd Realty, LLC

**Samina Khan**  
Bunbury & Associates, REALTORS®

**Erik Koch**  
Bunbury & Associates, REALTORS®

**Ronna Lefebber**  
Keller Williams Realty

**Sharon Mack**  
Fort Real Estate Company

**Kathleen Manger**  
Allen Realty, Inc

**Cali Mumford**  
Keller Williams Realty

**Lena Oberwetter**  
First Weber Inc

**Ashley Paul**  
Century 21 Affiliated

**David Perry**  
First Weber Inc

**Joe Reuter**  
Tri-County Realty SWLLC

**Anna Rivera**  
First Weber Inc

**Julie Shadel**  
Century 21 Affiliated

**Patrick Sierra**  
Stark Company, REALTORS®

**Sean Sweeney**  
Wisconsin Dells Realty, Inc

**Maureen Thomas**  
Maureen N Thomas, Broker

**Kiki Wessell**  
First Weber Inc

**Brian Wroblewski**  
The Frugal Broker LLC

Congratulations to the 44 new Members who completed Orientation in August sponsored by Gary Mason and Home Check Inspection Service, LCC.

Thank you to Tom Weber, Judi Kessler, Cindy Ulsrud, Robert Procter, Kevin King, Sara Whitley and Mary Duff for sharing their knowledge and time as August Orientation Instructors. You did an excellent job!

### MEMBERSHIP TRANSFERS

NAME	FROM	TO
Jackie Brown	Keller Williams Realty	Lauer Realty Group, Inc.
Julie Busche	Keller Williams Realty	Inventure Realty Group, Inc
Jack C Cheng	First Weber Inc	Keller Williams Realty
Andrea Davitt	Keller Williams Realty	Lauer Realty Group, Inc.
Mark Gladue	Keller Williams Realty	Lauer Realty Group, Inc.
Shelly Holmes	Platteville Realty LLC	Newline Real Estate, LLC
Peggy Kelbel	Lake & City Homes Realty	Integrity Realty
Heidi Kelley	Keller Williams Realty	Homewire, Inc
Liz Lauer	Keller Williams Realty	Lauer Realty Group, Inc.
Rachel Millar	Century 21 Affiliated	Badger Realty Group
Tobi Silgman	Keller Williams Realty	Lauer Realty Group, Inc.
Scott Sklare	Rock Realty	Homestead Realty
Ben Tracy	Keller Williams Realty	ALTUS Commercial Real Estate, Inc.
Rachel Whaley	Keller Williams Realty	Lauer Realty Group, Inc.

### NEW OFFICES

**Connor Realty, LLC**  
DeForest, WI

**HomeWire Realty**  
Wauwatosa, WI

**Integrity Realty**  
Madison, WI

**Lauer Realty Group, Inc.**  
Madison, WI

**Maureen N Thomas, Broker**  
Madison, WI



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