RASCW

REALTORS® ASSOCIATION OF SOUTH CENTRAL WISCONSIN

ANNUAL REPORT 2022

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EQUAL HOUSING OPPORTUNITY

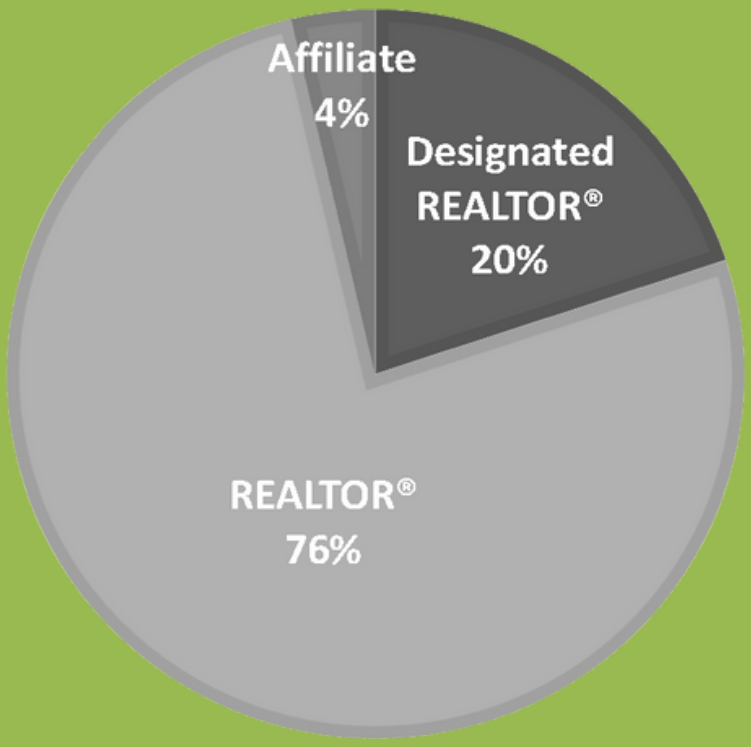
Mission & Membership

MISSION STATEMENT

Our purpose is to serve all Members, including residential and non-residential brokers, agents, appraisers and affiliates, by providing education, programs, and benefits, and:

- To assist all Members to successfully conduct their businesses professionally and cooperatively – now and in the future
- To protect private property rights through effective participation in public policy
- To protect affordability and availability of housing choices by ensuring equal housing opportunities





TOTAL MEMBERSHIP
AS OF 11/30/2022 = 3792
(.4% decrease from 2021)

Designated REALTOR® - 756

REALTOR® - 2897

Affiliate - 139

Association Updates

TOTAL ASSETS AS OF 10/31/2022

Operating Account - $409,393

Building/Equipment Reserves - $1,180,167

Leasehold Improvements - $36,637

Furniture & Equipment - $85,728

HOUSING FOUNDATION

- 11 Loans Closed - $53,923
- 9 Loan Payoffs - $69,912
- Loan interest rate remains at 0%
- Starting in 2022, all existing loans no longer accrued any interest
- Available loan lesser of 3% of purchase price or $6,000
- Contact foundation@wisre.com for more information

EVENTS & MEETINGS

- 85+ hours of member programming offered through 30+ virtual and in-person events
- 50+ Association Board, Chapter, and Committee meetings were held throughout the year

STAFF RETIREMENTS

- Patricia Borman retired in March after 28 years of service followed by Beth Fletcher in May after 26 years of service. Both were valued members of our team. Although they are missed, we wish them well as they each enjoy a well-deserved retirement.

NEW STAFF MEMBERS

Charisse Gipson started in February as the new Office Administrator. Her role is focused on the successful operations of our front desk. Charisse performs a variety of administrative support functions while making sure the phones are answered promptly and visitors are greeted ensuring their needs are met.

Jen Dimiceli started in May as the new Member Services Coordinator. Her role is focused on member services that include policy compliance, database management, accounting and assisting with event coordination. Some members will remember Jen from her years on the SCWMLS staff.

Committee & Chapter Highlights



AFFORDABLE HOUSING & EQUAL OPPORTUNITIES

- Kickin' it with Forward Madison event raised $17,500 for the local organization Movin' Out
- Awarded a record 29 Minority Scholarships

MEMBERSHIP NETWORKING

- 658 members attended 7 events
- 200+ backpacks were collected for area kids through Bocce Ball event
- 200+ holiday gifts collected for kids in need through the Holiday Party
- Offered Good Neighbor Award for second year, which is a donation to the winners' nonprofit organizations of choice

PROFESSIONAL DEVELOPMENT

Offered 10 programs, incuding:

- Economic Update with NAR's Lawrence Yun
- Darcy Luoma Presentation
- Lunch & Learn w/Monkey Business Institute
- Personal Development Workshops
- Tax-Reduction Strategies
- CPR Training
- Safety Trainings

GOVERNMENT AFFAIRS

- 99% of WRA/RPAC supported candidates were elected in 2022
- Helped pass Madison zoning ordinance change to help with area affordable housing shortage
- Currently at 76% of 2022 fundraising goal
- Click for our Advocacy Agenda

Committee & Chapter Highlights



PROFESSIONAL STANDARDS

The Committee received 10 formal complaints in 2022 (2 fewer than in 2021):

- 5 Ethics (2 from the public)
- 5 Arbitration Requests

ORIENTATION

- 381 new members completed orientation program in 2022
- Successfully transitioned back to offering in-person sessions
- All 10 sessions received largely positive feedback from participants

SAUK COLUMBIA CHAPTER

Offered 5 events in 2022:

- Axe Throwing
- Bags Tournament - raised $ for local Boys & Girls Club
- Golf Outing - collected and donated school supplies
- Euchre Tournament
- Holiday Party

SOUTHWEST CHAPTER

Offered 2 events in 2022:

- Bagels & Banter w/CEO Ruth Hackney
- Holiday Party

Looking Ahead: 2023 Board of Directors



MELISSA BJERKE MARKGRAF, PRESIDENT



BEN OBLIZAJEK, PRESIDENT-ELECT



TONY KEUNTJES, TREASURER



JEAN ARMENDARIZ-KERR, IMMEDIATE PAST PRESIDENT



NANCI CAFLISCH



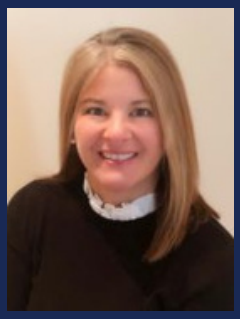
BRANDON GROSSE



LEXIE HARRIS



JULIE KLEMM



MONIQUE OLSON



SONA OLSON



ANDREA POTTERTON



BEN SAMSON

Looking Ahead: Message From CEO



Ruth Hackney

The end of each year is the perfect time to reflect on all the things that I am thankful for, which includes supporting the amazing community of agents, brokers, appraisers, and affiliates at the REALTORS® Association of South Central Wisconsin. Not only do our members help buyers and sellers in their pursuit of the American Dream, but they invest time and money into their own communities to embrace their countless passions.

I am also thankful for the volunteers who have made all the achievements of the past year possible. The RASCW Board of Directors, RASCW Committees and Chapters, the Housing Foundation Board, and the staff who breathe life into this industry. Thank you for another landmark year.

As we move into 2023 together, our combined vision for this organization is to empower the Real Estate Community to *Connect, Learn, and Thrive*, and to therefore be *The Home For REALTOR® Success in South Central Wisconsin.*

The exciting activities we are planning for 2023 will enrich your career and would be made better by your insights and involvement. I encourage you to monitor the calendar at RASCW.org and participate in events and professional development opportunities that you find interesting.

As the year changes over, it is the vision and passion of those involved combined with the enthusiasm of our members that has led us to this point. With your support we will continue to bolster the vision of our leaders with new and diverse engagement of the organization to help us collectively build and strengthen the real estate market in South Central Wisconsin. Because That's Who We R!

THE HOME FOR REALTOR® SUCCESS IN SOUTH CENTRAL WISCONSIN