

# RASM INSIDER

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## Inside this Issue:

- **President's Letter - Page 2**
- **Membership - Page 3**
- **Membership/MLS - Page 4**
- **NAR News - Page 5-6**
- **MLS News - Page 7**
- **April Calendar - Page 8**
- **Business Partners - Page 9-11**



REALTOR® ASSOCIATION OF SOUTHERN MINNESOTA

**March 2026**

## Now's the Time! Join a Committee!

The new year is just starting, meaning committees are meeting for the first time. The first meetings usually consist of planning activities for the year - from Core Standard activities to Veterans' Day lunches to the Golf Outing, your committees plan them all! Now is a great time to join and be a part of planning for the year.

Committees typically meet every other month for about an hour. The Golf Outing Committee is a little different, as it only meets a few months before the Golf Outing itself.

Committees at RASM include:

Member Engagement  
Diversity, Equity, and Inclusion (DEI)  
Golf Outing  
Governmental Affairs  
Building Maintenance  
Landscaping Taskforce

Email Jess at the RASM office if you are interested.

[admin@rasminfo.com](mailto:admin@rasminfo.com)



# A Message from President Christa Wolner



Spring is right around the corner, and with it comes renewed energy in our communities and in the real estate market across southern Minnesota. As REALTORS®, we play an important role not only in helping people buy and sell homes, but also in protecting the policies and practices that allow our industry—and our clients—to succeed.

One of the most important ways we can do this is through supporting RPAC (Minnesota REALTORS® Political Action Committee). RPAC represents REALTOR® issues here in Minnesota. It's important to remember that RPAC is not about supporting a specific political party or candidate, nor is it about ideology. It is about advocating for the issues that directly impact our profession and the clients we serve every day.

Right now, several key topics being discussed at the Capitol could significantly affect housing and property ownership in Minnesota. One major area of focus is residential and commercial insurance costs, which have risen dramatically in recent years. These increases are becoming a real burden for homeowners and especially for first-time homebuyers, making affordability even more challenging.

Another issue being discussed is point-of-sale mandates in legislation. One example involves septic compliance requirements. Currently, septic compliance is regulated at the county level, which allows local governments to create rules that reflect their specific needs and conditions. A proposed shift to statewide mandates could remove that flexibility.

As we know, not every county is created equal. What may make sense in a densely populated area like Hennepin County may not be appropriate for communities in Blue Earth County or Nicollet County. Keeping certain decisions at the local level allows policies to better reflect the realities of the communities we serve. These are just a few of the many issues currently being discussed that affect our profession and our clients. Your voice—and your participation—matters. I encourage you to consider supporting RPAC with a donation of any amount. Every contribution helps ensure REALTORS® continue to have a strong voice when policies impacting housing and property rights are being discussed.

As we move into the spring season, we're already seeing signs that market conditions are improving—much like the weather. It's an exciting time of year for our industry. Have you determined what your goals are for the 2026 season? Remember, community involvement is an excellent way to grow your sphere and, at the same time, support the community that supports your business!

Until next month, remember: Be kind, be honest, and be professional with your REALTOR® colleagues. Treat others how you would like to be treated! 😊

Happy Spring!





## **New Members**

Kayla Peterson - American Way Realty

## **Members Transferred**

Brandon Hacker - Realty Executive Associates to Executive Association Realty

Chris James - Realty Executive Associates to Executive Association Realty

Angie Jenkins - Realty Executive Associates to Executive Association Realty

Cheryl Lustig - Century 21 Atwood to Bridge Realty, LLC

Matthew McBride - Century 21 Atwood to Bridge Realty, LLC

Jeff Kaul - Century 21 Atwood to Bridge Realty, LLC

Jack Kolars - Century 21 Atwood to Bridge Realty, LLC

Tana Stoufer - True Real Estate to Realty Executives Associates

David Stoufer - True Real Estate to Realty Executives Associates

## **New Affiliate Members**

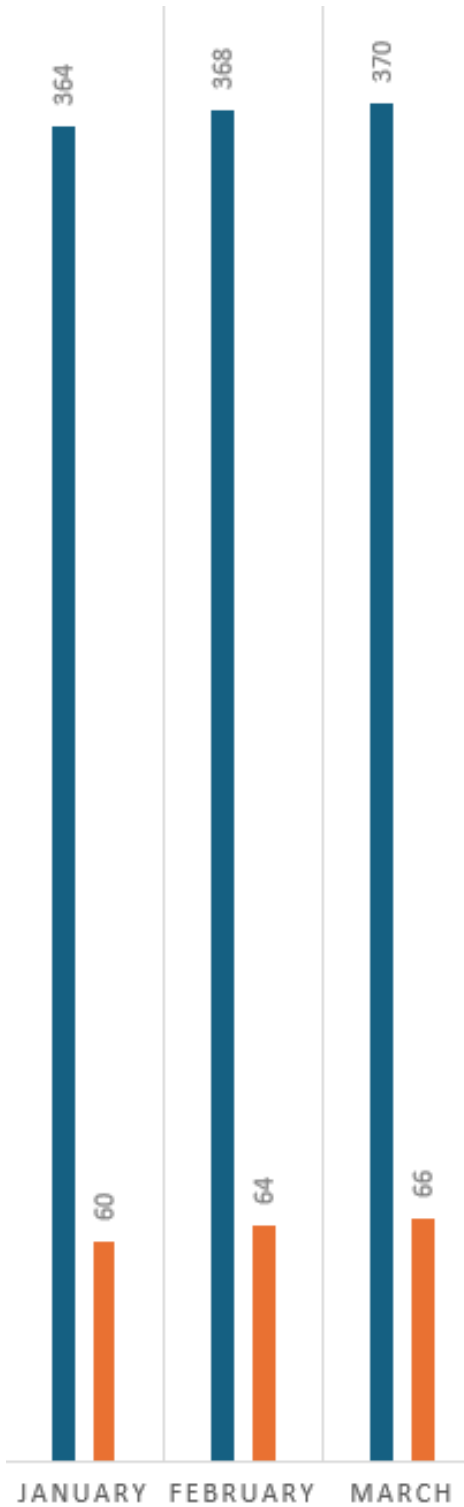
Sara Fette - Frandsen Bank and Trust

Melissa Sonnenberg - Nordy Photography

## **Ended Membership**

Brandon Gieske - Century 21 Atwood





Members  
Affiliates

## MEMBERSHIP REPORT

New REALTOR® Members	3
Resignations	1
Memberships	370

## February 2026 HOMES REPORT

**137** New Listings  
 2025 /122 +12.2%      2024 /111 +23.4%

**\$278,208** Average Sales Price  
 2025 -\$279,236 -0.5%      2024 - \$250,164 +11.2%

**77** Closed Sales  
 2025 / 66 +16.6%      2024 / 86 -12.9%

**94%** % List Price / Sold

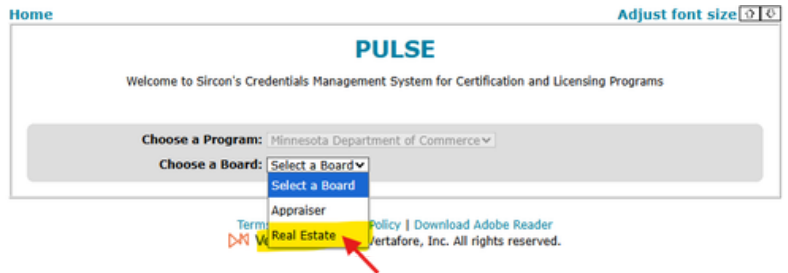
**\$265,000** Median Sales Price

**107** Days on Market

## How do I check my CE?

Checking how many CE hours you have or need is really quite simple. It could be as easy as a phone call to the RASM office, but if you'd rather check yourself, follow the steps below.

1. Go to pulseportal.com
2. In the drop-down menu, select "Real Estate"



### CE Transcript Inquiry

Search Individual

Last Name	<input type="text"/>
License Number	<input type="text"/>
SSN	<input type="text"/>

3. Find and click "Review your CE Transcript" (it's second to the bottom)
4. Enter your last name, your license number, and your social security number and press "Next"

5. It will bring up a document with your name, license number, and city.
6. Click the "View/Refresh Report" button
7. That will open a new window with your CE Transcript. Here you will find a listing of the Class Subjects/Categories, Credits Required, Credits Earned, and Credits Still Needed

#### Continuing Education Requirements Due By 06-30-2025

Subject Area/Category	Credits Required	Credits Earned	Credits Still Needed
2024/2025 Sp&Br Gen Module	3.75	0	3.75
Agency Laws	0	0	0
Fair Housing	0	0	0
Total - Real Estate	15	0	15

#### Courses Taken During Review Period

These are courses submitted by your Providers. If a course that you have taken is not listed, your course provider has not uploaded your credits yet. Please contact your course provider, not the Department of Commerce, to resolve this issue.

Course ID	Course Name	Provider Name	Completion Date	Credit Hours	Course Credits Earned	
					Credits	Subject Area/Category

8. You can see the list of required classes. The module changes yearly, so it is listed as "Module".
9. This person needs to take the Required Module class (3.75 Credits Required - Listed in the "Credits Required" column and the "Credits Still Needed" column).
10. They need 15 total hours of Continuing Education (15 Credits Required - Listed in the "Credits Required" column and "Credits Still Needed" column). This is 15 hours total - the 3.75 from the Required Module would subtract from the 15.
11. They do NOT need any Agency or Fair Housing classes (zeros in all columns)
12. Under "Courses Taken During Review Period," all of your completed classes should be listed.
13. When looking at your CE Transcript, please note that there may be a Page 2, depending on how many classes you have taken.
14. If you have taken a CE class and it is not on your transcript, please contact the provider of the class. They are responsible for uploading their own classes.

If you still have questions, please feel free to call the RASM office at (507) 345-6018

## Introducing the NEW Small Broker Resource Page

NAR has developed a dedicated hub filled with ready-to-use assets, practical tools, and national-level expertise designed specifically to help small brokerages grow, operate more efficiently, and better support their agents.

Inside, brokers will find:

- Actionable resources they can implement right away
- Tools tailored to the unique needs of small brokerages
- Insights and guidance to strengthen operations and stay competitive

This page is intended to serve as a central, evolving destination for small broker resources and updates, and it will continue to expand in the coming months.

Use the link to explore the page and find resources you can use in your brokerage.

<https://www.nar.realtor/brokers/small>

## April is Fair Housing Month

Fair Housing Month is a reminder—but the commitment lasts all year.

REALTORS® continue to lead the way in advancing fair housing, strengthening communities, and ensuring fairness is standard in real estate.

Through advocacy and innovative training, the National Association of REALTORS® equips members to turn fair housing principles into everyday practice.

How will you help promote fair housing in your community next month?



Click on the banner above to see the Trademark Rules and see if you are using the Trademark REALTOR® Correctly

# MLS News



Jenny Simon - RASM MLS Director

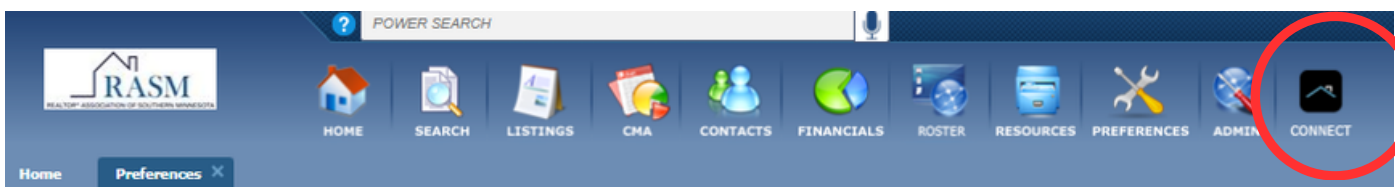
A few changes are coming to RASM's Paragon. These changes were recommended by the MLS Committee and approved by the RASM Board of Directors. These changes are scheduled to be completed in Paragon by April 15.

1. Under the mechanicals feature section, the options of "septic compliant", "septic non-compliant", and "septic compliant unknown" will be added.

2. The coming soon status will be moved to an "active" status (coming soon listings are currently under an off-market status). Days on market will accumulate while a listing is in the coming soon status. Everything for compliance with a coming soon listing remains the same; the paperwork must be submitted to the RASM office, and while the property can be marketed, it cannot be shown in the coming soon status.

I again encourage everyone to start using Paragon Connect. The standard Paragon Desktop is still available and there are no signs of that program ending; however, ICE (Paragon) is putting its resources and new integrations to work with the Connect product. Paragon Connect has the same options as the Desktop option you are used to; it just has a little different layout and design.

You can access Paragon Connect on your mobile devices as it is mobile-friendly. Enter the URL: rasm-sasi.paragonrels.com. A page will pop up with an option to "launch Paragon Connect". You will log in with your Paragon login and password. You can also use Paragon Connect on your desktop computer. When in Paragon, click on "connect" on the tools option bar.

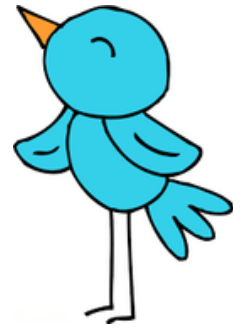


There is also a Paragon app, this you will download from either your app store or google play and download the Paragon app. The icon for the app looks like this:





# Looking Ahead



## April 2026

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	2 Member Engagement Committee Mtg 9:00 am DEI Committee Mtg 10:00 am	3	4
5	6	7	8 RASM Board of Directors Mtg 9:00 am	9	10	11
12	13	14 REALTOR® Day at the Capital	15 MLS Committee Mtg 9:30 am	16	17	18
19	20	21	22	23	24	25



## APPRAISERS

### Appraisal Services of Mankato

507-387-1137  
Erin Tisdell, Gordon Oslund, Kathy Thielges  
staff@appraisalservicesmankato.com

### Banner Appraisals

507-647-3060  
Phillip Klenk - banner@means.net

### Hinrichsen Appraisal

507-526-2433  
Brad Hinrichsen  
brich@bevcomm.net

### Home Value Resource

507-382-0689  
Bradley Haug - homevalueresource@outlook.com  
Autumn Gahl - ahaugvr@outlook.com

### JC Valuation Services, Inc

507-456-7930  
Jason Carlsten - info@jcvaluationservices.net  
Ryan Carlsten - rcarlsten18@gmail.com  
Nicholas Ackerman - nick@jcvaluationservices.net

### Pete Peterson Appraisal

507-243-4213  
Darwin Peterson - appraise@hickorytech.net

### Premier Appraisals

507-317-7969  
David Koppendrayer  
premierappraisalsmn@outlook.com

### RLT Appraisal Services

507-525-0203  
Melissa Bruellman - rltappraisal@gmail.com

### So. MN Real Estate Services

507-655-6650  
Tim McPartland - statewidetim@earthlink.net

## CLOSING SERVICES

### Premier Title Services, LLC

507-385-4488  
Stacey Edwards Jones  
stacey@joneslawmn.com

### Stewart Title

507-386-0664  
Deb Throldahl - debra.throldahl@stewart.com  
Kim Schmidt - kimberly.schmidt@stewart.com  
Mandy Koch - amanda.koch@stewart.com

## FINANCIAL SERVICES

### AgCountry Farm Credit Services

507-706-3312  
Becky.Vogel@agcountry.com

### Atwood Mortgage

651-384-2100  
Bryan Atwood - bryan.atwood@atwoodmortgage.com

### Bell Bank Mortgage - Rochester

507-250-5326  
Jason Griggs - jgriggs@bellbanks.com

### Busch Lawrence Group Home Lending

507-351-0581  
Brent Busch - brent@buschlawrencegroup.com  
Steve Lawrence - steve@buschlawrencegroup.com

### CCF - Citizens Community Federal

507-386-0200  
Samantha Paris - sparis@ccf.us

### Compeer Financial

507-344-5020  
Lindsey Anderson - lindsey.anderson@compeer.com  
Chad Young - chad.young@compeer.com

### Cross Country Mortgage

507-380-0780  
Habib Sadaka - Habib.sadaka@myccmortgage.com

### First National Bank

507-934-5266  
Francis Otaigbe - francis.otaigbe@fnbmn.bank  
Jay Buboltz - jay.buboltz@fnbmn.bank

### Frandsen Bank

507-720-1920  
Sara Fette - sara.fette@frandsenbank.com

### Lumiate Bank - River Valley Team

507-382-1468  
Nick Teigland - Nick.Teigland@goluminate.com

### MN Valley Federal Credit Union

507-387-3055  
Becky Wilson - beckyw@mnvalleyfcu.coop  
Melissa Stafford - melissas@mnvalleyfcu.coop  
Jessica Wheelock - jessicaw@mnvalleyfcu.coop

### Old National Bank

507-276-3579  
Adam Macho - adam.macho@oldnational.com

### Pioneer Bank

507-934-8177  
Carissa Lutterman - carissa.lutterman@bankwithpioneer.com  
507-726-6475  
Jen Wiens - jennifer.wiens@bankwithpioneer.com

### PrimeSource Funding

507-389-8240  
Ryan Stangl - rstangl@primesourcefunding.com

### Profinium Bank

507-676-2708  
Ryan Gillespie - ryang@profinium.com

### U.S. Bank

507-387-9436  
Chad Borgmeier - chad.borgmeier@usbank.com

### Wells Fargo Home Mortgage

507-340-5558  
Kim M. Weise-Bartelt - kim.m.weise-bartelt@wellsfargo.com

## HEATING and COOLING

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### **Ignite Heating, Cooling, and Refrigeration**

507-508-9539

Isaac Horn - office@calligniteheat.com

## HOME WARRANTIES

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### **Home Warranty, Inc**

952-239-0182

Peter Jackson - Peterjackson@homewarrantyinc.com

## INSPECTORS

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### **Anchor Home Services**

507-995-1886

Josh Ardolf - ardolphomeservices@gmail.com

### **Brunz Home Inspections**

507-382-6669

Bryce Brunz - brunzhomeinspections@gmail.com

### **Carlstrom Home Inspections**

507-317-0516

Ian Carlstrom - ianCarlstrom1@gmail.com

### **Central Inspections**

507-382-8866

James Watts -

centralinspectionsmankato@gmail.com

### **Elite Inspections, LLC**

507-382-8668

Erik Magelee - info@eliteinspectionsmn.com

### **Haas Home Inspections, LLC**

507-304-3500

Josh Hass - haasinspections@gmail.com

### **Holm Inspections, LLC**

507-276-4238

Paul Holm - holminspections@gmail.com

### **Homespex of Minnesota**

507-381-1418

Rodney Reinhardt - rodneyreinhardt@gmail.com

### **Terry B's Home Inspections**

507-381-0268

Terry Barbeau - tgbarbea@hickorytech.net

## INSURANCE

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### **Lau Insurance Services**

507-779-7515

Sadie Haugdahl - sadie@lisinsure.com

## PHOTOGRAPHY

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### **MN Home Tours**

763-300-7730

Jason Smith - info@mnhometours.com

Michael Sargent - msarge507@gmail.com

### **Nordy Photography**

612-440-0558

Dwayne Mims - dmims0918@gmail.com

Adam McIntyre Barn- office@nordyphoto.com

Ashley Grise - ashleygrisephoto@gmail.com

Bryan Holm - holmby@nordyphoto.com

Henry Bannerman - kobiflicks@gmail.com

Sven Nielson - sven@svennielson.com

Allie Garrigan - allison.garrigan@gmail.com

Melissa Sonnenberg - mksonnenberg@yahoo.com

### **Share Media**

414- 379-6759

Brandon Knudsvig - sharemedia17@gmail.com

## MARKETING

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### Forward Minded Media

612-440-9040

Patrick McCabe- pat@forwardmindedmedia.com

## MOVING AND STORAGE /PERSONAL PROPERTY

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### Kato Moving and Storage

507-508-2034

Bob Reeves - bob@katomoving.com

### Two Men and A Truck

507-702-3092

Jameer Moore - jameer.moore@twomen.com

## RADON

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### Ameradon Services

507-304-3537

Dalton Westerlund - radontest@ameradon.com

### Radon Solutions

507-351-2413

Andy Kelly, Mitch Kelley - basementandradonsolutions@gmail.com

Ryan Dahlvang - ryandahlvang@breatheeasybankato.com

## Title Companies

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### MN River Valley Title & Abstracting

507-720-6415

Debra Scruggs- dkscruggs@mnrivertitle.com

Thomas Traetow- tom@mnrivertitle.com

### Stewart Title

507-385-4488

Deb Throldahl - debra.throldahl@stewart.com

Kim Schimdt - kimberly.schmidt@stewart.com

Mandy Koch - amanda.koch@stewart.com

### Near North Title Group

507-380-8867

Janean Winter - jwinter@nntg.com

### The Title Team Mankato

507-965-2030

Kelly Bloomgren - kelly@thetitleteam.com

### Premier Title Services

507-385-4488

Stacey Edward Jones- stacey@joneslawmn.com

## TRAVEL

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### APTA TRAVEL

507-382-0669

Amber Pietan - amber@amberstravel.com

## WATER TESTING/ TREATMENT

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### McGowan Water Conditioning

507-388-3361

Mike McGowan - mikem@mcgowanwater.co

