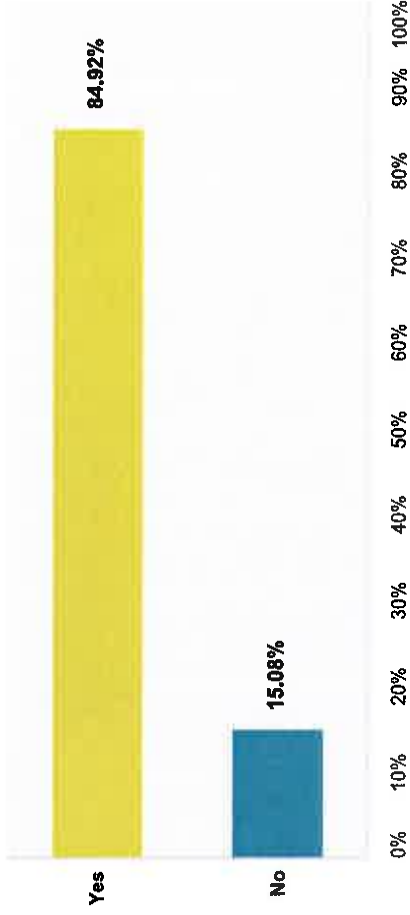


Q1 Based on your experience, are most REALTORS® you encounter acting in a manner that is consistent with the REALTOR® Code of Ethics?

Answered: 126 Skipped: 1



Answer Choices	Responses
Yes	107
No	19
Total	126

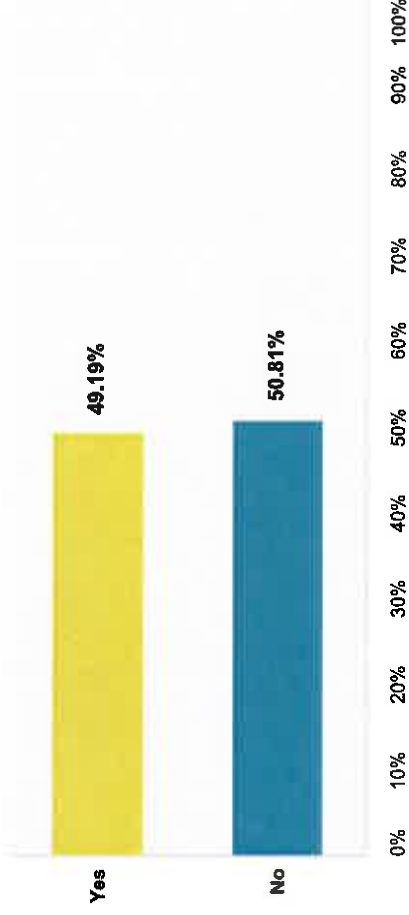
A

	Based on your experience, are most REALTORS® you encounter acting in a manner that is consistent with the REALTOR® Code of Ethics? - If you answered No, what are they doing most that's unethical in your opinion?
1	1) Listing Brokers are "selling" homes on the same day they hit the MLS, this is causing financial harm to their Seller clients who could have had more & higher offers and more showings. Certain brokers do this more than others! 2) Agents are calling my listings trying to solicit a listing and if confronted they claim they did not "know" it was listed on the MLS. This is happening to Flat Fee & Discount brokers where the Seller may have done previous marketing FSBO.
2	Due to the reduce supply agents are not honoring preexisting relationship between buyers and other agents. There is a disrespect happening, too much texting not enough talking between agents.
3	I feel some of the delayed listings, starting to market on social media and having properties have accepted offers prior to being listed is not in a sellers best interest and makes Realtors look bad to buyers.
4	I wrote an offer on a property for my buyer. The offer was countered not allowing my buyer to have a radon test. When I called the listing agent to ask why, he said he instructed his seller not to allow a radon test, as the property might test positive, and she would have to invest upwards of \$1200.00 to remove the radon. This not only bad advise, I would think he is over reaching his bounds with discouraging any buyer to have a radon test ---as it is a safety issue. It's already pre-printed in Addendum A. We walked on the offer---my buyer thinking what else is she hiding? They did take another offer, and I notice it is in "pending" on MLS.
5	Incompetent
6	I've recently run into buyers that Agents pass along their MLS ID and passcode so their buyers can run their own search. I've also run into agents who give buyers lock box codes for vacant homes to tour them without the agents.
7	Many are ethical. However, there do seem to be agents that skirt, or sometimes cross, the line in regards to ethics. It seems that there are entire firms where this is standard practice. One of these firms (Powers) is headquartered in an area where I do a lot of business, this perhaps increases the perception that many are acting in this way.
8	Most are ethical. However, Delayed listings/advertising on social media for Coming Soon listings is a concern as it's not a level playing field for all Buyers.
9	Most but certainly not all. In this busy market agents are stalling on presenting offers. Sellers are out of the town or the country the day list their home. It is frustrating.
10	Companies are marketing their listings in house before even hitting the MLS.
11	Most do but there are a handful of producing agents giving realtors a bad reputation.
12	Not following rules.
13	not presenting in a timely manner an getting a response back on time.
14	Not presenting offers, amendments etc. in a timely manner. Calling client's directly. Working out of their known market place.
15	Not responding to phone calls or emails in a timely manner or being incredibly argumentative for no reasons (making mountains out of ant hills)
16	Putting information into MLS with timelines for first showings and presenting all offers on a specific date only to find that the seller accepted an offer outside of those supposed restrictions.
17	Returning phone calls.....seems I have to request a showing report 2, sometimes 3 times before I get any kind of an answer....sometimes I never get an answer.....There are those that like the online showing reports, but I find them way to generic.....actually speaking to the showing agent gives me a much better report.....It only takes a few minutes after a series of showings to get a report to the listing agents.....IT'S PART OF OUR JOB! Scott had put out several emails a couple of years ago stating how important it is to have this info for the seller.
18	Some agents are not putting listings into MLS until after they have privately marketed property to their own buyers acquiring accepted offers. Not presenting offers to sellers when listing agent doesn't like terms of offer or price, and not sending back a rejected offer. Agents are giving out lock box information to buyers for vacant houses to look on their and not present when showing a property.
19	they do not abide by rules of contracts in how poorly written offers are

	A
20	They do not practice Code of Ethics
21	They don't delay their listings but let agents see the property ahead of the listing, they don't communicate AOs; you just have to find out your buyer didn't get the home when you see the AO in MLS. Ridiculous.
22	Too many are using a pre-agency agreement with sellers to fool sellers into believing they are obligated to use them exclusively. They are skirting the delayed listing system and trying there best to procure a buyer before their listing starts. The use of outside sales are also presenting problems. Most are not licensed and are predatory to say the least. They are not bound by a code of ethics and pretend to want to help sellers. Some that are licensed use website to lure sellers to visit then respond because they were asked. These are not tactics that follow ethical guidelines and they will hurt our reputation if this continues.
23	While certainly the minority, I believe some realtors are sharing "pre MLS" on their facebook pages and nowhere else giving their clients priority

Q2 Do you believe that your fellow REALTORS® need additional training to do a more competent, professional job?

Answered: 124 Skipped: 3



Answer Choices	Responses
Yes	49.19% 61
No	50.81% 63
Total	124

A

	Do you believe that your fellow REALTORS® need additional training to do a more competent, professional job? - If you answered Yes, what kinds of things do they need more training in?
1	
2	Basic contract knowledge. New developments with forms, laws, etc.
3	basics - lock up, turn off lights; basically leave property as you found it! Alert lister if issues encountered. Leave a business card. CANCEL if not keeping appointment. Wipe feet or remove shoes, etc.
4	Bedside manners
5	Better understanding of the co-broke relationships and information transfers between agents.They need to know how to handle open house situations , how to respect sellers homes when they tour buyers through.
6	Buyer agency, procuring cause, writing offers and understanding the meaning of a defect after inspections.
7	checking data input into mls: so much incorrect, including spelling. :(
8	Common courtesy when setting appointments and then failing to show up or notify agent that they did not see property. Frustrating to Seller who spends time to get house ready. Lots of agents think its no big deal.
9	Communication, timely manner
10	communication, the basic how to's of a transaction (steps in the process)
11	Completely!
12	Contracts
13	Contracts
14	contracts
15	Contracts and legalities
16	Cooperation among agents - consistent language in MLS regarding offers.
17	Electronic delivery/signatures used when No consent on data sheet is still not understood. Agents stil using addendum D with offers that is not needed with consent in data sheet. Permission to deliver loan commitment not always sent when requested. Additionally, the need for a signed loan commitment (showing buyers have agreed to terms). A home sale contingency that is dropped off an offer is still unclear to agents as to what that really means with regard to providing proof of funds if NO loan commitment was delivered previously.
18	Go back to the basics. Most agents are not following the rules! Not even knowing that they will have to do a revised RECR with everything found needing repairs from the inspection from the first buyer. They just put the property back on the market. Only when the first agent says they will be watching for a revised RECR, so they actually do it.
19	How to communicate professionally with one another. I find it's hard to work with other agents when they are not willing to listen or come up with win-win scenarios for all parties.
20	How to write a contract. How to deal with an Addendum AC
21	I don't feel they need more training.....they just need to put others before themselves.....Agents have always been busy and time is very precious, but that doesn't make it right to ignore good ethics...

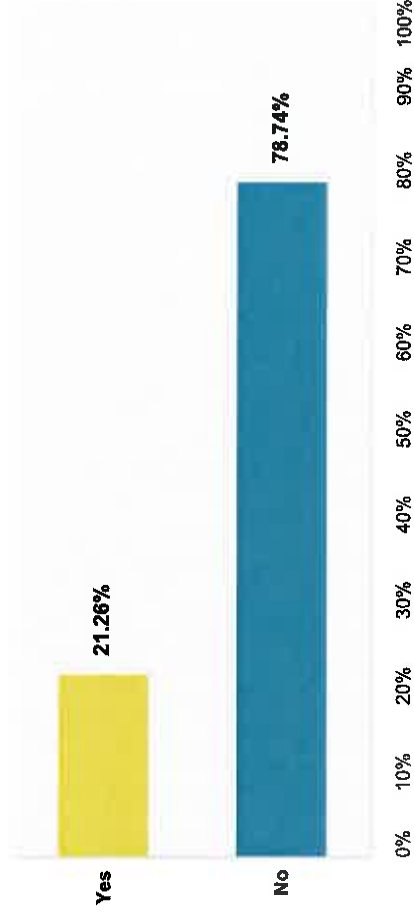
A

22	I feel like the "old guard" needs to be reminded of the code of ethics that they are supposed to abide to
23	I have found that not all agents use proper paperwork in order to accomplish things. For example I had an agent try to obtain post occupancy for his sellers by using an amendment to the offer to purchase rather than the Addendum O.
24	I think every real estate professional could benefit from more training. Myself included.
25	I think first year, newly licensed Realtors need more training
26	I think sometimes just the basic knowledge of transactions and all required forms, etc. needs to be reviewed with some agents.
27	I think there need to be stronger penalties for the firms that allow (or perhaps even encourage) this type of behavior. I think the individual agents are just falling in line with their company culture.
28	I think we can all use some additional training.
29	Many seem unaware of certain MLS guidelines
30	More education on MLS procedures and rules as it relates to cooperation and compensation to cooperating brokers. Also, more specifics on Code of Ethics and stories or examples so that Realtors understand what is truly means to uphold the standards of our organization.
31	More use of the ShowingTime system by all agents especially for offers that are on the table would be nice. I've had many instances lately where offers are being accepted or are accepted and I'm showing a property without knowledge of the acceptance. If the listing agents would just use the ShowingTime app to let us know that would be great!
32	Our continuing education does not cover much. We need form updates and legal updates. We get so much junk email about golf outings. The emails that matter get passed up. My suggestion is label the emails UPDATE READ THIS. I believe real estate should become a 2 year degree. It is too easy now versus when I took the test.
33	PROFESSIONAL COURTESY!!!! I am sick to death of some agents giving others an "inside track" on their listings instead of using the systems in MLS. Also, see answer 5. Powers Realty is famous for this.
34	Professional courtesy, communication, consideration, following showing instructions
35	Proper contract writing
36	Realtors need to have more training on offers, what deadlines means. Realtors need to be reminded when a buyer is interested in viewing a property they must accompany their client during all showings, and inspections.
37	Returning phone calls in a timely manner. Differentiating between being a buyer's agent & acting like an attorney. You know the "same old, same old" ...
38	Some agents need to remember we represent buyers and sellers and their own personal opinions are sometimes the driving force and should not be.
39	Staying professional through out an entire transaction even when things start to get difficult. Completing and drafting of amendments.
40	The basics continue to be a problem and probably will in the future. There is little the GMAR or WRA can do as long as real estate companies continue to recruit massive numbers of unqualified business people.
41	The foreclosure process. General procedures on what to expect, timelines, addendums.

	A
42	The importance of prompt responses to communications.
43	Training is just part of the business so I include myself too.
44	writing clear contracts, amendments
45	Yes and no. Most know the rules and are either acting ignorant or are being coached.
46	You never have too much education

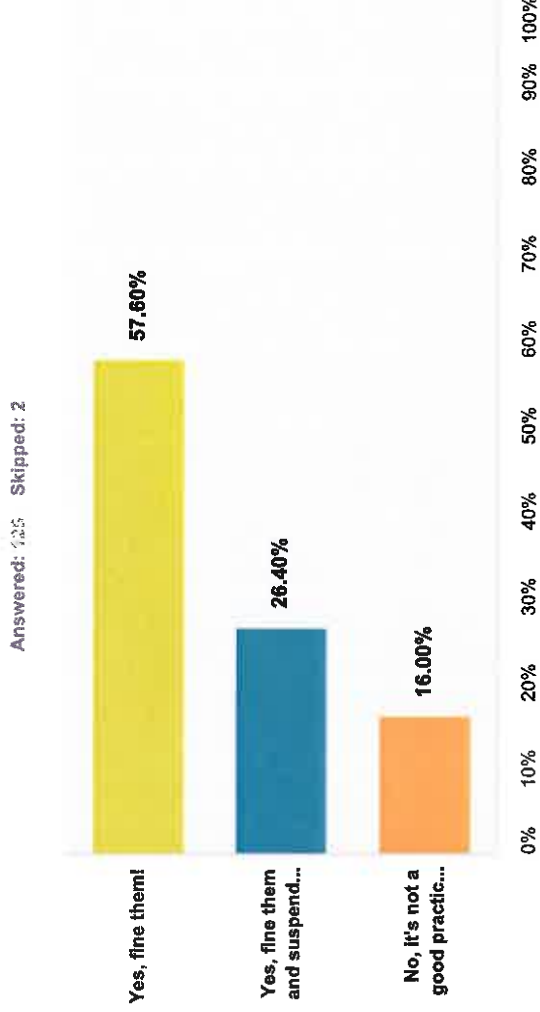
Q3 Are you aware of another REALTOR® who has given out a lock box code to an unauthorized party?

Answered: 127 Skipped: 0



Answer Choices	Responses
Yes	21.26% 27
No	78.74% 100
Total	127

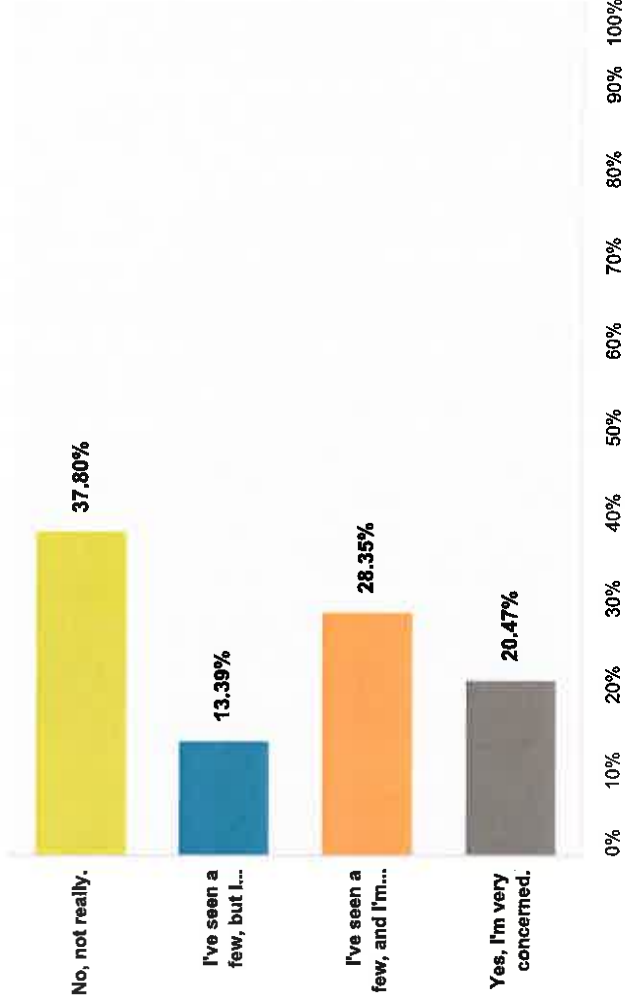
Q4 Should the GMAR take disciplinary action against REALTORS® who give out lock box codes?



Answer Choices	Responses
Yes, fine them!	72 57.60%
Yes, fine them and suspend them!	33 26.40%
No, it's not a good practice, but shouldn't involve discipline.	20 16.00%
Total	125

Q5 Is the instance of "Coming Soon" or "pre-MLS" listings a concern of yours?

Answered: 127 Skipped: 0



Answer Choices	Responses
No, not really.	37.80% 48
I've seen a few, but I don't think it's a problem.	13.39% 17
I've seen a few, and I'm concerned about their growing impact.	28.35% 36
Yes, I'm very concerned.	20.47% 26
Total	127

Q6 What are 3 qualities of a successful REALTOR®?

Answered: 113 Skipped: 14

Answer Choices	Responses
1	100.00% 113
2	100.00% 113
3	100.00% 113

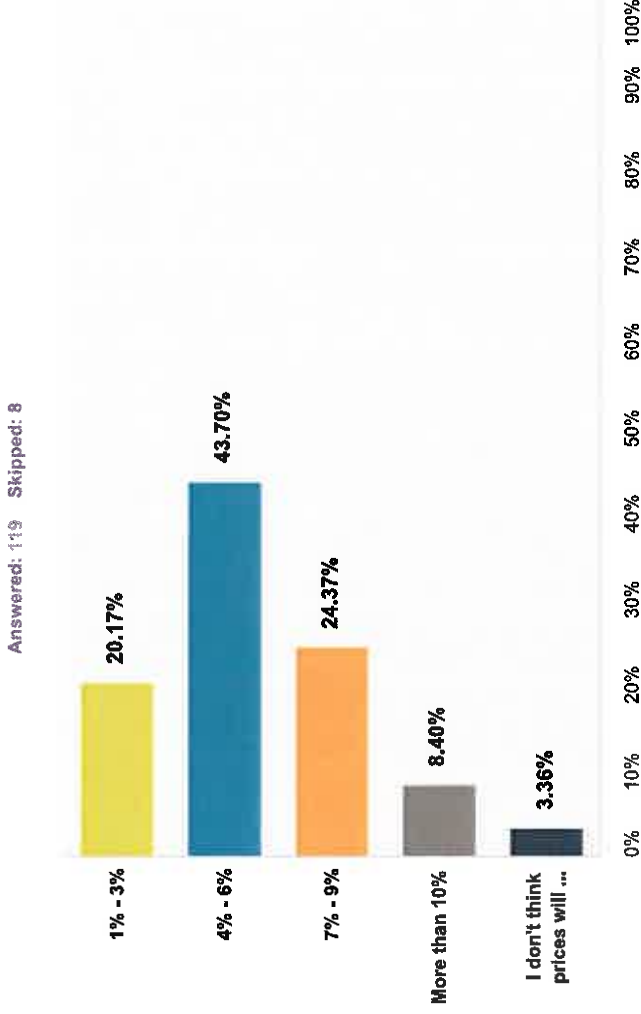
	A	B
1	What are 3 qualities of a successful REALTOR®?	
2	46	Honest
3	36	Communicate effectively
4	27	Integrity
5	19	Knowledgeable
6	15	Professional
7	11	Ethical
8	9	Trustworthy
9	8	Good listener
10	8	Organized
11	5	Competence
12	5	Experience
13	5	Hard working
14	5	Punctual
15	5	Timeliness
16	4	Cooperative
17	4	Follow up
18	4	Patience
19	4	Responsive
20	3	Attention to detail
21	3	Customer Service
22	3	Educated
23	3	Follow through
24	3	Negotiation abilities
25	3	Persistence
26	3	Personable
27	3	Self-motivated
28	2	Client focused
29	2	Friendly
30	2	Helpful

	A	B
31	2 Kindness	
32	2 Know the market	
33	2 Respect	
34	2 Understand the local housing market	
35	Ability to work under pressure without mistakes	
36	Accessible	
37	Accuracy and completeness of MLS listing	
38	Being a Good Student of Real Estate and Values	
39	Being able to work with all personality types.	
40	Being courteous	
41	Being knowledgeable about the current market	
42	Being knowledgeable of documents and laws	
43	Being part of a well educated team	
44	Being professional at all times	
45	Caring	
46	Common curtesy	
47	common sense	
48	Compassion	
49	Competitive	
50	Connections	
51	Consistent	
52	Constant Industry Related Education	
53	Contract knowledge	
54	Detail oriented	
55	Don't get in the way between a buyer and seller	
56	Driven	
57	Easy to work with	
58	Emotionally mature	
59	Engaging personality	
60	Enthusiasm	

	A	B
61	Even tempered	
62	Excellent Time Management	
63	Fairness	
64	Fairness to all	
65	Full disclosure of any known defect of a property	
66	Fully helping clients understand contracts prior to signing the contract.	
67	General knowledge	
68	Good response time	
69	Good work ethic	
70	Happy	
71	Highest quality of contracts	
72	Honor your Broker	
73	Humbleness	
74	Intelligent	
75	Know what's going on with their clients	
76	Knowing the area and inventory when working with Buyers or Sellers	
77	Knowing there clients needs / price point	
78	Knowing what you know and what you don't know	
79	Knowledge of Contract	
80	Knowledge of contracts	
81	Knowledge of current market conditions	
82	Knowledge of the market	
83	Knowledgeable in profession	
84	Morality	
85	Not talking down to someone	
86	Obey the Standard of Practice	
87	Passion	
88	Placing the client ahead of completing a transaction.	
89	Positive outlook on Life	
90	Presenting buyers and sellers best interest always	

	A	B
91		Perseverance
92		Quick response
93		Quick thinker
94		Relationships
95		Return calls
96		Sees competitors as partners in the business
97		Selflessness
98		Sense of humor
99		Service oriented
100		Smart
101		Strong on client service
102		Strong understanding of contracts and contingency language
103		Support staff for staying current and answering questions
104		Taking care of all parties
105		Tenacity
106		Thick skin
107		Think ahead to what is coming next on a transaction and not wait till last minute that puts pressure on the other party. Ex: waiting to last day or two in an inspection amendment when it was done days prior.
108		Thoroughness
109		Training beyond the license
110		Treating others as you would like to be treated
111		Understanding
112		Understands real estate contracts THOROUGHLY
113		Up to date training
114		Willingness to work long hours

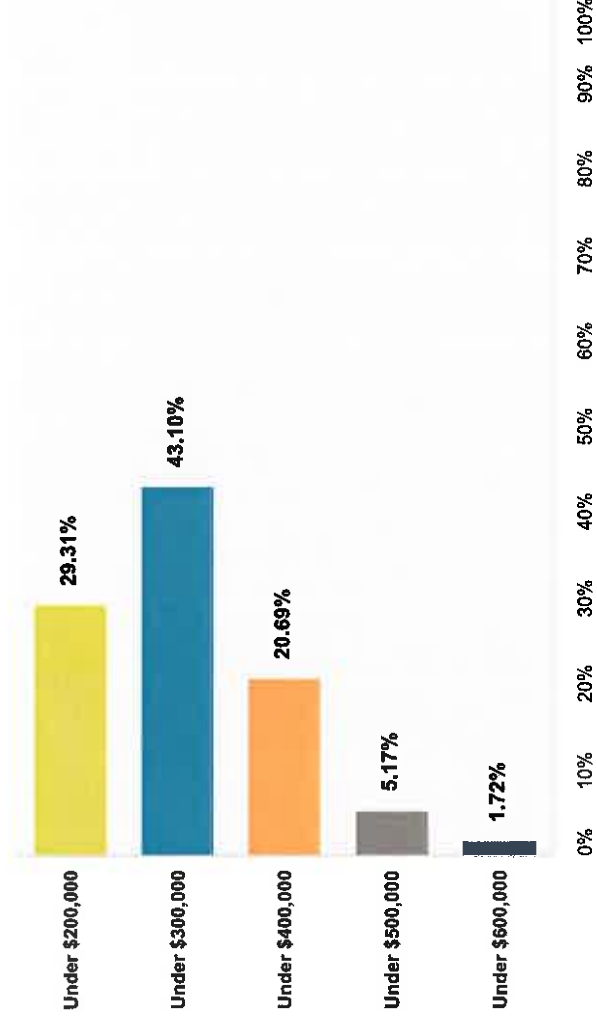
Q7 Given the tight inventory we're experiencing, how much do you anticipate prices will rise this year over 2016?



Answer Choices	Responses
1% - 3%	24 20.17%
4% - 6%	52 43.70%
7% - 9%	29 24.37%
More than 10%	10 8.40%
I don't think prices will be above 2016	4 3.36%
Total	119

Q8 What price points would you like to see more listings in (check all that apply)?

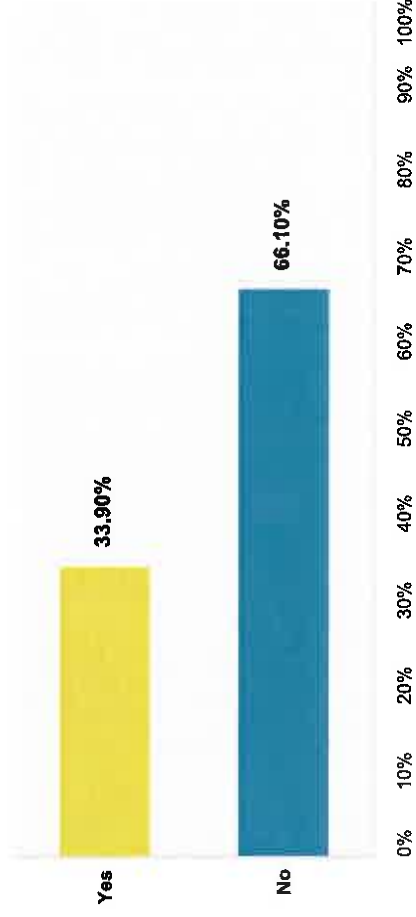
Answered: 116 Skipped: 11



Answer Choices	Responses
Under \$200,000	29.31% 34
Under \$300,000	43.10% 50
Under \$400,000	20.69% 24
Under \$500,000	5.17% 6
Under \$600,000	1.72% 2
Total	116

Q9 Do you see any signs of increasing inventory during the rest of 2017?

Answered: 118 Skipped: 9



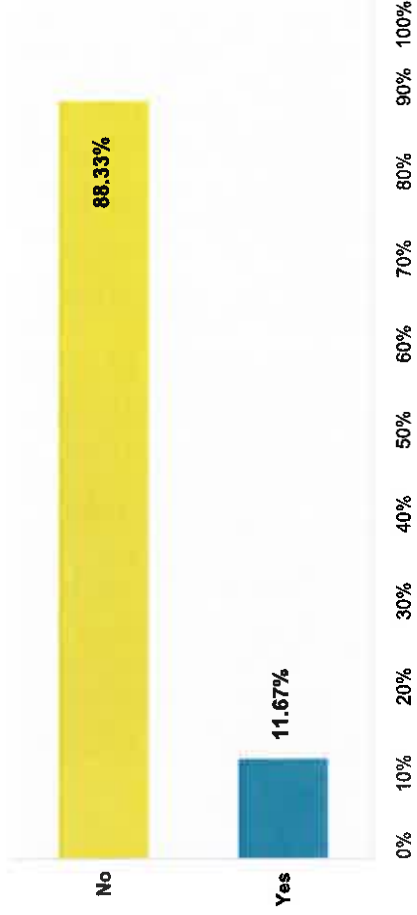
Answer Choices	Responses
Yes	33.90% 40
No	66.10% 78
Total	118

1	Do you see any signs of increasing inventory during the rest of 2017? - Comment
2	Historically home owners think summer is the time to sell. We start building inventory in late May and June and it will drive prices down as we enter July and August.
3	Hopefully!
4	I am actually seeing sellers who are getting concerned about putting their house up for sale because they won't be able to find something on the other end to buy.
5	I feel when school lets out more Sellers will be more likely to list their homes
6	I see a lot more Fsbo
7	I think home owners are still holding out o listing due to shortage of inventory. I hope June brings more homes to market.
8	I think inventory will continue to be tight for the remainder of the year.
9	I think we will see a general increase due to the summer selling season, but not enough to curb the appetite and number of buyers.
10	if inventory was going to steadily increase we would have seen it by now. I anticipate low inventory through the remainder of the year.
11	I'm seeing more people afraid to list their house because they are seeing other not able to find a home and having to live with family
12	In some markets, not in most and not nearly enough.
13	It seems that inventory is currently building, but there are a lot of 1-party transactions and properties getting offers so quickly, that inventory is still low.
14	It slows down around June 15th and we may see some increases.
15	Many folks are making the move this year since rates are low and a sellers market. I am noticing that they are waiting until they find something first.
16	Maybe, I am getting more calls for listing homes. So, the real spring market may bring more listings.
17	Need more focus on training for realtors to learn how to get listings.
18	people feeling more confident about making a move
19	Probably going to take until next year
20	Sellers are starting to "get it".
21	Unsure.
22	We have a bit of a log jam. Sellers are hesitant to put their properties on the market because they do not have a place to go due to low inventory.

A	
	Have your clients had any unusual problems obtaining a mortgage in the last 6 months? - If Yes, what kind of problems?
1	
2	appraisal issues
3	Appraisal problems early in the year. Appraisers don't recognized the velocity of the market and how quickly it changes seasonally.
4	Appraisals
5	Appraisals are still a challenging issue.
6	Finding lenders that will make mortgages under \$40,000
7	Handing out generic pre-qualifications based on non-verified information given by the buyers.
8	Mortgage market seems to be moving more quickly.
9	Underwriters seem to be getting nervous.

Q10 Have your clients had any unusual problems obtaining a mortgage in the last 6 months?

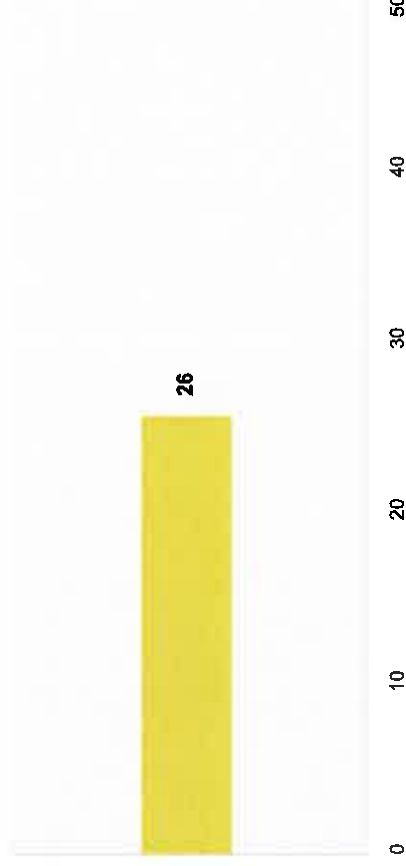
Answered: 120 Skipped: 7



Answer Choices	Responses
No	88.33% 106
Yes	11.67% 14
Total	120

Q11 What is the optimal number of days for a buyer to receive a mortgage commitment from a lender?

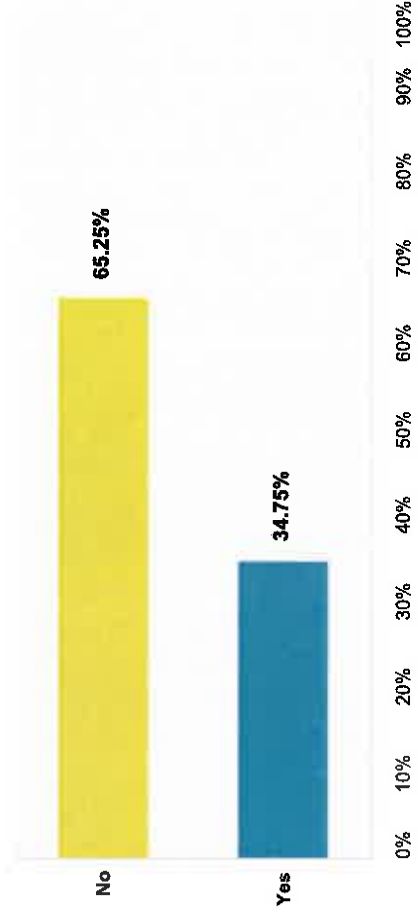
Answered: 117 Skipped: 10



Answer Choices	Average Number	Total Number	Responses
	26	2,996	117
Total Respondents: 117			

Q12 Have any of your clients had problems with appraisals in the last 6 months?

Answered: 118 Skipped: 9



Answer Choices	Responses
No	65.25% 77
Yes	34.75% 41
Total	118

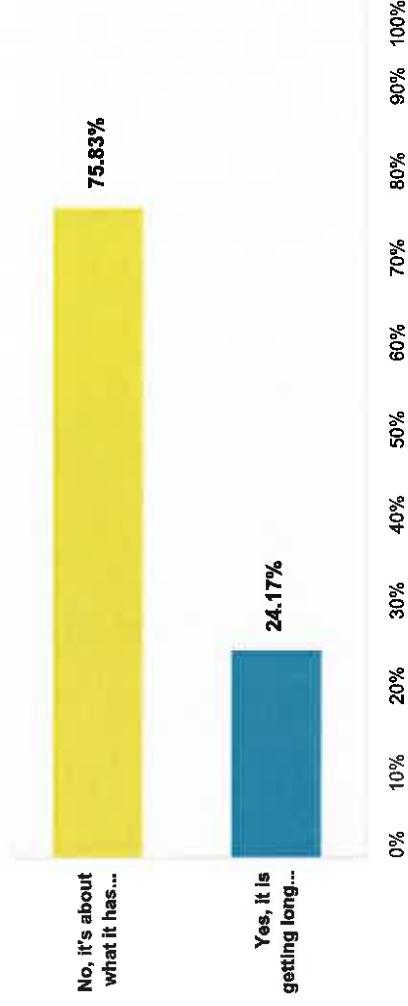
A	
Have any of your clients had problems with appraisals in the last 6 months? - If Yes, what kind of appraisal problems?	
1	102 N Water Street, the same appraiser appraised by unit with a contract price of \$236,000 (411) and also was assigned to Unit 611 which was listed as a single party out of MLS listing for \$195,000. My seller's unit did not appraise out because of the off-market in unrenovated renovated unit. First time since 2002 that a listing of mine did not appraise out.
2	10K under A/O price in Random Lake
3	2 appraisals came in low. One was a 1-yr old new construction that came in low as appraiser compared it to older homes that had sold. No other same age homes had resold at the time. Could have used cost of building. The next home sold in the subdivision (new construction) closed for significantly more, and was an active w/ offer at the time of our appraisal. The other low appraisal resulted from lack of subdivision resales so appraiser compared the next neighborhood, which was at a different price point.
4	appraisal coming in a few thousand dollars low (within 2-3% of agreed upon purchase price)
5	Appraisals have been better these past few years as prices have begun their increase.
6	Appraiser added repair conditions to a conventional appraisal. Seller was forced to a \$10,000 price reduction or start over.
7	Appraisers are not fully aware of rapidly rising prices and look too much on old comps from 2016.
8	Appraisers are scared to truly assess property of their true value as they are fearful they will be out
9	Appraisers being unfamiliar with the area using comps too far away
10	as an appraiser, I am particularly concerned about brokers allowing sellers to set list price without understanding the appraisal process- if the market does not support a value, the appraisal will and should show that. This is not the appraiser's fault.
11	Collateral Underwriting, appraisers not catching up to market conditions/values in some areas. Demand seems to have little effect on value in some instances.
12	Coming in low
13	Getting them done on time
14	Hard to get an appraiser, seems to be a shortage
15	Have had an appraisal come back \$10,000 lower than a comp in the same condo building due to the square footage being 60 sq feet smaller. Tried to appeal it with no luck. There should be a better appraisal appeal process.
16	

	A
17	Home did not appraise for the sales price despite multiple offers. We had one that failed to appraise and within a week of my clients offer falling apart the property sold for \$20k over what our offer had been.
18	Im new not yet
19	It was app 238. 10k under what our offer was. Met at 241k
20	It would seem--as this happened to me in the last year ---twice--that Landmark Credit Union is consistently having appraisers that appraise low. This is not in areas of Milwaukee that are already losing property values.
21	I've had 3 that didn't appraise this year alone: two as a lister, one as a buyer. I meet all my appraisers, and give them a list of updates my clients did, as well as comps I used to price the home (but only give those if they ask, some do), and I let them know how many showings, offers, etc. we received on the first day. Doesn't seem to help. Appraisers are using old solds from 6-9 months ago, instead of understanding what is happening in this market with 8 offers on the first day, at 20K over. I don't know if this is because their hands are tied by lenders and stupid Frank-Dodd laws though.
22	Low values
23	Not appraising out, over zealous FHA inspectors.
24	not appraising out
25	Not done quick enough
26	Not reflecting higher prices due to demand
27	Over offered, appraisal comes back much less.
28	Price
29	Price
30	Properties not appraising as list prices, and eventual contract prices, are growing faster than the past sales allow for appraisers to consider in their reports.
31	Purchase value not net with appraisal. Only twice in last 6 months. Gladly, with all the multiple offer situations the appraisers have done a good job with giving value to sale price.
32	Right now we have a listing at \$360,000. The first appraisal came in at \$340,00 and the seller adjusted the price. Now their is a review appraisal and the new number is \$310,000!!!
33	still using foreclosures as comps
34	takes too long

	A
	<p>The appraisal industry is a joke largely because of the government regulations/changes back 8-9 years ago. While most appraisers understand the rising price environment we are in, many are unfamiliar with the areas they are being asked to do appraisals in. Additionally, many don't seem to care about how many offers come in over asking price and seem to bring the value down from the Accepted Price to something lower based on Sold data. While I understand the rules they are governed by, in many cases they are not really putting a Value on a property that I would consider "Fair Market Value". Furthermore, I can't believe how many times I've seen an appraiser come in lower by less than 1% of the Accepted Offer Price. I've been selling homes for 17 years - nobody can be that precise/accurate. My personal opinion in the matter is that FNMA should get rid of the appraisal requirement altogether if a house was listed in MLS, the sales price is within a certain percentage of the average home price in the zip code, or the house recently sold via MLS in the last 5 years within a certain percentage of the current sales price.</p>
35	
36	Under appraising when there weren't any comparable properties.
37	Under value when there were multiple offers and if a ready willing and able buyer is willing to pay a certain price and several other buyers will too, than that is the new market value
38	Value came in significantly low in a Greendale original for my buyer-- lender caught the odd comps that the appraiser used and sent it back as a bad appraisal.
39	Value not meeting agreed upon sale price
40	Values of appraising out
41	With the shortage of inventory, prices are on the rise and some appraisers are not accounting for the this enough and playing it too conservatively.
42	Yes, just yesterday. Seller is going to put it back on the market and sell it again.

Q13 Is the time between an offer being accepted and closing getting longer?

Answered: 120 Skipped: 7

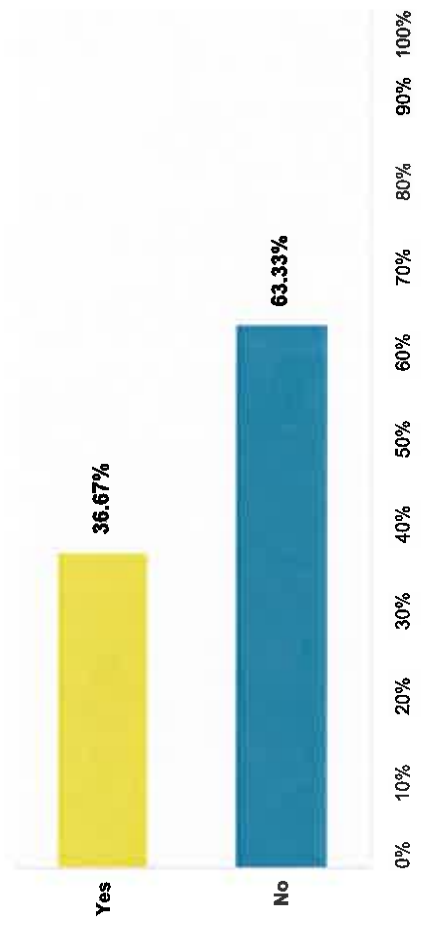


Answer Choices	Responses
No, it's about what it has always been.	75.83% 91
Yes, it is getting longer, and I attribute it to:	24.17% 29
Total	120

	A
1	Is the time between an offer being accepted and closing getting longer?
2	Attributed to by the larger banks (US Bank, Wells Fargo, BMO Harris)
3	contingencies having lengthened time horizons
4	Delayed listings holding back until a certain day/time for all parties to submit offers.
5	demand on the appraisers
6	disclosures
7	Financing
8	Financing delays with buyers not being prepared for the amount of paperwork needed or last minute changes to get their loan approved which causes delays to closing.
9	Finding suitable housing for seller
10	I feel its getting shorter
11	increased issues with well water testin
12	Lender understaffing
13	lenders are overworked and understaffed
14	Lenders asking for more time due to TRID
15	Lenders dragging their feet
16	lenders giving LC and any additional items needed
17	Lenders holding back loan commitment.
18	Lending practices, underwriting, delay in appraisals, final audits
19	More work needing to be done to acquire FHA / VA loans Conventional loans are not usually delayed
20	Not sure new
21	People are not putting their house up for sale until they find and put an offer in on another
22	Repairs are needed on the property. Takes longer. Some sellers I've noticed have been waiting sometimes 20 plus years to sort of "dump" their properties in a hot market. Thinking they can make some quick money without doing the necessary repairs.
23	Shortest time frame is with Johnson Bank & Associated Bank, other lenders have moved their underwriting out of state which extended deadlines.
24	The
25	TRID and the strength of Lender
26	Trid, or fear of Trid by lenders. Out of state lenders not having good systems in place to get to closing,

Q14 Have you attended a GMAR social event in the last year?

Answered: 120 Skipped: 7



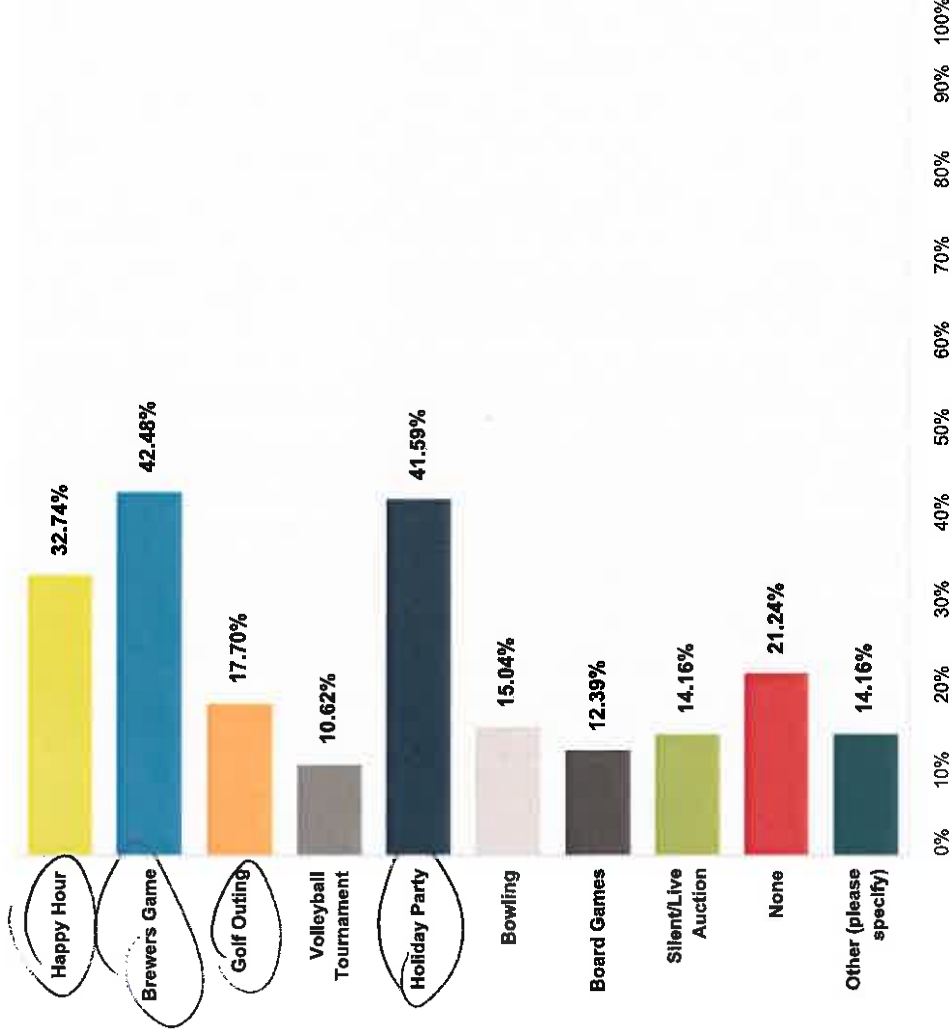
Answer Choices	Responses
Yes	36.67% 44
No	63.33% 76
Total	120

A	
	Have you attended a GMAR social event in the last year? - If you answered No, Why (too busy, not convenient, not interested, etc)?
1	
2	Baseball game
3	Busy and have done some for 30-40 yrs....let the younger take over!
4	Children/family life outside of already busy work
5	Combination of the 3 depending on the event...
6	Conflict with my appointment
7	Cost.
8	Have a toddler at home. Difficult finding a sitter.
9	I got the license in 2017.
10	I just joined in the last month
11	Just did follow into an event.
12	mostly not interested and occupied with other things dealing with family and life.
13	no interest
14	No interest
15	no reason
16	no time for that with current lifestyle, kids etc...
17	Not connected
18	Not convenient
19	not interested
20	Not interested
21	not interested
22	not interested
23	Not interested.
24	Not on good dates / or time of day (I prefer PM)
25	Socializing with Realtors is not a priority and Milwaukee is too far away
26	to expensive
27	too busy
28	Too busy
29	Too busy

	A
30	too busy
31	too busy
32	Too busy
33	Too busy
34	Too busy
35	Too busy
36	Too busy
37	Too busy! I've got kids, so evenings and weekends are hard.
38	too busy, not convenient, not interested
39	Too busy, not interested.
40	Too busy, trying to live a balanced live with work, family, etc. Hard to fit one more thing into that mix.
41	Too busy.
42	Too expensive. I only go to the free Realtors Home Show Day. The holiday party should be lower cost or even no cost at all for all the dues we pay.
43	Very busy
44	Went to the baseball event last year as well as the Christmas party, but did not attend either this year due to the cost and didn't feel like I got much for the amount of money spent on the events.
45	Would like to, but have not been at times convenient for me.
46	Yes, but it was in the dells. Fun but not super convenient.

Q15 What type of social events interest you (check all that apply)?

Answered: 113 Skipped: 14



Answer Choices

Happy Hour

Responses

32.74%

37

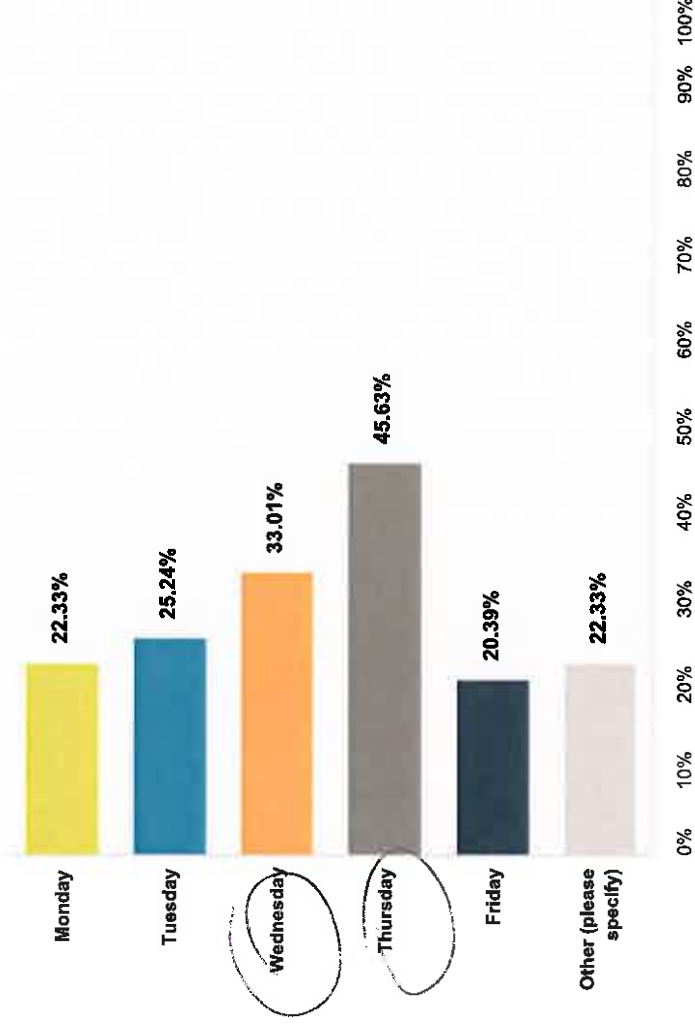
Brewers Game	42.48%	48
Golf Outing	17.70%	20
Volleyball Tournament	10.62%	12
Holiday Party	41.59%	47
Bowling	15.04%	17
Board Games	12.39%	14
Silent/Live Auction	14.16%	16
None	21.24%	24
Other (please specify)	14.16%	16
Total Respondents: 113		

A

1	What type of social events interest you (check all that apply)? - Other (please specify)
2	Any
3	Boat cruise
4	Brainstorming sessions at a Happy Hour "wine" with fellow Realtors to discuss current trends
5	Bucks / Admirals game
6	bucks game
7	Events where they discuss market trends and updates to the industry. I do not like industry social events too much fake banter and puffing.
8	Family friendly I have 2 small kids
9	Meetings for sub-groups of Realtors such as discount brokers or those interested in "flat fee" practice.
10	Networking events
11	No time
12	none
13	none
14	Perhaps a charity event - serving the community
15	river cruise
16	St. Paddy's Dash
17	think it 's good for those getting in the business to network---I don't even have time to see my real family

Q16 What evenings during the week work best for you to attend a social event (check all that apply)?

Answered: 103 Skipped: 24



Answer Choices	Responses
Monday	23
Tuesday	26
Wednesday	34
Thursday	47
Friday	21

Other (please specify)

22.33%

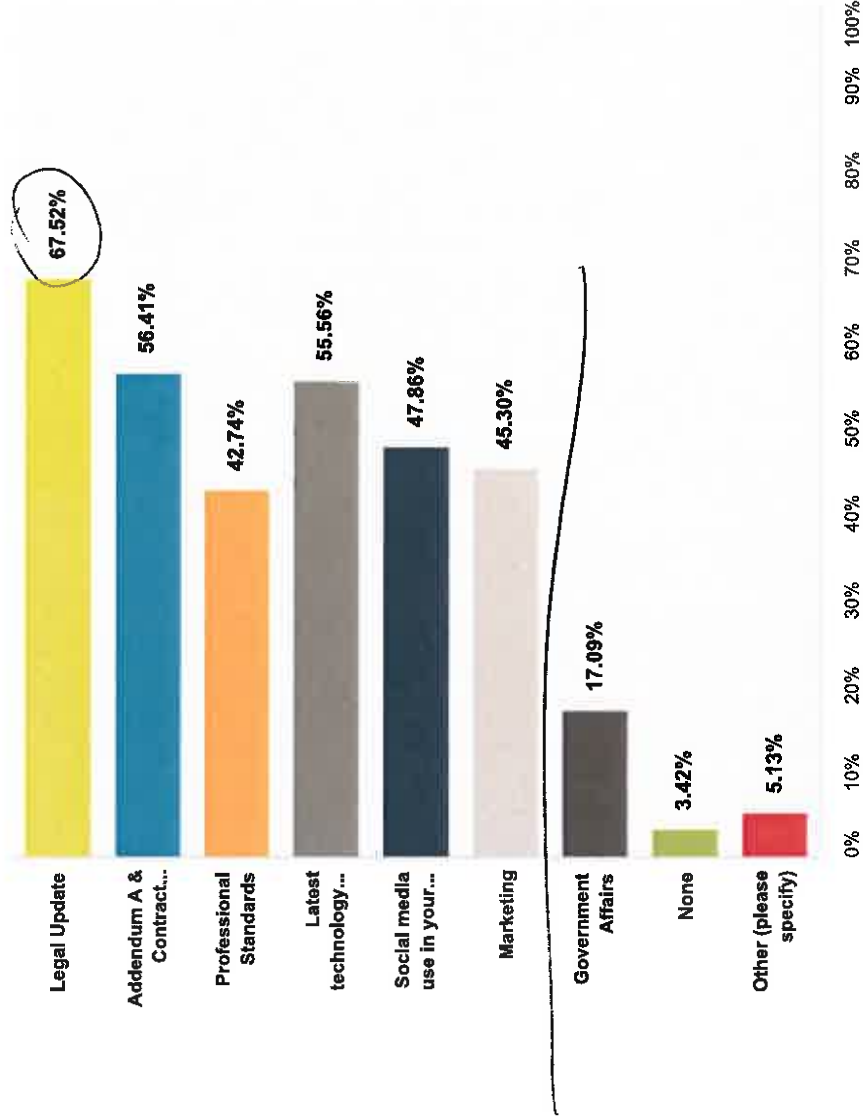
23

Total Respondents: 103

A	
	What evenings during the week work best for you to attend a social event (check all that apply)? - Other (please specify)
1	
2	All of the above
3	Always depends on work load
4	Any
5	Any
6	Doesn't matter.
7	it truly varies
8	Morning
9	non specific
10	none
11	none
12	None
13	None
14	none
15	not interested
16	not really interested
17	Saturday
18	Saturday evening
19	Saturday or Sunday
20	too busy
21	Used to attend the events but no longer have time
22	varies depending on how busy I am.
23	Week nights are difficult
24	weekend

Q17 What type of educational events do you prefer (check all that apply)?

Answered: 117 Skipped: 10



Answer Choices	Responses
Legal Update	67.52% 79
Addendum A & Contract Changes	56.41% 66
Professional Standards	42.74% 50

GMAR Spring 2017 Member Survey

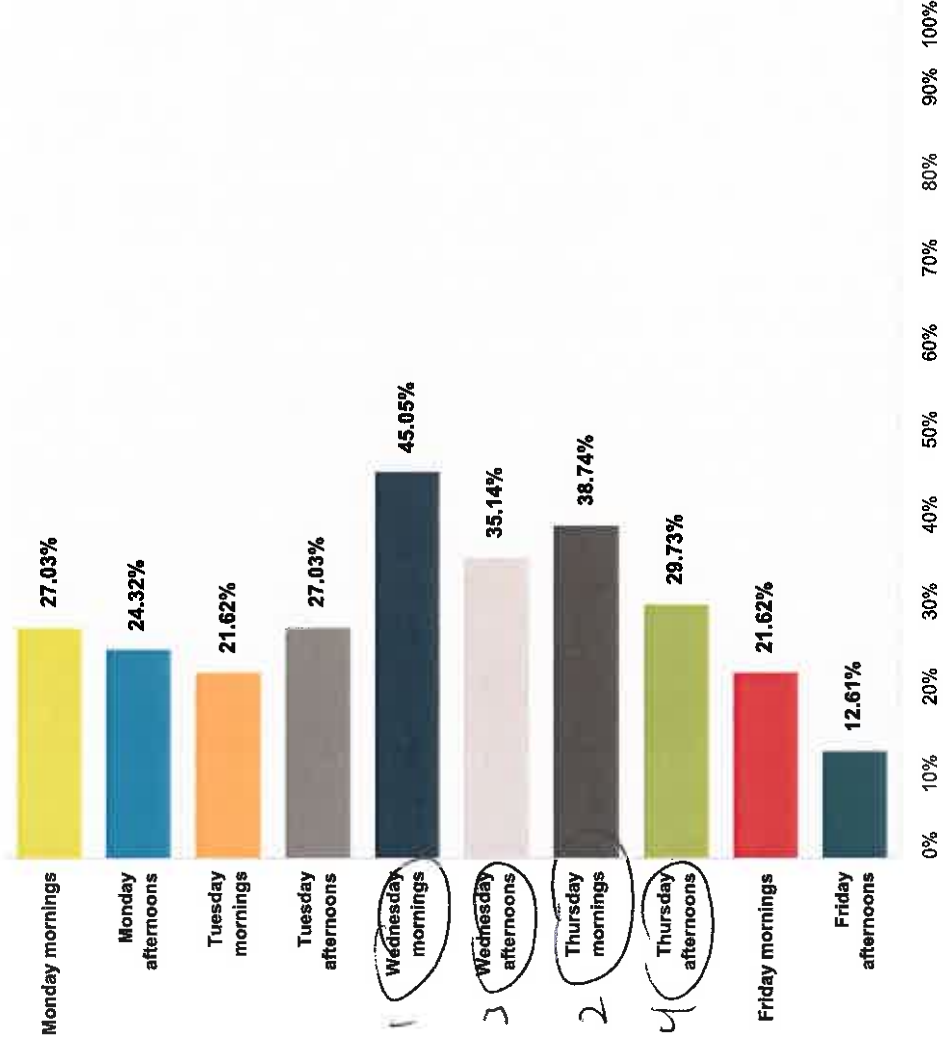
SurveyMonkey

Latest technology products and services	55.56%	65
Social media use in your business	47.86%	56
Marketing	45.30%	53
Government Affairs	17.09%	20
None	3.42%	4
Other (please specify)	5.13%	6
Total Respondents: 117		

A	
1	What type of educational events do you prefer (check all that apply)? - Other (please specify)
2	All of the above
3	All would be good if they were in podcast form. I can't read magazines while driving to and from showings
4	continuing education
5	I have marketing background so this interests me
6	Private Realtor Board to post new listings that are coming up and other items
7	Using the MLS search and tools (I have not taken these but plan on it)

Q18 What days and times work best for you to attend an educational event (check all that apply)?

Answered: 111 Skipped: 16



Answer Choices

Responses

Monday mornings	27.03%	30
Monday afternoons	24.32%	27
Tuesday mornings	21.62%	24
Tuesday afternoons	27.03%	30
Wednesday mornings	45.05%	50
Wednesday afternoons	35.14%	39
Thursday mornings	38.74%	43
Thursday afternoons	29.73%	33
Friday mornings	21.62%	24
Friday afternoons	12.61%	14
Total Respondents: 111		

Q19 Is there anything you would like to tell us?

Answered: 44 Skipped: 82

A	
1	Is there anything you would like to tell us? - Open-Ended Response
2	Call me if you need help getting into the podcasting scene
3	Can't think of anything at this time
4	commercials why to use a Realtor
5	Fix DNC laws in Wisconsin!
6	For question 5, there's nothing wrong with Coming Soon or delayed status properties, as long as agents DO NOT allow showings before the start showing date. Agents also need to be paying attention to delayed status listings. When they don't, and they see something come on as active, they are falling behind other agents who booked it days ago when it first went delayed.
7	GMAR should oversee MLS and their demands for things they don't update/regulate vs. the stuff they stick their nose into. Consistency in how thinkgs are posted in MLS to give accurate statistics.
8	Having our association put pressure on Lenders to provide real preapprovals, be accountable to clients and contracts and have consequences for leaving clients hanging. BIG problem with large banks. There are no consequences for them not providing/researching buyers when providing preapprovals and loan services and then leave them and everyone else hanging in the deal often with no or little communication.
9	I am concerned a bit about the rise in prices again as I don't want to see another bubble occur.
10	I appreciate all the hard work that each one of you puts in for all of us and the quality and professional of services offered when I call in for assistance. Thank you
11	I believe the Supra lock boxes would be nice.

A

I have done many surveys. Never once does any mention the Delayed Listing existence. I believe a survey should go out regarding the Delayed listing existence and rules. I feel this impacted our location greatly. It is NOT a service to my seller clients or my buyer clients. It was created and installed without me being able to give my opinion AT ALL. I do not know how or why this even came up in any agenda. I have not seen one positive result in this situation, only negative. I am not aware of any surrounding MLS groups that have anything like this, and purely understand why. I do not know if I am the only one complaining, but it seems it was just pushed on us, with no real explanation or reasoning OR FOLLOW UP. I also believe most are just accepting as that is the way it is! The delayed listing concept is a hindrance to my being able to look out for the best interest of my clients. I would be more than happy to discuss this deeper with whomever will listen. But I still do not understand the purpose or reasons this was enacted. I feel that this is so very big, the population of the GMAR Realtor community should really have had a say in this...if it is voted by the majority as something felt necessary, I could accept that. I just don't think common sense and majority participation were given a fair shake. Thanks Dan Stair

12 First Weber Inc 262-853-3075

13 I think it is time to reevaluate Ethics for all agents. There are some great ones out there--but there are some shady ones too.

14 I think it is very unfair for the idx feed at the metro mls to be broker/owner only. Makes it very hard for us agents to build a good online presence when the other mls' around us let's agents have their own feed. In this day in age of technology it shouldn't be this way. Most brokers don't give leads to all of their agents so using "their" website who knows where the leads go!

15 I would like to see more examples in emails of unethical agents storyline and how they were disciplined.

16 I would like to see more opportunities for small companies to network together

I'm very concerned about lock box codes being given out to unauthorized/non-MLS members. I'm also very concerned that many brokers/agents seem to feel that it is okay to do so without first asking permission of the Listing Agent/Broker. I also think the Delayed Listing feature needs to be eliminated. While I like the idea of putting a listing into the MLS system ahead of time, there should be a start date put into the system which triggers it becoming Active. At no time before that start date should anyone be able to see it in MLS or any other website. Lastly, just a couple MLS things that I think would be helpful: 1) MLS should show a field on who and where the Earnest Money should be made out to/sent; 2) The listing Agent should always be displayed as an agent name - not a Team or other marketing name

A

18	It would be great to see more advertising on TV and Facebook concerning the lack of homes on the market and how selling now could fetch sellers a higher price. It is a nightmare for home buyers out there right now, especially under 400k.
19	it would be nice for educational events to be held at night or on weekends. A lot of us hold other jobs that stop us from getting to the weekday only events. We are probably newer and need the education as much if not more than the old pros.
20	Keep up the good work!!
21	looking forward to Upstream
22	More education about marketing and using the MLS to take full advantage of the tight inventory
23	No
24	No
25	No
26	no
27	No
28	None
29	None
30	None so far
31	not at this time
32	Not at this time
33	Not at this time.
34	Overall board does a good job - but it should, very expensive professional organization to belong to.
35	Recently there is a lack of training for new agents entering the field. They are not getting enough guidance to navigate Agent protocol.
36	Thank you for all you do!
37	Thank you for supporting us!
38	Thanks you!
39	There is nothing I mentioned that you are not aware of and the survey is evidence of your concerns.
40	This hot market is creating too many self-serving practices among the real estate community.
41	Volunteer options for novice realtors to gain experience if the broker is not providing the service. The "place" where novice realtor can learn while helping more experienced realtor.

	A
42	<p>Yes. Keep up the goods work. Staff is excellent. Underappreciated!!</p> <p>You asked about any problems with lending, and I have not had anything directly related to lending - however, I have started to see fairly significant issues with buyers trying to get home owner's insurance coverage. This started about 6-9 months ago. All of a sudden something has changes and insurance agents are visiting homes and recommending repairs and safety fixes. This has caused issues as by the time we get to a buyer dealing with insurance coverage, we are usually past all the big milestones in the contract. I am actually starting this month, going to to put a insurance coverage contingency in all my buyer contracts to keep them protected. Would love to know if other agents are experiencing the same issues in this area.</p>
43	Your doing a great job! Let's push the rental option more and have some classes on fees to charge landlords and fees to pay out to agents bringing a renter...
44	Your staff is doing a great job... I applaud you.
45	