



RASCW

REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN



May 2019

V o l u m e 24 • N u m b e r 5

MARK YOUR CALENDAR

Commercial Real Estate Update

Wednesday, May 29

[Click here for details.](#)

Mallards Tailgate

Thursday, June 27

[Click here - registration details.](#)

[Click here - sponsorship details.](#)

Golf Outing

Wednesday, July 17

[Click here - registration details.](#)

[Click here - sponsorship details.](#)

[CLICK HERE
FULL EVENT CALENDAR](#)

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Membership Update

Best Wishes Kristine



After 31 years, Kristine Wiese has decided to embark on a new adventure and retire from the SCWMLS and the RASCW Housing Foundation. We tried to talk her out of this drastic decision but she remains steadfast and unwavering. Hopefully we can retain her historic collection of lock boxes, which we believe to be the best in the country.

Kristine has been with us in our offices on West Washington Avenue, Seminole Centre Court and now Forest Run Road. She will be missed but we truly wish her well.

Kristine's last day in the office will be May 31. Please make it a point to stop by before then and wish her well. She has meant so much to our organizations and she would be delighted to see you.

Good luck Kristine!



15th Annual
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Tailgate Fundraiser

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THURSDAY, JUNE 27TH AT THE DUCK POND

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[CLICK HERE FOR REGISTRATION DETAILS](#)

[CLICK HERE FOR SPONSORSHIP OPPORTUNITIES](#)

**CINDY STRANGE MEMORIAL
GOLF OUTING**

Wednesday, July 17, 2019 • University Ridge Golf Course

[CLICK HERE FOR SPONSORSHIP INFO](#) • [CLICK HERE FOR REGISTRATION INFO](#)



REALTOR[®] REVIEW

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

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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: Scott Walker

Recently we had the pleasure and privilege of attending REALTOR[®] and Government Day 2019. I want to take a moment to talk about this very important opportunity for our members to visit our beautiful State Capitol and to actually sit down with legislators from both parties to discuss issues that are important to our industry, our clients and customers.

One thing that strikes you as the REALTORS[®] gathered at the Madison Concourse Hotel prior to the legislator meetings is the sheer number and variety of members from across the state that take time to participate. The ballroom was abuzz with conversation and excitement. Then we were all treated to a discussion by WRA staff of the issues we wanted to address in our meetings at the Capitol. Before heading over, we also had the distinct pleasure of hearing a point-counterpoint question and answer between Assembly Speaker Robin Vos and Assembly Minority Leader Gordon Hintz.

Inside the Capitol we sat down in an absolutely gorgeous meeting room to two separate sessions, first with Democrats, then with Republicans. I hasten to add quickly here that we in Wisconsin have the most incredible, beautiful Capitol building in the entire country, bar none!

The issues we spoke to the legislators about were: 1) keeping property taxes low; 2) encouraging them to approve a first-time homebuyer savings account; 3) improving/modernizing the DSPS website; and 4) supporting legislation to clarify that home sellers have a right to use audio or video recording equipment in their homes during showings and open houses.

As you can well imagine there is a whole host of issues that we could potentially put before the legislators and their staffs, and naturally we need to limit it to a manageable number. It was great to see the level of interest they have in hearing our concerns. I strongly encourage all of you, especially those of you who have never gone before, to attend next year's event. There, you have one year's notice to get it in your calendar!

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Madison Metro

As a member of Women's Council of REALTORS[®], I belong to an elite group of business leaders, advancing women as professionals and leaders in business, the industry and the communities we serve.

www.WCRmadison.com

Join us for our ANNUAL GOLF OUTING!!!
Wednesday June 19th — Pleasant View Golf Course
 9 am registration begins / 10:00 am shotgun start / 3:00 pm after golf reception
 Register Online at: 2019WCRGolfOuting.eventbrite.com

Notice of RASCW Nominating Committee and Board of Directors Petition Notice

The Nominating Committee is charged with nominating individuals to serve on the RASCW Board of Directors beginning in 2020.

Positions to be filled include:

- One Class I broker-owner
- One Class II broker-owner
- One non-residential (broker or agent)
- One Affiliate

Class I firms are defined as having 26 or more REALTOR® Members. Class II firms are defined as having less than 26 REALTOR® Members.

If you are interested in being considered as a nominee for the Board of Directors, please submit an application by Friday, May 31, 2019.

[Click Here for a RASCW Director Application.](#)

You may also contact President Scott Walker at scott@walker-realestate.com or 608-212-7400.

In the July issue of the REALTOR® Review, you will be noticed of the slate of candidates selected for the 2020 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, 2019.

For specific details, see Article XI of the RASCW Bylaws or contact Janine Smith at 608-240-2800 or jsmith@wisre.com.

MLS Welcomes Joy Chapman



It is such an honor to be joining the team at SCWMLS as MLS Accounts Manager. I have been in the real estate industry for the past 24 years and this position brings my career full circle. I have 3 wonderful children, 3 amazing grandchildren and 2 adorable English Bulldogs! Having moved here from St. Louis, Missouri 26 years ago, I truly appreciate the beauty of Wisconsin. In my free time, I enjoy reading books and volunteering as a Senior Caregiver. If you happen to be at the MLS office, please feel free to stop by my office and say hi!



CAPITOL BANK

Thank You!

Our success reflects the hard work of our real estate colleagues.

Cori Femrite NMLS#594085	Amy Gile-Engle NMLS#586017	Howard Cagle NMLS#593729
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www.CapitolBank.com/Mortgages



Visit www.scwmls.com for expanded details.

Change Regarding Photo Watermarks

At their April meeting, the MLS Board of Directors voted to limit what can be used as a watermark on photos in the MLS. The purpose of a watermark is to protect the photo from being copied without permission. The purpose of a watermark is not to advertise a broker brand.

For all listings with a list date of 5/1/19 and later, **watermarks on photos in the MLS will be limited to the license number of the MLS Participant Broker.** As this number is unique, it will serve as a distinctive identifier for photo protection, without presenting a branding opportunity. Photos including a watermark on listings with an effective date before 5/1/19 will not be required to be resubmitted. Photo watermarking is optional, and is currently being done on approximately 6% of listings.

Paragon™ Updates - April 24

- A prototype showcasing voice technology has been added to the power search. You can now ask Paragon™ to find a listing. The functionality is currently limited to the Google Chrome browser in Windows, MacOS, and Android.

- The map search screen now opens in a main window opposed to a modal giving you a larger map view to work with. This also provides a better workflow for switching between the map search and other search criteria.

- The ability to pull up your last search and save a search via Quick Search has been added.

-The ability to navigate through listings via an emailed multi-up report is much improved.

New RatePlug features just in time for Spring

New pre-approval request, new flyer templates, & a bold new look for your buyers!

RatePlug still lets you share accurate home payment estimates from your trusted lenders directly within any property listing you send your clients, but now the process to get your buyers asking questions about their financing earlier is more user friendly!

- No additional cost for SCWMLS members to participate*
- Only promotes your trusted lending sources.
- Delivers interactive, real-time mortgage programs, payments and qualifying information.
- Informs you if your listing is eligible for special financing (FHA, VA, USDA, etc.).
- Includes Property Flyer Program for your listings (now with 15 available templates)

[Click here](#) to learn more or take a couple of minutes to opt-in to this tool that is **included for FREE** as part of your core MLS Subscription!

**lenders do pay a license fee to be displayed.*

In Memoriam

Our sincere condolences go out to the family and friends of **Rochelle "Shelly" Miller** who passed away April 7, 2019. Shelley's real estate career spanned over 50 years. A memorial gathering will be held from 2 pm – 5 pm on Saturday, May 11 at the Tamarack Trails Clubhouse, 110 S. Westfield Road, Madison. In lieu of flowers, the family has requested that memorial donations in Shelley's memory may be made to the Dane County Humane Society.

RASCW Live on All Social Media Platforms



RASCW has expanded its messaging to all the major social media outlets - Facebook, Twitter, LinkedIn and Instagram. Shortcuts to these individual programs are available in the header of RASCW.org when viewing the full site and in the footer when viewing the site on a mobile device. These shortcuts will take you to the platform of your choice. We will be cross-posting important articles, events, announcements, monthly stats and more via these platforms in an effort to make it easier to access the information from whatever source you feel is best and most efficient for you.



The REALTORS® Association of South Central Wisconsin Housing Foundation – building a foundation for affordable housing in South Central Wisconsin.



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.

[Click here for more information.](#)



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UPCOMING EVENTS

Watch for details coming on Social Media and Emails/Etc

June:

Thursday, June 27th
 Mallards Tailgate on Behalf of Movin' Out
[Click here for ticket information.](#)
[Click here for sponsorship information.](#)

July:

Wednesday, July 17th
 Cindy Strange Golf Outing at
 University Ridge Golf Course
[Click here for registration information.](#)
[Click here for sponsorship information.](#)

August:

Wednesday, August 21st
 Bocce Ball and Backpacks
 East Side Club

October:

Wednesday, October 16th
 Trivia Extravaganza at Vintage Brewing, Madison

December:

Monday, December 9th
 Holiday Party/Toys for Tots at Beacon Lounge

Upcoming Professional Development Offerings

Professional Standards Committee Training

Thursday, June 6, 2019
 9:00 a.m. – 12:00 noon
 WRA Education Center
 4801 Forest Run Road, Madison

Lunch & Learn

Dispute Resolution: Mediation & Arbitration
 Wednesday, July 10, 2019
 11:45 a.m. – 1:00 p.m.
 WRA Education Center
 4801 Forest Run Road, Madison

Presenters:

Scott Walker, RASCW President
Tom Weber, RASCW Professional Standards Chairman

Mark Your Calendars and Watch for Registration Details!

SOUTHWEST CHAPTER:

September: Community Day (Details TBD)
December: Holiday Party (Details TBD)

SAUK COLUMBIA CHAPTER:

July: Christmas in July (Details TBD)
September: Bags Tournament (Details TBD)
December: 3rd Annual Toys for Tacos (Details TBD)



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Call or visit today for more details. *Waunakee Community Bank is a branch of Oregon Community Bank.



2019 RASCW Commercial Real Estate Update

Wednesday, May 29, 2019

Registration 1:00 pm • Program 1:30 pm – 4:00 pm

Corporate Conference Center • City Center West • 525 Junction Road, Madison

Confirmed Presenters:

- Mark J. Eppli, Director of the James A. Graaskamp Center for Real Estate, University of Wisconsin
- Matt Wachter, Manager of Real Estate Services and Dan Kennelly, Manager of Office of Business Resources, Economic Development Division, City of Madison
- Jeff D. Olsen, CPA, MBA, Berndt CPA
- Tom Larson, Senior VP, Legal & Public Affairs and Cori Lamont, Director of Corporate & Regulatory Affairs, Wisconsin REALTORS® Association

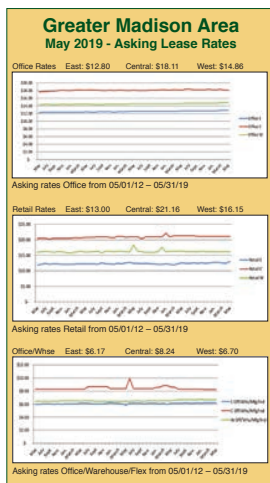
Social Networking 4:00 pm – 5:30 pm

Eno Vino Wine Bar & Bistro

This is a FREE seminar.

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CRYSTAL LAUTENBACH NMLS #451162

Subject to Credit Approval

Calendar: May 15 - June 15

Friday, May 17

New Member Orientation
8:30 am – WRA Education Center

Wednesday, May 22

Green Lake-Ripon Chapter Committee
9:00 am – Guaranty Title, Green Lake

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

Thursday, May 23

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

RASCW Nominating Committee
12:00 pm – RASCW/SCWMLS Conference Room

RASCW Housing Foundation Ad Hoc Committee
2:00 pm – Bonfyre

Friday, May 24

Paragon™ Basic
9:00 am – SCWMLS Training Room

Monday, May 27

RASCW/SCWMLS Offices Closed
Memorial Day

Wednesday, May 29

2019 RASCW Commercial Real Estate Update
1:00 pm – City Center West

Tuesday, June 4

Nominating Committee
1:00 pm – Conference Call

Wednesday, June 5

Membership Networking Committee
9:00 am – Preferred Title

Professional Development Committee
10:00 am – Preferred Title

Thursday, June 6

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

Professional Standards Committee Training
9:00 am – WRA Education Center

Friday, June 7

MLS Committee
8:30 am – RASCW/SCWMLS Conference Room

Thursday, June 13

New Member Orientation
9:00 am – WRA Education Center

[CLICK HERE](#)

**RASCW EVENT
CALENDAR**

is on our website!

[CLICK HERE](#)

**COMMITTEE DESCRIPTIONS
COMMITTEE SELECTIONS**

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How to Implement RPR into Your Resimercial Business

It's certainly not an official REALTOR® designation, but a few years back, a new buzzword surfaced in the real estate industry: "Resimercial." It describes residential agents who dabble in the commercial space, and vice versa.

However, when it comes to applying RPR usage, the term "Resimercial" takes on a whole new meaning. We're talking about residential agents using RPR Commercial to strengthen their business capabilities and commercial specialists who use RPR Residential for the same reason.

Today we'll take a look at how to access RPR Residential and Commercial, and we'll explore how toggling back and forth between the two might benefit you in serving your clients, being more successful and closing more deals. Let's get to it...

Using Both Sides of RPR to Close More Deals

Okay, first thing's first. There's a difference between RPR Residential and RPR Commercial. Just like the NAR REALTOR® pins, residential is blue and commercial is red. When you go to the RPR website (www.narrpr.com), the default setting is residential. However, click on the Commercial text link in the upper right, and everything will turn commercial red. ([Here's a quick video on how it's done](#)). That's how you toggle back and forth between RPR Residential and Commercial—super easy! Note: If your version of RPR is Broker branded, only your search bars will appear red.

Traffic Counts

Now, let's dig a little deeper into how one side can assist the other. Perhaps you have a client who wants to reside in a low traffic area or is curious about how busy a particular street or neighborhood is. It's a breeze to check traffic count data for your residential clients in RPR Commercial.

Simply login to RPR, click the Commercial tab, then do a search for the area by zip code. This will bring up the Search Results page. Then hit the Map View tab, (it's right under the RPR logo.) A map will pop up, within the map area is a tab labeled Traffic. Click it, and then proceed to check the boxes for the annual average daily traffic (AADT) which is the total volume of vehicle traffic on a highway or road for a year divided by 365 days. [Here's a link that explains this process in more detail, and it includes another video to show you how it's done.](#)

Use Heatmaps to Farm

Farming, also known as geographical prospecting, is a proven method of marketing your real estate business to a neighborhood or local proximity in a way that raises awareness of your brand, captures leads, earns referrals, and gains listings. When used effectively, farming provides an excellent opportunity to connect with potential sellers.

Residential users of RPR can use RPR Commercial to get started with lead farming. Let's say you want to create a farming area for high-income earners. Toggle over to RPR Commercial and access the Thematic Map by selecting Go To Maps from the homepage. Enter your local area and choose Demographic Indicators and then Average Household Income. Use any of the map drawing tools to define an area and then save that area. Then, toggle back over to RPR Residential and use that saved area to do a search for residential properties that haven't sold in the last (enter your amount here) years.

Trade Area Report

In RPR Commercial, you can use a ZIP code to run a Trade Area Report or use the map tools to draw a custom area around an address or location. You can easily use this document and information to boost your marketing and self-promotion efforts. [This video will show you how, step-by-step.](#)

These reports are rich with demographic, psychographic and socioeconomic data and statistics. How can you use this to market yourself? Choose a topic or focus of interest, then create and share a chart on your Facebook page to show off your neighborhood expertise. You could also write a LinkedIn post that takes a deep dive into projected population growth, etc. As a REALTOR®, you have nationwide access to this type of data and packaging it into visual charts and write-ups can help position you as a go-to source regarding local market knowledge.

*Word to the wise: you cannot use the Trade Area Report to guide a residential owner occupier to their purchase, this would be unethical and a violation of the Fair Housing Act. You can, however, use the Trade Area Report as stated above or to evaluate the purchase of a rental income property as an investment.

If you're a Resimercial agent, consider using RPR to help better serve your clients, market yourself, and farm for new leads. Login to RPR to get started and be sure to download [RPR Mobile](#) as well.

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Wisconsin REALTORS® Foundation Junesgiving

The Wisconsin REALTORS® Foundation (WRF) is back with two REALTOR® volunteer weeks for 2019. The first, *REALTORS® Team Up Against Hunger*, will be June 3-7, 2019 with another in November. The goal of this week is to get REALTORS® out in their community volunteering at local food pantries or food banks. We have affectionately named this week **Junesgiving** because November isn't the only time to be thankful for what we have.

With 1 in 6 Wisconsin children struggling with hunger each day, simply by volunteering one day at a local food pantry or food bank, REALTORS® have an opportunity to highlight a cause and their own commitment to addressing hunger in their community. REALTORS® are encouraged to reach out to Affiliate members, other members of the community, family and friends to find a time and volunteer together the week of **June 3-7, 2019**.

When you volunteer that week we just ask that you post your efforts on social media letting your community know of your participation. Please tag the WRF @wirealtorsfoundation.

Where can Wisconsin's local food pantries and food banks be found?

There are over 1,000 food pantries in Wisconsin. Use WRA's new search tool at www.wra.org/wrf to find one in your community.

There are six food banks serving Wisconsin. Go to www.feedingwi.org to find the one servicing your local food pantries.

Who makes the arrangements for volunteering?

The one organizing the volunteers should reach out to their local food pantry or food bank representative to arrange the volunteer opportunity.

What if a company already volunteers at a local food bank or food pantry?

Great! Encourage them to volunteer the week of June 3-7, 2019, tag their company as well as the WRF at @wirealtorsfoundation. REALTORS® volunteering in their community at a local food pantry or food bank and helping to tackle hunger in Wisconsin is the goal.

For more information about the WRF we encourage you to visit our website www.wra.org/wrf.

Home Buyer Classes

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2019 Home Buyer Class Schedule:

Tuesday Nights • 5:30 pm to 9:00 pm
June 11 and 18

Register:

<http://homebuyersroundtable.eventbrite.com>

Class location:

Villager Mall Atrium Entrance,
2300 S Park St, Madison, WI 53713

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THAT'S WHO WE

Helping consumers understand why working with a REALTOR® is the best choice for this life-changing transaction goes way back to 1913.

That's when the National Association of REALTORS® began to set their members apart by adopting a Code of Ethics that still guides the business decisions of 1.3M REALTORS® today. The REALTOR® Code of Ethics isn't just words on a page, but is a pledge of honesty, integrity, professionalism, and community service. Partnering with a REALTOR® delivers the peace of mind that comes from working with a real person. A real advocate. A real, trusted professional who is committed to their clients' futures and neighborhoods just as much as they are.

It's the Code of Ethics that helped to inspire our [new campaign](#), "That's Who We R®". The campaign will demonstrate the value of a REALTOR®, distinguish REALTORS® from the rest, and deliver a sense of pride in being a REALTOR®.



The National Association of REALTORS® proudly introduces Commitment to Excellence (C2EX), a program that empowers REALTORS® to demonstrate their professionalism and commitment to conducting business at the highest standards.

REALTORS® defined professionalism in this industry more than 100 years ago when they created the Code of Ethics. C2EX takes professionalism to the next level by enabling NAR members to assess their expertise in 10 (11 for brokers) elements of professionalism ranging from customer service to use of technology.

This innovative engagement tool encourages participation in all levels of the REALTOR® organization. It's not a designation or a course. It's not a requirement, but a benefit available to all NAR members at no additional cost.

To get started, log in to www.C2EX.realtor and take the self-assessment that measures your proficiency in each of the elements of professionalism, known as the C2EX Competencies. Based on your results, the platform will generate customized learning paths, recommend experiences, and provide tools and resources to increase your knowledge and enhance your skillsets.

Be an advocate for the future of our industry. Be committed to excellence. Go to www.C2EX.realtor to get started!

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- as low as -
3%*

 *Owner occupied, primary residence only. 97% maximum LTV (Loan-To-Value). Mortgage insurance premium is required and increases loan cost and monthly payment. Restrictions may apply depending on loan program selected, including: homebuyer education courses, minimum credit score, sales price limits, income limits, property restrictions, and program borrower restrictions (for example: being a first-time homebuyer or Veteran). Not all applicants will qualify. **#1 mortgage lender based on number of mortgages recorded with Dane County register of deeds. © Summit Credit Union 2019.

Home Sweet Home: Safety Tips for New Homeowners

NAR Homeowner Safety and Security Toolkit

Home security can often be overlooked in favor of more pressing issues for new homeowners. While fire alarms and working locks may be top of mind, there are other aspects of home security that can go unnoticed but are just as critical.

New homeowners will address safety issues during the home inspection process, but home security goes far beyond that. Home security helps homeowners settle into their new residence more safely, so the sooner measures are put in place the better.

Burglary is one of the most common household property crimes, and it's also one of the easiest to prevent. Homeowners can only benefit from taking appropriate home security precautions:

- Maintain your yard. Well-groomed landscaping is an important aspect of home security. By keeping your shrubbery trimmed, criminals are unable to hide behind them.
- Install outdoor lighting. A well-lit exterior discourages criminals from hiding in your landscaping, and makes your home less approachable. Lights with motion sensors are also a good idea.
- Update door and lock hardware. It's always a good idea to replace your locks and make sure that all easily accessible entry points are secure when you move into a new home. This also includes evaluating window security and installing additional security measures if needed.
- Meet your neighbors. The more friendly eyes watching out for your property the better. By introducing yourself to your neighbors, you'll both be more comfortable alerting each other if something appears different.
- Consider installing an alarm system. Security systems are a major deterrent for criminals, but they don't need to be expensive to be effective. An alarm system could easily be worth the cost and peace of mind it provides.
- Check batteries in fire and carbon monoxide detectors. In addition to taking preventative measures against burglary, another critical safety measure within your control is to protect your home from fire and carbon monoxide poisoning.

By controlling access, providing visibility, and maintaining your property, you are not only protecting your belongings and home, but also yourself and your family.

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 ¹CoreLogic mortgage recordings; Dane County 2018 and first quarter 2019. ²UW Credit Union critical measure survey data from 2018.

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MEMBERSHIP UPDATE

NEW MEMBERS

Rick Amdahl Century 21 Affiliated	Thomas Geldmacher First Weber Inc	Denise Martinez Century 21 Properties Unlimited	Josh Stark RE/MAX Ridge-N-River
Mamad Baladi Keller Williams Realty	David Gordon Invventure Realty Group, Inc	Maria Marunich Restaino & Associates	Patrick Sullivan First Weber Inc
Katia Blanchette Keller Williams Realty	James Graham EXIT Realty HGM	Sara McGaughy Keller Williams Realty	Shana Tiltrum Realty Executives Cooper Spransy
Audrey Bridges-McDermott Mode Realty Network	Patrick Guyse Whitetail Dreams Real Estate LLC	Constance Miles eXp Realty, LLC	Tanya Trapp Stark Company, REALTORS®
Melanie Budde Century 21 Affiliated	Kelly Gwyn Keller Williams Realty	Tom Owens RE/MAX Grand	Jeff Vanderpool Keller Williams Realty
Abby Carpenter EXIT Realty HGM	Kyleigh Hensler Century 21 Affiliated	O'Keith Payne First Weber Inc	Jeremy VanHulle Whitetail Dreams Real Estate LLC
Emily Conlee Keller Williams Realty	Emily Hoppenjan Homburg Realty Inc	James Russell First Weber Inc	Kristin Zahler EXIT Realty HGM
Jamie Dixon First Weber Inc	Lauren Jung First Weber Inc	Kim Schaaf Keller Williams Realty	AFFILIATES
Michael Ferraro eXp Realty, LLC	Luther Ledic Rocket Realty and Property Management	Brian Schurman Newline Real Estate, LLC	Joe Boyle Cornerstone Home Lending
Russ Friedl Safari Realty Group, LLC	Leanne Liautaud Rock Realty	Nate Shields Stark Company, REALTORS®	Brian Showers Cornerstone Home Lending
Ryan Geier First Weber Inc	Marianne Lippold Mode Realty Network	Michelle Skipchak MCS Appraisals, LLC	

MEMBERSHIP TRANSFERS

NAME	FROM	TO
Vivienne Andersen	eXp Realty, LLC	Restaino & Associates
Jane Bauman	Stark Company, REALTORS®	eXp Realty, LLC
Kevin Clark	Keller Williams Realty	Keller Williams Realty Signature
Matt Everson	Keller Williams Realty	Keller Williams Realty Signature
Gary Faulkner	Synergy Real Estate Group	Keller Williams Realty
Corey Fischbach	Rock Realty	Property Revival Realty
Kate Foust	First Weber Inc	eXp Realty, LLC
Zach Herring	Keller Williams Realty	Invventure Realty Group, Inc
Alexis Houghton	Home Buyers Marketing II, Inc	Rock Realty
Chanel Jadack	Elite Real Estate	First Weber Inc
Ed Kraisinger	Mossy Oak Properties of WI, LLC	National Land Realty LLC
Jim Lowrey	eXp Realty, LLC	Badger Realty Team
Lane Manning	Keller Williams Realty	RE/MAX Preferred
Alfredo Miranda	Rock Realty	Property Revival Realty
Maria Moreno	Rock Realty	Dane County Real Estate
Dana Nowland	Elite Real Estate	First Weber Inc
Meggie Obniski	Keller Williams Realty	Great Day Real Estate
Robert Obniski	Keller Williams Realty	Great Day Real Estate
Joseph Pechauer	Bruner Realty & Management	JMP Properties
Dawn Radke	Keller Williams Realty	Keller Williams Realty Signature
Hunter Reilly	Stark Company, REALTORS®	Rocket Realty and Property Management
Corie Sandy Shortino	Stark Company, REALTORS®	Keller Williams Realty
Shelly Schroeder	Keller Williams Realty	Keller Williams Realty Signature
Laura Slosser-Joswick	Dynamic Realty Group, LLC	Century 21 Affiliated
Jill Sweeney	Bunbury & Assoc, REALTORS®	Property Revival Realty
Julia Thorstad-White	Julia Thorstad-White	Badger Realty Team
Eduardo Vasquez	Rock Realty	Property Revival Realty
Justin Witkins	Keller Williams Realty	RE/MAX Preferred
Anna Ysquierdo	Stark Company, REALTORS®	eXp Realty, LLC

Congratulations to the 32 new Members who completed Orientation in April sponsored by Carla Nowka and Preferred Title.

Thank you to Bonnie Dixon, Gary Lukens, Scott Walker, Laura Stanfield, Shelley Reynolds, Tiffany Tobias and Robert Procter for imparting their wisdom and time as April Orientation Instructors.

You did an excellent job!

NEW OFFICES

Cornerstone Home Lending,
Madison, WI

MCS Appraisals, LLC,
Wisconsin Dells, WI

National Land Realty LLC,
Highland, WI

Rocket Realty and Property Management,
Janesville, WI

Safari Realty Group, LLC,
Verona, WI

Whitetail Dreams Real Estate LLC,
Iola, WI