



IMPORTANT NEWS

Agent Code

Sorry to Tamra Nururdin for missing her agent code in last month's newsletter! Call the Association Office if you find your agent code in this month's issue and you win a free dinner at the next General Membership Meeting!

Need a REALTOR® Pin?

If you have lost or misplaced your REALTOR® pin, stop by the Association Office and we will give you a replacement at no charge.



INSIDE THIS ISSUE

- Executive Report 2
- Mark Your Calendars 2
- NAR Lawsuit Details 3
- Congrats, LARA 3
- WI and MN CE Courses 3
- New Orientation Scheduled 3
- Antitrust REALTOR® Tips 4
- On the Move 4
- Visit Fairhaven Today 5
- Sign up for Real Estate News 6
- Fair Housing Month 6
- Statistics 7
- Welcome New Members 8
- Dates to Remember 9
- Join C2EX 10
- Tips for Fair Housing Compliances 11
- Snow Bowl Photos 12



Scan to access our website

www.larawebsite.com

April is Fair Housing Month

NAR opposes discrimination based on race, color, religion, sex, handicap, familial status, sexual orientation, gender identity and national origin.

TAKE ACTION NOW

FOR A MORE

INCLUSIVE TOMORROW.

**REALTORS®
BUILD COMMUNITIES.
FAIR HOUSING
IS OUR FOUNDATION.**

Commemorate the Fair Housing Act—advocate for accountability, culture change and training. Elevate your business, advance homeownership and expand opportunity.



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2 Executive Report

Check Out all The LARA Offerings for Spring!

By Char Glocke, Association Executive



Happy Spring! Although with today's snow, it sure doesn't seem like spring!

We had one day of WI CE which was also approved for MN CE already. Great reviews and feedback on our speaker, Mike Brennan. Two more days are being offered on April 11 and April 25. Check the flyers attached to this newsletter for more information. If you still need CE credits, sign up today.

April is Fair Housing Month. Please take a moment to read the various articles on Fair Housing in this issue. Take an hour and complete "Fairhaven." It is a great review of Fair Housing Law.

Check out the education opportunities offered by [Realtor.com](https://www.realtor.com). They are free.

Please, make sure that after a showing you take a walk through of the house and make sure that all lights are off, thermostat is set to where it was when you entered, windows locked and pouch with key back in lockbox. Calls indicate that the above is not always happening.

Do you have your C2EX? Check out the article in this issue that gives the details on obtaining this endorsement. Check it out!

Please change the status of your listing when you have an offer. When status is not changed, it wastes everyone's time when calling to set up appointments. The policy is: If you have an offer and the seller wants you to keep showing it, then you should report it as active with offer within 24 hours. If you have an offer and the seller does not want any more showings, the listing status should be changed to pending. The fine for not complying is \$200. Please abide by this policy.

Many media sources are reporting their take on the NAR Settlement! Please read all information from NAR and WRA that you receive. These are the true sources of information. Other sources of information are at [competition.Realtor](https://www.competition.realtor.com) and [facts.Realtor](https://www.facts.realtor.com). You can also call Char at the Association Office.

Have a great month!

Important Dates

WI/MN CE

April 11
Cedar Creek

MN REQ CE

April 15,
Zoom

WI/MN CE

April 25
Cedar Creek

REALTORS®

**Legislative Meeting
and Trade Expo**

May 5-9

Golf Outing

July 22
Cedar Creek

WRA Annual

Convention

Sept. 29-30
Wisconsin Dells

NAR Annual

Conference & Expo

Nov. 6-11
Boston

Kristal
Ryan
Char
LARA Website

membershipservices@larawebsite.com
mls@larawebsite.com
cglocke@larawebsite.com
www.larawebsite.com

RIVER CITY REALTOR®

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Advertising in the River City REALTOR®
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Frequently Requested Phone Numbers:

WRA Legal Hotline • 608-799-4468
DSPS • 608-266-5511
Zip Forms Support • 1-800-383-9805
Metro MLS Helpdesk • 1-800-490-3731

Key Points About the National Association of REALTORS® Lawsuit

Attached to this edition of the Newsletter is a Flyer that WRA created to update you on the key points about the NAR Lawsuit as it relates to WI REALTORS®. Please take a minute to read it. It is best to keep up to date with what is happening with the settlement. On www.wra.org, facts.Realtor and competition.realtor, are all the updates to keep you current. Please take advantage of these links to large amounts of information.

Congratulations La Crosse Area REALTORS® Association!

We were just notified that our Association won the 2023 Local RPAC Triple Crown Award from NAR. In order to obtain this award, local associations must be on board the PAC Management System and meet the following criteria:

- Meet or exceed local's share of their state's National RPAC Fundraising Goal
- Meet or exceed local's Participation criteria

Thanks to all our INVESTORS for their part in LARA earning this award.

WI CE (Approved for MN CE) Courses Scheduled

Great News: I have scheduled all WI & MN CE. To make this easier for you to get your WI CE and MN CE (if you need it). We are offering WI CE 7-8-9 & 10-11-12 LIVE on April 11, and WI CE 13-14-15 & 16-17-18 LIVE on April 25. The GREAT NEWS is that all 18 courses are APPROVED FOR MN CE also. Flyers are in this issue of the newsletter. Space limited. Sign up today!

MN Required CE Class Scheduled on Zoom

The MN Required CE is scheduled on the Zoom Platform on April 15, 2024, from 8:30 a.m. to 12:15 p.m. The course for 3.75 hours satisfies the 1-hour Broker Module Requirement, the 1-hour Fair Housing requirement, and 1-hour Agency Requirement. Check out the flyer in this issue for all the details. Sign up today.

Is Your Direct Giver Account Full and Ready for the Elections?

Elections will be here before we know it! Now is the time to add money and make your RPAC Direct Giver Investment. You will then be ready to support your candidate(s) as the election gets closer! You have complete say where your money goes. Invest in RPAC today! Call Char with questions.

Do You Know the Code of Ethics?

Article 15 — REALTORS® shall not knowingly or recklessly make false or misleading statements about other real estate professionals, their businesses, or their business practices. (Amended 1/12)

New Member Orientation Scheduled

REALTOR® Orientation has been scheduled for June 4, 2024. It will be held on the ZOOM platform from 9:00 a.m. to 2:00 p.m.

All applicants are mandated to complete the New Member Code of Ethics Online Course prior to the live session. Please send you completion certificate to Kristal at membershipservices@larawebiste.com prior to the online course.

Remember, all Applicants are also mandated to attend a New Member Orientation. You are required to attend one of the first two orientations offered after the submission of your application. If two orientations are missed, a \$100 fine will be charge to you for each subsequent miss.

An invitation will be sent to you. Please register at that time.

RPR® App Offers Efficiency and Proficiency

Let your agents know: The RPR® app has been updated to simplify and speed workflow. The home screen is now the search map. Plus, you can switch from residential to commercial search with one tap and easily conduct specialty searches, such as "distressed" or "open house." [Share these and other upgrades with your agents.](#)

HOUSING RIGHTS ARE HUMAN RIGHTS.



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Antitrust REALTOR® Practice Tips

Brokers should be sure that their sales agents and other staff are trained to explain the commissions and fees charged by the company in terms of independent decisions and competitive market forces and avoid giving the appearance of collusion among competing companies. Agents should never refer to the pricing policies of other companies, and never make statements like, "This is the rate every firm charge," or "commission rates are pretty standard."

Agents must avoid comments that infer boycott conspiracies such as: "Before you list with ABC Realty, you should know that nobody works on their listings," "the MLS will not accept their listings because they charge a flat fee," "If they were a professional company, they wouldn't let part-timers work for them," and "I bet they'd drop their discount program if we told them they couldn't sell our listings."

–Source: WRA Legal Update, March, 2000

What is the Purpose of RPAC?

If real estate is your profession, then politics is your business. RPAC is working to protect you and your buyer/seller clients. If we choose not to participate in the political process, then your business becomes an easy target for unnecessary regulations, fees and liability. The real estate transaction itself needs protection from new taxes and fees.



On the Move

REALTOR® Membership Transfer

- Roshelle Thurow from RE/MAX Dynamic Agents to @properties La Crosse

Welcome REALTOR® New Applicants

- Amy Cornelius of Keller Williams Premier Realty
- Miranda Knight of Castle Realty, LLC
- Tina Seekamp of @properties La Crosse

Welcome to MLS

- Neitzel Realty, LLC
- Your Home Buying Agency

REALTOR® Membership to Inactive

- Jordan Luther from Coldwell Banker River Valley, REALTORS® to Inactive
- Megan Runge from RE/MAX Results to Inactive



UNFAIR HOUSING?
NOT IN OUR HOUSE.

THAT'S WHO WE ARE

WE'RE READY FOR YOU,

SPRING

Let's bloom together in the 2024 market!

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townncountrytitle.com




April 2024 Mini-Series

Winning hearts and contracts: the art of selling yourself as a buyer's agent



Thursday, April 18, with Jessica Hay
 Founder, The Lockbox Advantage
 1 p.m. ET/12 p.m. CT/10 a.m. PT



Tuesday, April 23, with Harrison Beacher
 REALTOR®, Coalition Properties Group
 1 p.m. ET/12 p.m. CT/10 a.m. PT



Monday, April 29, with Angie Javier
 Industry Relations and National Speaker,
 Realtor.com
 1 p.m. ET/12 p.m. CT/10 a.m. PT



Webinars to share with RE pros

April mini series: Winning hearts and contracts The art of selling yourself as a buyer's agent

Thursday, April 18 - 1:00 p.m. ET/10 a.m. PT
 Tuesday, April 23 - 1:00 p.m. ET/10 a.m. PT
 Monday, April 29 - 1:00 p.m. ET/10 a.m. PT

In this three-part April mini series, you will discover the art of winning both hearts and contracts in a competitive landscape. Join us to learn insights on how to effectively communicate their value proposition, establish credibility, and win over prospective clients in an ever-changing market.

- > [Register for webinar](#)
- > [On-demand training & webinars for RE pros](#)

Visit Fairhaven today

Fairhaven is a town every REALTOR® should visit. Online, that is. In November 2020, NAR launched **Fairhaven**, a new fair housing simulation training for REALTORS® that uses the power of storytelling to help members identify, prevent, and address discriminatory practices in real estate. Inspired by real stories, this innovative online experience has agents work against the clock to sell homes in the fictional town of Fairhaven, while confronting discrimination in the homebuying process. Learners will also walk in the shoes of a homebuyer facing discrimination. The training provides customized feedback that learners can apply to daily business interactions.



This innovative training platform is available to all 1.4 million NAR members at no additional cost. Be an advocate for fair housing and the future of our industry. Commit to combating discrimination in real estate.

Get started by visiting to explore the fictional town of Fairhaven and assess how well you are adhering to fair housing principles.



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1. Follow [this link](#) to create an account
2. Enter your name and email
3. Include your Flexmls met ID (Ex. - met.test)
4. Set a password
5. Click Create Account

Questions? Contact Metro MLS at communications@metromls.com



REALTORS® are members of the National Association of REALTORS®

April is Fair Housing Month

Every April, REALTORS® commemorate the passage of the Fair Housing Act of 1968 with events and education that shine a light on housing discrimination and segregation, and a recommitment to expanding equal access to housing.

Implicit bias is often a manifestation of muscle memory. A go-with-your-gut unconscious choice, act, or opinion with immeasurable consequences that can, and have impacted generations.

Slow down, course correct, and take action. Throughout the year we must remain steadfast in our commitment breaking down biases, holding ourselves accountable, and upholding the letter of the law.

So, refresh your memory, and open your mind. There is always more to know, and we can all do better.

YOU CAN TRUST YOUR HOME BUYERS WITH US!

★★★★★

Had my first closing with New Castle Title today! They were fantastic! They were able to explain and facilitate everything so smoothly.

New Castle TITLE

www.newcastletitle.us

La Crosse County Sold & Active Listings – March 2024

PRICE-CLASS/TYPE	SOLD/ACTIVE RESIDENTIAL LISTINGS						CURRENT ACTIVE LISTINGS	
	0-2 BDRMS	3 BDRMS	4+ BDRMS	TWO FAMILY	CONDO CO-OP	TOTAL UNITS	SINGLE FAMILY	CONDO CO-OP
29,999.99 and under	0	0	0	0	0	0	0	0
30,000 - 39,999.99	0	0	0	0	0	0	0	0
40,000 - 49,999.99	0	0	0	0	0	0	0	0
50,000 - 59,999.99	0	0	0	0	0	0	0	0
60,000 - 69,999.99	0	0	0	0	0	0	0	0
70,000 - 79,999.99	0	0	0	0	0	0	0	0
80,000 - 89,999.99	0	0	0	0	0	0	0	0
90,000 - 99,999.99	0	0	0	0	0	0	1	0
100,000 - 119,999.99	1	0	0	0	0	1	2	0
120,000 - 139,999.99	0	0	0	0	0	0	2	0
140,000 - 159,999.99	2	0	0	0	0	2	1	0
160,000 - 179,999.99	1	2	1	0	0	4	3	0
180,000 - 199,999.99	0	1	0	0	1	2	1	1
200,000 - 249,999.99	1	3	2	0	2	8	5	0
250,000 - 299,999.99	1	6	2	0	1	10	6	3
300,000 - 399,999.99	1	7	5	0	3	16	15	8
400,000 - 499,999.99	0	5	5	0	0	10	25	4
500,000 and over	0	3	1	0	0	4	12	0
TOTALS	7	27	16	0	7	57	73	16
AVERAGE	196,321	348,604	369,052	0	291,828	328,670	438,502	343,531
MEDIAN	165,000	365,000	315,000	0	299,500	304,000	399,900	339,900

Unit Sales by Time on Market			Unit Sales by Financing Type				Property Type				
DAYS	RES	CONDO	TYPE	RES	CONDO	TYPE	RES	CONDO	Volume	Median Sold Price	
1 - 30	39	3	Adj Rate Mtg	3	0	Owner Fin	0	0	Residential	16,691,384	305,000
31 - 60	1	0	Assumable	0	0	Private	0	0	Condo	2,042,797	299,500
61 - 90	4	3	Cash	10	0	USDA	0	0	All	18,734,181	304,000
91 - 120	2	1	Conventional	33	5	VA	3	1			
121 or over	4	0	FHA	1	1	WHEDA	0	0			
			Land Contract	0	0						
TOTAL SALES	50	7	Other	0	0	TOTAL SALES	50	7			

THAT'S WHO WE

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Welcome New Members



Welcome **Toni Hanson** of RE/MAX Results. Toni enjoys playing pickleball and going with her husband on walks with their dog around Onalaska.



Welcome **Patrick Griffith** of eXp Realty, LLC. Pat is a Physical Therapist, Real Estate Investor, and an Endurance athlete.



Welcome **My Yang** of Creative Results LLC.



Welcome **Mike Mihalek** of eXp Realty, LLC. Mike is involved in the Lions Club and enjoys fishing.



Welcome **Mickella Nofsinger** of Matthes Real Estate.



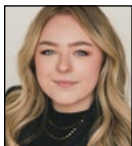
Welcome **Rebecca Gonzalez** of eXp Realty, LLC. Rebecca is married with 7 children and 2 fur babies. In her free time, she enjoys fishing, gardening, hiking, and marathon running. She is a baker, college student and an army wife.



Welcome **Alyssa Matthes** of Matthes Real Estate. Alyssa has 2 siblings and a dog named Bella. She is a full-time 3rd grade teacher. She also coaches JV volleyball, as well as youth volleyball.



Welcome **Dane Gell** of BHHS North Properties. Dane is married with 2 daughters and a son on the way. He enjoys gaming, wood working. He is an Army Veteran, mental health advocate, sexual assault, and harassment victim advocate.



Welcome **Kara Zeps** of Gerrard-Hoeschler, REALTORS®. She is an artist and Professional Portrait Photographer. She enjoys golf, travel and photographing community events in/ around Black River Falls.



Welcome **Sade Schmit** of Castle Realty, LLC. Sade owns a property management company for vacation rentals with her husband called LakeTime Property Management, LLC.



Welcome **Sophia Cannarella** of Raven Realty, LLC. Sophia is a member of the La Crosse Chamber of Young Professionals. She enjoys hiking with her dog Mowgli.



Welcome **Nick Iverson** of Castle Realty, LLC. In his free time Nick likes hiking and cycling.



Welcome **Maddie Herlitzka** of Gerrard-Hoeschler, REALTORS®. Maddie is a singer/songwriter, in a band, and is joining Climate Alliance for the Common Good as a social media coordinator.



Welcome **Adam Mahutga** of BHHS North Properties.



Welcome **Kaylee Sweisford** of Gerrard-Hoeschler, REALTORS®. Kaylee is a member of LABA, she enjoys travel, hiking, being outdoors, Formula 1 and sports.



Welcome **James Matthes** of Matthes Real Estate.

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Branch Manager NMLS #251574
Cell: 608-386-3532
Todd.Cejka@SupremeLending.com
ToddCejka.SupremeLending.com
114 2nd Ave N | Onalaska WI 54650



Jeff Thompson
Loan Officer NMLS #256028
Cell: 608-397-4356
Jeffrey.Thompson@SupremeLending.com
http://jeffreythompson.supremelendinglo.com/
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April

- 3** Open House Deadline
3 p.m., South Tour
- 10** Open House Deadline
3 p.m., North Tour
- 11** WI & MN CE
Cedar Creek
- 15** MN required CE – Zoom
- 17** Open House Deadline 3 p.m.
South Tour
- 24** Open House Deadline 3 p.m.
North Tour
- 25** WI & MN CE
Cedar Creek

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						



May

- 1** Open House Deadline
3 p.m., South Tour
- 8** Open House Deadline
3 p.m., North Tour
- 15** Open House Deadline 3 p.m.
South Tour
- 22** Open House Deadline 3 p.m.
North Tour
- 27** Memorial Day –
Association Office Closed
- 259** Open House Deadline 3 p.m.
South Tour

S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			



Open House Directory: The Open House Directory must have at least 6 ads or it will be cancelled that week.

Birthdays - April

- | | | |
|------------------------|--------------------|----------------------|
| 1 Katie Johnson | 12 Sara Boulanger | 19 Aaron Wickesberg |
| 1 Alex Wuensch | 12 Sarah Hemker | 20 Sophia Cannarella |
| 1 Chris Hennagir | 13 Monte Dunnum | 20 Gretchen Clements |
| 2 Mary Pasch | 13 Jessica Bratsch | 21 Joshua Lindner |
| 3 Matt Hefti | 13 Karen Arentz | 22 Raina Thelen |
| 3 Tina Scharmach | 13 Rod Hamilton | 25 Angela Czerwinski |
| 7 Jessica Sands | 14 Brett Kemmer | 26 Ryan Wessel |
| 7 Brian Bolier | 14 Damon Olson | 29 Diane McNulty |
| 7 Jillian Hugo | 14 Michael Hillyer | 29 Rhonda Kiedinger |
| 8 Christopher Sullivan | 14 John Young | |
| 8 Jennifer Pretasky | 15 James Young | |
| 9 Jo Baldrige | 15 Mary Jones | |
| 9 Chris Kilen | 16 Becky Ortiz | |
| 10 Casey Weiss | 16 Marta Volden | |
| 10 Barbara Brooks | 18 Patricia Evans | |
| 11 April Schwarz | 19 Kara Zeps | |
| 11 Jarrad Fluekiger | 19 Kris Schubert | |

Birthdays - May

- | | | |
|------------------------|-----------------------|-------------------|
| 1 Christopher Richgels | 12 Marah Vaillancourt | 26 Seth McClurg |
| 1 Tina Mueller | 13 Daniel Fischer | 26 Kathleen Meyer |
| 2 Andrea Poukey | 14 Amanda Blair | 27 Siri Hutchens |
| 3 Dillon Martino | 14 Tim McClain | 27 Amy Lorentz |
| 6 Julie Fernholz | 15 Louise Olson | 27 Brian Stephan |
| 6 Ruth Rupp | 15 Joann Lord | 27 Theresa Gerdes |
| 6 Mickella Nofsinger | 17 Kelly Meyer | 27 Brandon Eagon |
| 6 Danyel Zielke | 18 Josh Melcher | 28 Jayne Lepke |
| 7 James Berns | 18 Maddi Marx | 30 Gary Trim |
| 7 Lauren Gaynor | 19 Colleen Hoeschen | 30 Beth Vold |
| 7 Laura Olson-Davig | 20 Marcus Johnson | 30 Marine Yoo |
| 9 Scott Ulik | 21 Chour Pietrek | |
| 9 Abby Larsen | 22 Justin Treptow | |
| 10 Amanda Peterson | 23 Rick Hamilton | |
| 11 Tom Wilson | 24 Natalie Grant | |
| | 25 Renee Dettmann | |

DID you Know?

Irrespective of local dialect and custom, the term REALTOR® has but one pronunciation - two syllables, not three. Industry professionals pronounce it correctly.



2 syllables - correct!
REAL ' TOR



3 syllables - incorrect!
REAL - A - TOR



Join C2EX

NAR's REALTOR® Commitment to Excellence (C2EX) is an award-winning program that focuses on 11 areas of industry professionalism and leads to an Endorsement from NAR.

The Basics:

- It's not a certification, designation, or course....it's an Endorsement!
- The C2EX program enables a mobile-friendly, personalized learning experience that adapts to your schedule and professional goals.
- You'll work through 11 competencies (plus a Bonus section for Managing Brokers!), strategically designed to help you assess your current knowledge and provide you with an optimized path for learning new skills.

Client Service	Professional Reputation	Real Estate Law
Fair Housing	Trust & Integrity	Data Privacy
Financial Wellness	Areas of Practice	Code of Ethics
Advocacy	Technology	Bonus: Brokerage

How to Get Started:

- Download the C2EX App.
- Begin your learning journey guided by a powerful AI Coach and real-world experiences.
- Leverage promotional materials announcing your achievement!

All REALTORS® Required to Complete Ethics Training by December 31, 2024



The current cycle for taking the Mandatory Code of Ethics Training is January 1, 2022-December 31, 2024.

Local Associations are responsible for the approval of classes that qualify for the 2.5 Ethics Class to renew your 2025 membership. We are also charged to enforce this requirement and suspend memberships if not completed by December 31, 2024.

You can complete this requirement by taking the New Members Ethics Course free online at NAR or taking the Existing Members Ethics Course free online at NAR in 2022, 2023, or 2024. If you received your C2EX Endorsement during the above 3-year span, you also completed this requirement.

<https://learning.realtor/diweb/catalog/t/57947/sort/-esd>

If you have any questions, please call and we will help you so you have this completed by December 31, 2024.

PRESIDENT IS SPOKESPERSON FOR THE ORGANIZATION

It is important in creating the best public impression of the Association that any statements regarding the activities of the Association or its public positions come from an official source in the Association. This allows for coordination and clarity in the Association's message.

Our policy is to have the Association President, or someone specifically designated by the President in particular situations, as the only spokesperson for the Association.

Our Presidents have spokesperson training and an understanding of the entire Association and how its parts fit together.



If you are contacted by anyone, including the media, for any report on the Association or its activities, refer them to the Association office and arrangements will be made to respond.

8 Tips for Fair Housing Compliance

1. Educate sellers about fair housing laws and explain what they mean in the transaction.
2. Treat all prospective buyers in substantially the same way. Use the same approach and manner to greet people, show homes, qualify prospects, obtain listings, conduct open houses, present purchase offers, keep records, and follow up with prospects.
3. Use forms or checklists to standardize the questions you ask and the information you request from prospective buyers.
4. Market your property to a diverse group of prospective buyers. Avoid using exclusionary words or pictures. Any marketing plan that indicates a preference or limitation or discriminates on the basis of race, color, religion, sex, handicap, familial status, or national origin violates the Fair Housing Act.
5. Allow prospective buyers to select their own preferred neighborhoods. Never “steer” prospects toward or away from any neighborhood, however subtly. Offer every prospect a variety of housing choices.
6. Contact local fair housing organizations and REALTOR® associations for information about fair housing compliance and compliance self-testing. Fair housing guidance is posted online at NAR’s Library, the U.S. Department of Housing and Urban Development, and The National Fair Housing Advocate websites.
7. Be vocal and proactive in expressing your own personal commitment to fair housing.
8. Include a statement in your advertising stating that your company doesn’t discriminate on the basis of race, color, religion, national origin, sex, handicap, or familial status. A

statement isn’t absolute protection against liability for noncompliance, but it can be used as evidence of your company’s commitment to fair housing.

TIP: You can’t control the prejudices of others, but discriminating in any way, even at the request of a seller, is illegal. If a seller wants you to discriminate, walk away from the transaction.





Merchants Bank

Making home dreams come true, together.

Your clients have a vision for their dream home and we're a partner who can make it happen, even in today's challenging market.

“

My lender, Dawn, took any anxiety I had about the loan process away. I kid you not –she made it easy.

- Cindy Brush, mortgage customer

”

 **Let's build community together.**



Dawn Garms
Onalaska Office
(608) 779-8222



Tina Mueller
Onalaska Office
(608) 779-8294

Subject to approval. Member FDIC 

12 Snow Bowl Fun for All

Thank you to everyone who decided to join in on a couple of hours of fun! Big thank you to our event sponsors, we couldn't do this without you!

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- Schubert Bros. Pest Control
- Supreme Lending

- The Federal Savings Bank
- Town N' Country Title
- WNB Financial

Thank you to Chris Richgels, Julie DeLap, Dawn Faherty, Dani Malay, Scott Ulik, and Todd Cejka for all of your hard work putting this event together.





Wisconsin REALTORS® Association
4801 Forest Run Road, Suite 201
Madison, WI 53704
608-241-2047
www.wra.org

Key Points About the National Association of REALTORS® Lawsuit

March 29, 2024

On March 15, 2024, the National Association of REALTORS® (NAR) announced it had reached a proposed settlement agreement that would end the litigation for some defendants relating to federal antitrust conspiracy claims.

Commissions

- There is not currently, and never has been, a standard commission rate established nationwide, statewide or in a local marketplace.
- Real estate commissions have always been and will continue to be negotiable.
- Each real estate firm establishes its own commission rate.
- Commissions and types of services may vary by real estate firm.

Wisconsin is different than other states

- Under current law, Wisconsin licensees are required to use state-approved (WB) forms.
- Wisconsin WB forms already have many of the pro-consumer policies addressed in the NAR proposed settlement agreement.
- While other states have not incorporated certain buyer representation practices into their law, Wisconsin has encouraged and required written buyer agency agreements for buyer clients for more than 20 years.
- Wisconsin's WB listing and buyer agency agreements explain how commissions are earned and how compensation is received or paid to real estate firms cooperating in the real estate transaction.

The value of REALTORS® in the real estate transaction has not changed

- Buyers and sellers have always had the option to hire REALTORS® to assist them in the real estate transaction.
- Compensation for REALTOR® services has always been determined through negotiations between the REALTOR® and buyers or sellers.
- Nothing about the settlement agreement created more inventory, made the market less competitive, made the transaction less complex, or made homeownership less important for the consumer.
- REALTORS® continue to add value by assisting consumers through a number of ways as a professional, including navigating through the maze of paperwork, interpreting online information, managing deadlines and understanding the marketplace.

For more information about the NAR lawsuit and related proposed settlement agreement, visit the WRA's [antitrust resources](#) webpage.

REQUIRED FOR ALL MN LICENSEES

Required Minnesota CE

April 15, 2024 3.75 Credit Hours

ATTENTION MN LICENSEES

Fair Housing, Agency Law, & Legal Update

Date: Monday, April 15, 2024
Schedule: 8:30 - 12:15 Required Course
Location: Zoom Platform
Instructor: Mike Brennan, MN Realty School
Cost: \$50.00

Last day to register is April 14th by 3:00 p.m. | No re-funds or cancellations after this date. | Must be on time. Class begins promptly at 8:30 a.m. | Those arriving late will not be allowed to attend.

No exceptions.

Objectives: Upon completion of this course students will be able to:

- Review agency relationship options
- Learn fiduciary duties to clients and customers as required in Minnesota
- Receive an update on RESPA rules and how RESPA applies to marketing services agreements
- Receive an update on the requirements under the new RESPA-TILA Integrated Disclosure form
- Review the Uniform Condominium Act and the Minnesota Common Interest Ownership Act, the different types of properties covered, disclosure obligations and other rights
- Learn about Fair Housing Laws, their history and protected classes
- Learn about prohibited actions under fair housing laws
- Receive resources for working with first time buyers and struggling homeowners

Course Credit

This 3.75-hour course also satisfies the 1-hour Broker Module Requirement, the 1-hour Fair Housing requirement, and 1-hour Agency requirement.

Instructor Bio:

Mike was licensed from May 1995 until February 2012. Mike taught at Kaplan for 11 years. He has taught pre-license and continuing education classes since 2003 in Minnesota, Nevada, Wyoming, Montana, Florida and Wisconsin. Mike's energy and enthusiasm keeps students engaged and alert. He became an investment property owner in 1993, which sparked his interest in real estate. Since then, Mike has worked in restoring/reselling houses, rentals and sales. Mike is involved with the Minnesota Board of REALTORS® and has volunteered for many committees, including Professional Standards, Nominating, Executive and the Board of Directors for the State Association of REALTORS®. He was a finalist for "Most Influential Real Estate Voices in the US" by Inman News.



3.75 Hours Required MN CE Module 2023



Mail, E-mail, or call with payment to : La Crosse Area REALTORS® Association., 111 6th St S, La Crosse, WI 54601
Phone 608-785-7744

Payment must be received in order to receive the link for the Zoom session

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