

## Important Dates

**NAR Legislative Meetings/DC**  
June 13-18

**New Member Orientation**  
June 23

**Golf**  
July 20

**Annual Meeting/  
100 Year Celebration**  
September 8, evening

**WRA Convention**  
Madison, September 22-24

**NAR Convention**  
New Orleans, November 4-9



## Inside this Issue

RPAC: Put Partisan Politics Aside . . . . . 2  
 Breakfast Meeting Scheduled . . . . . 3  
 Nominating Committee to Meet . . . . . 3  
 Good Neighbor Award . . . . . 3  
 Tom Wheeler GRI Award . . . . . 3  
 On the Move. . . . . 3  
 Live CE Photos . . . . . 4  
 Flexmls Added Security . . . . . 5  
 Why Should RPAC Interest You? . . . . . 6  
 New Member Orientation. . . . . 6  
 Anniversary Trivia Question . . . . . 8  
 MLS Teams Information. . . . . 10  
 Have You Downloaded Forewarn? . 10  
 WRA Legal Team . . . . . 12



## Guest Speaker: Dan Kapanke

The Governmental Affairs Committee met a couple weeks ago with Dan Kapanke, Town of Campbell Chair. Now, Village of French Island. Dan updated the Committee on the steps they took on their journey to becoming the village of French Island. Great presentation. 13 committee members attended. If you are interested in being a part of this committee, give me a call at 608-785-7744. We would love to have you join us.



## Help Us Recognize Outstanding LARA Members!



Nominations for LARA Hall of Fame/Member of Distinction award are due July 15. If you know a member who has made an outstanding contribution through involvement/contributions made in the local real estate industry, State, Local and National REALTOR® Association, political and civic and is a member of LARA for at least three years, nominate your candidate today! Nominations will be accepted until July 15. Please check out the Nomination Form in this edition of the "River City REALTOR®".

# 2 Executive Report

## Happy June

By Char Glocke, AE



Happy Summer! I hope you can slow down a bit and enjoy the sunny and warm days!

Our golf outing is all planned and registration opens on June 5 at [www.laraweb.com](http://www.laraweb.com). Get ready for some sunshine and lots of fun. Bring some cash as we will have the Mega Putt Golf Balls and Survival Kits available for purchase. Mark July 20 on your calendars! Check out the flyer enclosed in this newsletter for more details.

We are in the heat of our RPAC Campaign. Have you invested in RPAC yet? It is definitely an investment in your business.

Our 100<sup>th</sup> Anniversary Celebration is combined with our annual meeting this year. It will be held on September 8 at the La Crosse Country Club. Registration and social will be at 5:30 p.m. with dinner and program following. We have added something new! Tables of 8 or 10 will be able to be reserved this year. The cost will be the price of the dinner times 8 or 10 seats. Our speaker for the evening is Thomas Thibodeau, Associate Professor/Viterbo. We are excited to hear his inspirational words. Watch for more details releasing soon.

This year is quickly passing. The annual meeting is coming up soon and that is our opportunity to recognize our members for outstanding service. Do you know someone who is emerged in our Community with their volunteerism, who has leadership skills, or a member who would like to earn their GRI? Now is the time to nominate them. The Recognition Committee will be meeting after July 15 to evaluate the nominees. Check out the articles and applications in this issue of our newsletter.

Our Association and MLS is a sponsor of Riverfest! Check out our banner when you are at the fest enjoying the celebration.

Remember: Kristal, Ryan and myself are here to help! If you have questions, please give us a call.

*Have a great month!*



It is time to put partisan politics behind us and work with leaders on both sides of the aisle who are fighting to keep the American dream of homeownership alive

Kristal  
Ryan  
Char  
LARA Website

membershipservices@laraweb.com  
mls@laraweb.com  
cglocke@laraweb.com  
www.laraweb.com

### RIVER CITY REALTOR®

The River City Realtor® is published by the La Crosse Area REALTORS® Association  
608-785-7744 • 866-425-7744  
[www.laraweb.com](http://www.laraweb.com)

#### EDITOR

Char Glocke, RCE, AHWD  
785-7837 • [cglocke@laraweb.com](mailto:cglocke@laraweb.com)

#### EXECUTIVE COMMITTEE

##### President

Tom Wilson  
608-518-1850  
[tom@ghrealtors.com](mailto:tom@ghrealtors.com)

##### President Elect

Ryan Olson  
608-385-3340  
[ryan@cbrivervalley.com](mailto:ryan@cbrivervalley.com)

##### Secretary/Treasurer

Josh Neumann  
608-385-5548  
[josh@onetrustrealestate.com](mailto:josh@onetrustrealestate.com)

##### Past President

Mike Pietrek  
608-779-2114  
[mikepietrek@edinarealty.com](mailto:mikepietrek@edinarealty.com)

#### LOCAL DIRECTORS

Kent Gabrielsen  
608-784-9930  
[kentsells@hotmail.com](mailto:kentsells@hotmail.com)

Chad Niegelsen  
608-792-9463  
[chadrly@yahoo.com](mailto:chadrly@yahoo.com)

Stephanie O'Driscoll  
608-797-3552  
[stephanieodriscoll@edinarealty.com](mailto:stephanieodriscoll@edinarealty.com)

Garrick Olerud  
608-632-1043  
[garrick@nhprimewi.com](mailto:garrick@nhprimewi.com)

Chris Richgels  
608-780-1135  
[chris@onalaskarealty.com](mailto:chris@onalaskarealty.com)

Scott Ulik  
608-790-1216  
[sulik@citizensbanks.us](mailto:sulik@citizensbanks.us)

#### FOR AFFILIATES ONLY!

Advertising in the River City REALTOR® is available for Affiliates.

[Click here for more information](#)

#### Frequently Requested Phone Numbers

WRA Legal Hotline: 608-799-4468  
DSPS: 608-266-5511  
Zip Forms Support: 1-800-383-9805  
Metro MLS Helpdesk: 1-800-229-9211

## Brokers, Managers, Owners Breakfast Meeting Scheduled

We have scheduled a Broker/Manager, and Owner Breakfast at the Radisson on October 20, 8:30 am. Attorney Jennifer Lindsley will be our guest speaker to give us a Legislative and Legal Update. Individual invitations will be sent at a later date. Please mark your calendars.

## Nominating Committee to Meet

Members with strong leadership skills who are interested in serving are encouraged to contact the Association to request an application and submit their name for consideration for the vacant director's seat or the Secretary/Treasurer position. The Nominating Committee will meet this summer to review applications and conduct interviews. Applications must be received by July 15. If you have any questions, please contact Char or email [cglocke@laraweb.com](mailto:cglocke@laraweb.com).

## Good Neighbor Award

Several years ago, LARA established the Good Neighbor Award to recognize a member who, while not necessarily active in the Association, has dedicated significant time and service to their community. This award is presented only in years when a deserving candidate is identified. If you know a member who meets these criteria, please contact Char at 608-785-7744.

## Tom Wheelr GRI Scholarship Available

If you are interested in achieving this designation, apply today. All REALTOR® members that are interested in achieving this designation are eligible to apply. Fill out the application inserted in this newsletter and submit by July 15. The scholarship will pay up to \$300 for the on demand coursework. If you have questions, please call Char at 608-785-7744.

## Agent Code

Sorry to Ben Bockenbauer for missing his 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!

## Renew Your Real Estate License

Please take notice that this year by December 14, 2026, all WI Real Estate Licenses must be renewed. To renew, you will pay a fee and verify that you have taken all 18 hours of WI CE for 2024-2026. .

## Are You Ready For Golf?

The Golf Committee met and the Golf Outing plans are completed.



Mark July 20 on your calendar and plan on having a day of fun. Think warm and lots of sunshine. See you at Cedar Creek on July 20. Registration will be open on Friday, June 5.

## All REALTORS® Required to Complete Ethics Training and Fair Housing Requirements by December 31, 2027

REALTOR® members must complete two distinct training requirements every three years: Code of Ethics training and Fair Housing/Anti-Bias Training. The current three-year cycle for both requirements runs from January 1, 2025, to December 31, 2027. Failure to complete these requirements by the deadline results in the suspension and eventual termination of your REALTOR® membership. If you have any questions, please call Char at 608-785-7744.

## On the Move

### Welcome New REALTOR® Applicants

Blake Martin of United Country Midwest Lifestyle Properties  
Brooklyn Zielke of Edina Realty  
Brianna Peck of Real Broker, LLC  
Maile Gotzinger of Coldwell Banker River Valley, REALTORS®  
Chris Wilke of Gerrard-Hoeschler, REALTORS®

### Welcome to MLS

Frank Hough of Wayvora Realty  
Dave Corban of eXp Realty, LLC

### REALTOR® Membership Transfer

Madison Bue from @properties La Crosse  
to Edina Realty

### REALTOR® Membership to Inactive

Jordan Schnoll from eXp Realty, LLC to Inactive  
Kaylee Blatz from RE/MAX Results to Inactive

L1586

# 4 Member News



## Live CE a Success!

40 of our members attended 3 days of WI Live CE which was approved for MN credits also. A new venue – the La Crosse Library was perfect. Mike Brennan, MN Realty School, was the instructor. All attendees enjoyed his classes. Thank you everyone for your support!



REALTORS® believe that everyone deserves the right to make a house a home, so I stand firmly against any form of discrimination based on sexual orientation or gender identity. It's just one part of our strict Code of Ethics that sets a higher standard for fairness in housing than any federal law requires.

**#PrideMonth #ThatsWhoWeR**



### MEET OUR MORTGAGE TEAM

Your local mortgage officers are here to guide you every step of the way because community banking means personal service.

**Let's make it happen—together.**  
statebankfinancial.bank

MEMBER FDIC



**JAKE MARTIN**

NMLS#523832  
608-791-4268



**B.J. HAMILTON**

NMLS#1026108  
608-791-4572



**DILLON DEAN**

NMLS#2776435  
608-791-4272



## Have You Added That Extra Layer of Security to your Flexmls Account?

Cybersecurity isn't just a buzzword, it's a necessity. When it comes to protecting your business, your clients and your data, a password alone simply isn't enough anymore!

Keep your Flexmls account secure by enabling Multi-Factor Authentication (MFA). Setup takes a few minutes, and it adds an extra layer of protection to your account.

With MFA, even if someone gains access to your password, they can't log in without a second verification step. It's one of the simplest and most effective ways to keep your information secure.



**YOUR** *trusted partner* **IN TITLE**

Peace of mind for your clients. Peace of mind for you. At Town n' Country Title, we work hard to ensure homebuyers are able to purchase their homes with peace of mind, reduce their risks and help protect their property rights.

[f](#) [i](#) [in](#)  
townncountrytitle.com

Jamie Thielker | Holmen      Sandi Jo Stanek | Tomah      Samantha Oliver | Winona      Jim Kokott | Arcadia

Advocacy across party lines.



## Why Should RPAC interest you?

RPAC is a critical business partner for REALTORS®. Up to 4,000 bills are introduced each session in the state legislature, and elections determine who will be voting on these bills. RPAC helps to elect the lawmakers who write the laws with which you and your business must live. Through extensive research and ongoing monitoring, RPAC keeps real estate professionals informed, involved and influential regarding the legislative decisions important to the industry.

## New Member Orientation Scheduled

REALTOR® Orientation has been scheduled on June 23, 2026. 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 and the Fairhaven: A Fair Housing Simulation at NAR online prior to attending the Orientation. Please send your completion certificates to Kristal at [membershipservices@laraweb.com](mailto:membershipservices@laraweb.com).

Remember, all Applicants are mandated to attend a New Member Orientation as well as all new MLS Subscribers are mandated to attend the MLS portion of Orientation. You are required to attend one of the first two orientations offered after the submission of your application or after your MLS subscription begins. If two orientations are missed, a \$100 fine will be charged to you for each subsequent miss. Watch your email for an invitation to register for this event.

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

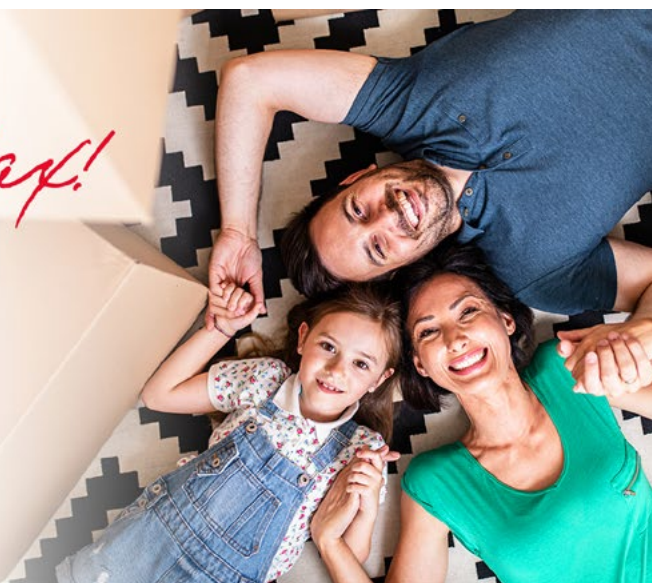


*Sit Back and Relax!*

LET US WORRY ABOUT THE PAPERWORK!



(608) 783-9265 La Crosse | Onalaska  
[www.newcastletitle.us](http://www.newcastletitle.us)



# La Crosse County Sold & Active Listings – May 2026

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	1	0	0	0	1	0	0
100,000 - 119,999.99	2	0	0	0	0	2	2	0
120,000 - 139,999.99	2	0	0	0	1	3	3	0
140,000 - 159,999.99	1	0	0	0	0	1	2	0
160,000 - 179,999.99	0	1	0	0	0	1	2	2
180,000 - 199,999.99	0	0	1	0	0	1	3	1
200,000 - 249,999.99	7	8	3	3	3	24	14	0
250,000 - 299,999.99	2	13	4	1	0	20	8	8
300,000 - 399,999.99	0	18	6	2	4	30	26	6
400,000 - 499,999.99	0	6	9	1	1	17	30	4
500,000 and over	0	5	16	0	0	21	51	4
<b>TOTALS</b>	<b>14</b>	<b>52</b>	<b>39</b>	<b>7</b>	<b>9</b>	<b>121</b>	<b>141</b>	<b>25</b>
<b>AVERAGE</b>	<b>198,116</b>	<b>336,613</b>	<b>478,473</b>	<b>287,657</b>	<b>298,333</b>	<b>360,633</b>	<b>496,752</b>	<b>360,664</b>
<b>MEDIAN</b>	<b>224,500</b>	<b>305,000</b>	<b>450,000</b>	<b>260,000</b>	<b>236,000</b>	<b>310,000</b>	<b>435,000</b>	<b>330,000</b>

Unit Sales by Time on Market		
DAYS	RES	CONDO
1 - 30	96	7
31 - 60	10	1
61 - 90	3	1
91 - 120	1	0
121 or over	2	0
<b>TOTAL SALES</b>	<b>112</b>	<b>9</b>

Unit Sales by Financing Type					
TYPE	RES	CONDO	TYPE	RES	CONDO
Adj Rate Mtg	3	3	Owner Fin	0	0
Assumable	0	0	Private	0	0
Cash	13	2	USDA	0	0
Conventional	84	4	VA	4	0
FHA	8	0	WHEDA	0	0
Land Contract	0	0			
Other	0	0	<b>TOTAL SALES</b>	<b>112</b>	<b>9</b>

Property Type	Volume	Median Sold Price
Residential	40,951,538	310,000
Condo	2,685,000	236,000
All	43,636,538	310,000

## THAT'S WHO WE

REALTORS® are members of the National Association of REALTORS®

FIND A REALTOR®

### LOOKING FOR A LENDER THAT CAN DELIVER?

- SAME DAY PRE-QUALIFICATIONS!
- LOCAL LOAN OFFICERS THAT KNOW THE MARKET
- ZERO TO LOW DOWN-PAYMENT LOANS
- FHA, VA, USDA, & CONVENTIONAL

**TODD CEJKA**  
Branch Manager NMLS #251574

CALL TODAY! 608.386.3532

Todd.Cejka@SupremeLending.com  
ToddCejka.SupremeLending.com  
925 Riders Club Road  
Onalaska, WI 54650

Notices: Everett Financial, Inc. dba Supreme Lending, NMLS ID #2129 (www.nmlsconsumeraccess.org), 14801 Quorum Drive, Suite 300, Dallas, TX 75254 (877-350-5225). Solicitations made to and applications accepted from residents in Wisconsin Mortgage Banker License 214616BA © 2024. All rights reserved. Equal Housing Opportunity Lender.

### How Well Do You Know Your Code of Ethics?

Article 6—REALTORS® shall not accept any commission, rebate, or profit on expenditures made for their client, without the client's knowledge and consent. When recommending real estate products or services (e.g., homeowner's insurance, warranty programs, mortgage financing, title insurance, etc.), REALTORS® shall disclose to the client or customer to whom the recommendation is made any financial benefits or fees, other than real estate referral fees, the REALTOR® or REALTOR®'s firm may receive as a direct result of such recommendation. (Amended 1/99)

### Need a Notary?

As a service to our members, Char, AE, is a Notary Public. Call the Association office and make an appointment if you are in need. Free service.

### Advocacy Works

The 2026 Legislative Report highlights REALTOR® Party wins that support housing opportunities, strengthen private property rights, and help Wisconsin communities grow.

[https://www.laraweb.com/.../legislative\\_report\\_2026.pdf](https://www.laraweb.com/.../legislative_report_2026.pdf)



ANNIVERSARY
CELEBRATION

## 100<sup>th</sup> Anniversary Trivia Question

What year was NAR MLS Clear Cooperation Policy adopted and enforced?

Click here with your answer:  
[membershipservices@laraweb.com](mailto:membershipservices@laraweb.com)

All correct answers for all questions combined will be entered in a drawing for \$100 gift Card.

We will announce the winner at our celebration on September 8!

### Metro Changes 800 Number for Help!

For MLS Subscribers that call the MLS helpline, Metro MLS has changed the number you call for assistance with an issue. The new number is 800-229-9211.



First American Title™

The title company you choose today will shape your clients last impression tomorrow.

Choose EXPERIENCE.  
Choose PROFESSIONAL.  
Choose FIRST AMERICAN TITLE!

FIRST AMERICAN TITLE 2212 State Road 16, La Crosse, WI 54601  
PHONE 608.784.8888 | [www.firstam.com/title/wi](http://www.firstam.com/title/wi)

©2021 First American Financial Corporation and/or its affiliates. All rights reserved. | NYSE: FAF | 51259110821

## June

- 6** North Tour
- 10** South Tour
- 17** North Tour
- 21** Father's Day
- 23** New Member Orientation
- 24** 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				



## July

- 1** North Tour
- 3** Independence Day  
Observed – Association  
Office Closed
- 4** Independence Day
- 8** South Tour
- 15** North Tour
- 20** LARA Golf Outing
- 22** South Tour
- 29** North 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	

## Birthdays - June

- |                            |                       |                  |
|----------------------------|-----------------------|------------------|
| 2 Isaac Barneson           | 20 Abbie Loos         | 26 Kyle Koelbl   |
| 3 Eric Johnson             | 20 Hayden Schmidt     | 28 Madison Bue   |
| 3 Jody Kliscz              | 20 Karl Albrecht      | 28 Ann Lorenz    |
| 4 Jackie Gerke-<br>Edwards | 20 Daniel Coughlin    | 29 Cameron Kelly |
| 4 Jean Main                | 20 Josh Neumann       |                  |
| 5 Blake Cegielski          | 21 Adam Mahutga       |                  |
| 8 Elisabeth Shaw           | 21 Renee Heintz       |                  |
| 9 Risa Topper              | 21 Mary Pretasky      |                  |
| 9 Andy Lee                 | 22 Nathan Kotek       |                  |
| 10 Robbie Nelson           | 24 Chris Brandt       |                  |
| 12 Jason Wang              | 27 Spenser Nickelatti |                  |
| 13 Joshua Walden           | 24 Harlan Hein        |                  |
| 14 Taylor Henry            | 24 Mark Oldenburg     |                  |
| 18 Nancy Gerrard           | 24 Marybeth Schroeder |                  |
| 18 Nathan E. Trim          | 25 Jeff Brogle        |                  |
|                            | 25 Gary Lass          |                  |

## Birthdays - July

- |                    |                     |                       |
|--------------------|---------------------|-----------------------|
| 1 Zach Duckworth   | 9 Amanda Pittman    | 21 Chad Glumske       |
| 1 Julianne DeLap   | 10 Travis Hamilton  | 22 Tami Melcher       |
| 2 Chris Wilke      | 10 Anne Formanek    | 23 Joseph Roraff      |
| 3 Bridget Thomas   | 11 Tina Allbaugh    | 24 Ann Bellacero      |
| 4 Suzanne Stauffer | 12 Christian        | 24 Chuck Olson        |
| 4 Steven Andrews   | La Tendresse        | 25 Spencer Hegenbarth |
| 6 Daryl Holley     | 13 Daryl Blount     | 26 Drake Dickson      |
| 6 Michelle Burton  | 13 Samantha Keck    | 27 Hannah Schmidt     |
| 6 Don Hogan        | 14 Christina Gerdes | 27 Shaynn Davey       |
| 6 Dawn Levandoski  | 14 Aaron Bartsch    | 28 Dave Melvin        |
| 7 Peter Olson      | 16 Jared Heinz      | 28 Laramie McClurg    |
| 8 Eric Seeger      | 16 William Preising | 29 Nicole Borowski    |
| 8 Alan Barbe'      | 18 Dillon Bean      | 29 Barb Hardie        |
| 8 Laurie Noelke    | 18 Bradley Schank   | 30 Tara Campbell      |
| 8 Lisa Kind        | 19 Julie Brown      | 30 J Patrick Lunney   |
| 9 Lacie McClurg    | 20 Jordan Luther    | 31 Stephan Stark      |





**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 

## MLS Teams Information

I have had many questions on how to enter listings if you are part of a Team in MLS. First, all listings must be entered under the agent's name that has signed the contract. The Team leader cannot choose which team member he/she wishes to assign the listing to. In addition, the Team name cannot be chosen to reflect the listing agents name alone. However, what is recommended is that you show the listing agents name followed by the Team name. This is what it would look like in the MLS: Char Glocke – La Crosse Area REALTORS® Association Team.

### To make this happen, do the following:

- Login into MetroMLS
- Click on menu
- Click on My Profile (under Preferences)
- Click My Names
- Enter your marketing name
- Under default on name—click both. This will ensure that the listing agent's name will show with the Team name in the

If you want all Team member's sold listings show under the Head of the Team's agent code, just email Ryan at [mls@laraweb.com](mailto:mls@laraweb.com). And he will change the sold agents name for you. If you have any questions, please call Char at 608-785-7744.

## Security Tip

Careful with cash deposits! If you periodically carry large deposits to the bank, be especially aware of any strangers lurking around the office parking lot. If you must transport cash deposits, use the buddy system or arrange for a security service or police escort.



## Tips for Courteous Behavior

- Treat other agents as if they were your clients
- Return phone calls promptly
- Be on time for appointments
- Pay attention when talking face to face
- Don't make a promise you can't keep
- Thank an agent for showing your listing
- Help new agents in your company
- Deliver bad news in a tactful way
- Update your voice mail recording so callers know your availability.



**FOREWARN™**

a red violet company

## Have You Downloaded FOREWARN Yet?

The Greater La Crosse MLS Corporation offers you a free product that will increase your safety. It is FOREWARN®! This product is an easy-to-use app that will allow you to assess risk by learning about a new prospect prior to meeting them for a showing.

The FOREWARN® app gives you the ability to gain instant insight into a prospective client within seconds, using only a phone number! Don't have a phone number—you can also search by name.

Stay safe!

Download the app today!



## NAR Cybersecurity Best Practices

- **Email Hygiene:** Use encrypted emails and document-sharing platforms when sending sensitive documents. Regularly purge old emails and archive crucial ones securely.
- **Access Credentials:** Utilize strong, unique passwords or passphrases and enable Multi-Factor Authentication (MFA) on all accounts.
- **Device Security:** Keep firewalls, antivirus software, and operating systems up to date with the latest patches.
- **Routine Backups:** Back up all critical transaction data and files on a regular basis.
- **Avoid Wire Fraud:** Educate clients to call a known, trusted representative to verbally verify wire routing numbers before transferring funds.



### Legal Updates Available at WRA.org

At [www.wra.org](http://www.wra.org) you can search legal updates for the topic of your choice. This publication is emailed to all members on a monthly basis.

Important information is covered in these updates. It's a great resource and benefit of membership for you.



## 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.

**GRANITE BANK**

## YOUR LOCAL MORTGAGE RESOURCE

With over 100 years of experience, Granite Bank offers modern, flexible, nationwide lending built around your clients' unique needs.

New construction and lot loans	Portfolio (in-house) loans
First-time homebuyer programs	Options to serve a wide range of credit profiles
WHEDA, MHFA, FHA, VA, USDA, and conventional loans	

**JEFF THOMPSON**  
SALES MANAGER/SR LOAN OFFICER

Personal NMLS# 256028  
608-397-4356  
Jeff.Thompson@granitebank.com  
granitebank.com/jeffthompson

---

All loans are subject to credit approval. Program guidelines are subject to change without notice. Additional restrictions apply. This is not a commitment to lend. Any such offer may only be made pursuant to Minn Stat. 47.206, sub 3&4.

NMLS# 405434 | Member FDIC | Equal Housing Lender



# Out with the Old, In with the New

By the WRA Legal Team

Spring is a time for fresh starts. Spring cleaning gives you the chance to clear out what no longer serves you and make room for what is next. For Wisconsin real estate licensees, spring is also a good time to “clean up” your professional records and make sure your firm associations are current and compliant.

Wis. Stat. § 452.30 sets out clear requirements for associating with a firm and terminating that association, and these notice obligations are not just administrative details. They determine whether a licensee is legally authorized to practice.

## **CLEARING THE AIR: NOTICE OF ASSOCIATION**

Before a licensee can begin providing brokerage services on behalf of a firm, two things must happen:

- The licensee must be associated with the firm.
- The Wisconsin Department of Safety and Professional Services (DSPS) must be notified of that association.

That second step is where issues often arise. A licensee may feel ready to jump in and start working, but until the DSPS has been properly notified through LicensE, which is the DSPS’ online portal for all things related to real estate licensing, the association is not complete for legal purposes. In other words, you cannot begin practicing on behalf of a firm until that notice has been submitted to LicensE. To file a Notice of Association, log in to your LicensE account, click on Amendments, select Request Amendment and choose “Notice of Association - Form 812.”

Notification may occur at the time of initial licensure or, more commonly, by submitting the required form through LicensE and paying any applicable transfer fee when joining a new firm. When moving from one firm to another, the same process applies.

As part of your professional “spring cleaning,” this is a good reminder to confirm that your association is properly

on file before engaging in any brokerage activity.

## **SWEEPING OUT THE OLD: NOTICE OF TERMINATION**

Ending a relationship with a firm requires just as much attention as starting one. Under Wis. Stat. § 452.30, both the licensee and the firm have independent obligations to notify the DSPS when their association ends:

- A licensee must notify the DSPS through LicensE within 10 days after ceasing to be associated with a firm.
- A firm must also notify the DSPS through LicensE within 10 days after terminating a licensee.

To file a Notice of Termination, log in to your LicensE account, click on Amendments, select Request Amendment and choose “Notice of Termination - Form 766.”

This dual-notice requirement ensures that the DSPS’ records remain accurate and that there is no confusion about where a licensee is authorized to practice. Importantly, one party cannot rely on the other to handle the notice - each has its own responsibility.

Just like cleaning out old files, it is important to formally close out prior associations so there is no lingering uncertainty about your status. Now would be a great time for a firm to review the licensees associated with it within LicensE and file those notices of termination for any licensees no longer associated with the firm.

## **NO DUST SETTLING: WHY TIMING MATTERS**

The 10-day notice requirement is not something to put off for later. Delays can create gaps in compliance, during which a licensee may not be properly authorized to provide brokerage services on behalf of any firm. Additionally, failing to file a notice of termination can make it look like a licensee is associated with two firms, which for a salesperson is contrary to Wis. Stat. 452.30(7).

Similarly, failing to promptly report a termination can create confusion about supervision, liability and which firm is responsible for a licensee’s conduct - particularly in transactions that are still in progress.

Keeping your records current ensures there is no “gray area” about your authority to act.

## **A SPRING CHECKLIST FOR COMPLIANCE**

As you take stock of your business this season, consider adding these items to your checklist:

- Confirm your current firm association has been properly reported to the DSPS.
- Submit notice promptly when changing firms.
- Provide notice within 10 days when ending an association.
- Do not assume the other party has handled the required filing.
- Verify your status before engaging in brokerage activity.
- Review the roster of your agents and make sure it accurately reflects who is associated with your firm.

A little attention to these details now can prevent larger issues down the road.

## **FRESH START, CLEAN RECORDS**

Wisconsin law makes clear that a licensee’s authority to practice is tied not only to holding a license, but also to being properly associated with a firm and ensuring that association is reported. The same is true when that relationship ends.

By taking a “spring cleaning” approach to your firm associations by clearing out outdated relationships and confirming current ones, you can reduce risk, avoid compliance issues, and move forward with confidence in your practice

Source: Wisconsin Real Estate Magazine

# 2026 Annual Golf Outing

Cedar Creek Country Club | Monday, July 20 2026

## TOURNAMENT INFO:

**Format:** Shotgun start. To be eligible for winning the scramble, each team must have at least one male, one female, and **two players who are LARA members.**

**Hole Events:** All golfers are limited to winning two hole events.

**Guests:** Each member attending is limited to 1 guest

**Reservations:** Payments must be received at time of reservation. RSVP by **July 16th** to secure a spot

\*2 People per cart and one set of clubs per person\*

## SCHEDULE:

10:00-11:30 Lunch Buffet & Registration  
10:15-10:30 Sponsor Set up  
10:45 Mega Putt  
11:00 Shotgun Start For All Golfers  
4:30 (estimate) Awards Presentation

After golf Snack Pizza

## PRICING:

\$80.00 /person - 18 holes, cart, & lunch

\$24.00 per person - Lunch only

## LUNCH BUFFET:

Grilled burgers, chicken sandwich, salads, chips, baked beans & cookie.

# BINGO

Bring a non-perishable food item and donate to WAFER to receive a free -space "wild sticker" for your bingo card.

Donations to WAFER and the Back 2 School Program are most welcome!!

Survival Kits will be sold and all proceeds will be contributed towards WAFER.

**WAFER**  
Food for people in need

## ~ MEGA PUTT ~

This is a fun opportunity at a chance to win some cash. You will purchase a numbered Ball at check in for \$20. 50% of the money collected will go to the winner and 50% will go to the Back 2 School Program. Everyone stands in a circle and all will putt at one time. No need to be an amazing putter. Winner will be the ball that sinks the putt. If multiple balls drop, there will be a tie-breaker putt.

**Limited Space!! (36 teams)**

**Get your foursome together and register online today!!**



LEGISLATIVE REPORT 2026

# Advocacy *Wrap-up*

## LEGISLATIVE WINS DELIVERED

REALTOR® Party results for property rights, housing supply and your business in 2026.



**10+** PRIORITY BILLS  
SIGNED INTO LAW



SCAN TO  
LEARN MORE

# REALTOR® PARTY WINS

# BUILDING MORE HOUSING

Several bills signed into law this session advance supply-side solutions aimed at increasing housing, reducing barriers to development and expanding attainable homeownership across Wisconsin.

# 140,000

**NEW HOMES BY 2030**  
JUST TO MEET DEMAND



**ACT 235**

## SUPPLY-SIDE SOLUTIONS

### RESIDENTIAL TIDS

Gives communities the option to create residential tax incremental districts (TIDs) specifically for residential development. Expands the use of tax incremental financing tools for local governments to support entry-level, owner-occupied, single- and two-family homes by helping fund critical infrastructure such as roads, sewers and utilities.

**ACT 237**

### WHEDA LOAN MODIFICATIONS

Improves loan programs offered by the Wisconsin Housing and Economic Development Authority (WHEDA) by removing barriers and increasing financing flexibility for housing developments. The result is a stronger toolkit to support workforce housing, expand supply and help more projects move forward. These changes will encourage the use of these loans ahead of the January 1, 2031, deadline, when the funds must be returned to the state.

**ACT 173**

### “TRUTH IN PLANNING”

Helps communities align local zoning with comprehensive plans, aiming to reduce development delays and lower housing costs by increasing predictability.

**ACT 120**

### NEIGHBORHOOD IMPROVEMENT DISTRICT (NID)

Expands local tools to support housing and neighborhood revitalization by allowing more flexibility in how improvement districts are used, including the ability to fund residential infrastructure via special assessments, while ensuring property owners are informed and educated.

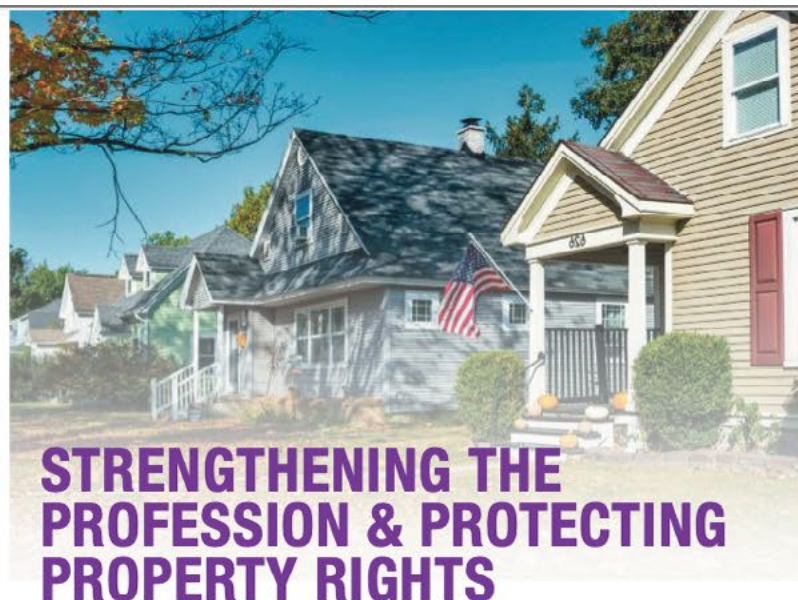
**ACT 68**

### PLAT REVIEW

Reforms the plat review process by requiring local governments to offer nonbinding pre-submission reviews and creating clearer expectations for subdivision approvals. These changes improve transparency, consistency and predictability across the state, helping reduce delays and keep housing projects on track.

# REALTOR® PARTY WINS DEFENDING WHAT MATTERS

Some victories are signed into law. Others are measured by what we protect, improve or prevent. Together, these efforts support the profession, protect property rights and keep homeownership within reach.



## STRENGTHENING THE PROFESSION & PROTECTING PROPERTY RIGHTS

ACT  
69

### ENHANCING TRANSPARENCY IN REAL ESTATE PRACTICE

Bolsters consumer transparency in marketing listed property, disclosure of tech-enhanced advertising and eliminates firm-to-firm compensation; positioning Wisconsin as a national leader in real estate practice standards. **Effective January 1, 2027.**

ACT  
108

### MLS TAX EXEMPTION

Ensures multiple listing service (MLS) subscriptions remain exempt from Wisconsin sales tax, protecting a tool that REALTORS® use in their business every day.

ACT  
32

### PROTECTING PROPERTY OWNERS

Prevents property owners from being unfairly burdened by recorded contracts or agreements that do not improve or develop their property.

ACT  
239

### WORKFORCE HOME LOAN PROGRAM

Creates a new WHEDA loan program to help first-time homebuyers and working families bridge affordability gaps and move closer to homeownership.

ACT  
238

### HISTORIC REHABILITATION TAX CREDIT

Makes it easier to restore and reinvest in older commercial and residential buildings, helping revitalize downtowns, preserve historic properties and support new housing opportunities.

SJR  
116

### PROTECTING TAXPAYERS

Advances a proposed constitutional amendment to prohibit the use of the governor's partial veto to create or increase a tax or fee. For homeowners and property taxpayers, this reinforces protections against these increases and improves transparency in how tax policy is created. **This constitutional question will appear on election ballots across Wisconsin in November 2026.**



**STILL IN FOCUS**  
2025 AB 202 | *KOBLE SOLUTION*  
— VETOED —

Addresses the legal uncertainty created by the *Koble* decision by providing certainty for landlords while maintaining protections for tenants. While vetoed due to policy and political complexity, this issue will remain a REALTOR® Party priority for 2027.

# A LEGACY OF RESULTS

The REALTOR® Party's impact extends well beyond the current session. Today's wins join a legacy of victories that strengthen the profession, support property owners and expand housing opportunities across Wisconsin.

## FEATURED WINS INCLUDE

### SHORT-TERM RENTAL PROTECTIONS

Protected property owners' ability to rent their property as a short-term rental (STR).

### \$525 MILLION INVESTMENT IN SENIOR AND WORKFORCE HOUSING

Expanded financing tools that help communities create housing opportunities and reinvest in neighborhoods.

### RIGHT TO PLACE A PIER

Preserved waterfront property owners' ability to place a pier, a key component of riparian rights in Wisconsin.

### WETLAND REGULATION REFORM

Updated land use rules to better align environmental stewardship with responsible development.

### TWO-YEAR LIABILITY LIMITATION

Created greater certainty for REALTORS® by shortening liability time frames from six to two years.

### FORECLOSURE EQUITY THEFT

Protected property owners from losing home equity through tax foreclosure.

### PREVENTING HARMFUL PROPOSALS

Fought against bills that raise levy limits, restrict property ownership, increase regulatory costs and roll back landlord-tenant laws.

Read more about the legacy of wins here:  
[www.wra.org/legislativereports](http://www.wra.org/legislativereports)



## WHAT IS THE REALTOR® PARTY?

**Not red. Not blue. REALTOR® Party purple.**

Non-partisan advocacy protecting your business, your clients and private property rights at the local, state and federal levels.



“Advocacy turns ideas into policy and stops bad ideas from becoming law. Investing protects your business, your industry and private property rights – or someone else will decide their future for you.”

### Rose Bogosian

WRA REALTORS® Political Action Committee (RPAC) Chair



**ENGAGE.  
INVEST.  
ADVOCATE.**

Scan the QR code to get involved today.

La Crosse Area REALTORS® Association

# HALL OF FAME

*Recognizing Members of Distinction*

Name of Nominee: \_\_\_\_\_

The criteria will include the following areas but is not limited to:

- ★ Service to local real estate industry
- ★ LARA REALTOR Involvement
- ★ State REALTOR Involvement
- ★ National REALTOR Involvement
- ★ Civic Involvement
- ★ Business Involvement
- ★ Political Involvement
- ★ Member of LARA for at least three years
- ★ Current Active Member

**Up To Three Awards Will Be Granted Each Year!**

Comments: \_\_\_\_\_

---

---

---

---

---

**Please return your completed form to the La Crosse Area REALTORS® Association**

Bring or mail this form to:

La Crosse Area REALTORS® Association

111 6th Street South, La Crosse, WI 54601

Email: [cglocke@laraweb.com](mailto:cglocke@laraweb.com) | Char at 608-785-7744 or 608-785-7837

**Nominations will be accepted until**

**\*\*\*\* July 15, 2026 \*\*\*\***



**Tom M. Wheeler GRI Scholarship**  
Application

Dear LARA Members:

The La Crosse Area REALTORS® Association has the Tom M. Wheeler, GRI Scholarship available. Are you interested in achieving this designation? Every REALTOR® member that is interested in achieving this designation is eligible to apply. Please fill out the application below and submit it to the Association Office by July 15, 2026. This Scholarship will pay up to \$300 for the On Demand Coursework! Fill out the application today for your chance to win!

Mike Pietrek  
Chairperson  
Recognition Committee

**(Application must be typed or neatly hand written.)**

**Section I**

(Completed by the Applicant)

Name: \_\_\_\_\_

Company of Employment: \_\_\_\_\_

Company Address: \_\_\_\_\_

Telephone Number: \_\_\_\_\_ Years in Business: \_\_\_\_\_

GRI On Demand Coursework applied for (a receipt will be required prior to reimbursement) Course Registered

For: \_\_\_\_\_

Why I should receive a GRI Scholarship:

---

---

---

---

---

---

---

**Section II**

(Completed by Applicant)

(Verified by Association Executive)

I have undertaken the following REALTOR® related volunteer activities at the local, state, and national levels:

---

---

---

\_\_\_\_\_ (Signature of Association Executive)

**Section III**

(Completed by Applicant's Broker)

Why applicant should receive a GRI  
Scholarship: \_\_\_\_\_

---

---

Indication the applicant will continue to make real estate a  
career: \_\_\_\_\_

---

Financial Benefit to  
applicant: \_\_\_\_\_

---

---

\_\_\_\_\_ (Signature of Broker completing the form.)

Please return the application to the Association Office, **no later than July 15, 2026**.  
Attach an additional sheet if necessary.

\*Please check out the criteria listed in this edition of the newsletter to earn your GRI.\*