

Tony Bitar, CDRE®

CEO of The Bitar Team
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CURRICULUM VITAE

With nearly 400 transactions and over \$80 million in closed sales volume, Mr. Bitar has provided real estate services throughout Southeast Wisconsin since 2014. Licensed in both Wisconsin and Illinois, he has built a reputation for strong market knowledge, strategic guidance, and a disciplined approach to representing clients across a wide range of real estate matters. As the only real estate professional in Wisconsin to hold both the Certified Divorce Real Estate Expert (CDRE®) and Real Estate Collaboration Specialist in Divorce (RCS D) designations, Mr. Bitar brings a rare combination of real estate experience and divorce related housing expertise to matters involving the division of marital property, particularly the family home.

Mr. Bitar is known for providing impartial, confidential, and well organized support during complex real estate situations. His training and experience allow him to assist clients and legal professionals with property valuation, market positioning, sale preparation, contractor oversight, conflict management, and transaction strategy in divorce related matters. He is frequently relied upon for his ability to bring structure, clarity, and practical market insight to situations that often require both precision and professionalism.

In addition to his work in traditional and divorce related real estate, Mr. Bitar leads an expanding real estate team and media driven brand designed to strengthen market visibility, educate consumers, and elevate how properties are presented to the public. Through his team, digital marketing systems, video content, and local market analysis, he has developed a modern approach to real estate that combines strong client advocacy with broad market reach.

Known for clear communication, responsiveness, and a high standard of professionalism, Mr. Bitar works closely with clients, attorneys, and related professionals to help ensure real estate matters are handled efficiently, fairly, and with credibility. His attention to detail, ethical standards, and commitment to delivering well informed guidance have established him as a trusted resource in both real estate and divorce related property matters.

EDUCATION

Real Estate License

- Illinois Broker License 2021
- Wisconsin Real Estate Salesperson 2014

Dwelling Contractor License

- Dwelling Contractor Qualifier 12 Hours 2021

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University of Wisconsin - Parkside 2017
Bachelor of Science in Business and Accounting

PROFESSIONAL BACKGROUND

Realtor 2020-Present

EXP Realty, LLC | Kenosha, WI

- Prepare comprehensive market analysis with detailed statistical data for buyers and sellers
- Negotiate and close real estate transactions
- Advise on, facilitate, and manage staging and home improvement to ensure homes sell faster and for the best price

• EXP ICON Award Winner 2021,2022,2023

Realtor 2017-2020

Berkshire Hathaway Epic Real Estate, LLC | Kenosha, WI

- Honor Society Award 2020
- Honor Society Award 2019
- Leading Edge Society Award 2018

Realtor 2014-2017

Prime Realty Group | Kenosha, WI

- Realtor of the year for Prime Realty 2016-2017

CERTIFICATIONS

Certified Divorce Real Estate Expert (CDRE®) 2024

The Illumni Institute CDRE Program

- Anatomy of Divorce
- The Psychology of Neutrality and Bias
- The Ethics of CDREs
- Qualifying as an Expert
- The CDRE Listing Model
- Landscape of Divorce Finance
- How to Sell a House in Conflict
- CDRE Fair Market Valuations
- The Illumni Institute Master Course is an advanced, months-long program designed to provide real estate professionals with the highest level of

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expertise in navigating complex family law cases. This comprehensive training covers sophisticated strategies for managing intricate divorce transactions, including advanced equity computation and conflict resolution techniques. Participants gain valuable insights into the Voir Dire process, enhancing their ability to effectively handle high-stakes court proceedings. The course also emphasizes effective collaboration with family law professionals, ensuring that agents can adeptly manage property transactions within the context of family law. Recognized as the premier training for real estate agents working alongside family law experts, the Master Course equips professionals with the skills and knowledge needed to excel in the most challenging divorce-related real estate cases.

The Illumni Institute Master Club

2024-2025

- The Master Club is a formal extension of the CDRE designation, tailored for real estate agents seeking advanced proficiency in divorce-related property matters. This program provides ongoing education through practical case studies and mastermind groups, focusing on real-world applications. It includes specialized training for conducting Lunch and Learns aimed at family law attorneys and bar associations. Participants receive the opportunity to engage attorneys through the Illumni-sponsored Raising the Bar series, which offers attorneys MCLE credits. This structured support system is designed to enhance professional expertise and facilitate effective collaboration with family law professionals.

The Illumni Institute Boot Camp Course

2024

- The Illumni Boot Camp Course equipped participants with in-depth knowledge of family law and its application in real estate transactions. The curriculum covered essential legal principles, including the authority of the court and divorce timelines. It focused on maintaining neutrality and managing conflict, crucial for professionals working within family law contexts. Key training elements included computing and preserving house equity, managing the listing process, and conducting thorough client intake. This specialized training ensures that professionals can effectively navigate the complexities of property division and maximize equity in divorce-related cases.

Real Estate Collaboration Specialist (RCS-D)

2023

- Divorce and Title
- Divorce and Mortgage
- Divorce Inspections and Appraisals

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CONTINUING EDUCATION COURSEWORK

- Illinois Realtors Using Code to Solve Ethical Dilemmas 2024
- Wisconsin Risk Reduction Through Professionalism 2022
- Wisconsin Real Estate Law and Practice 2020, 2022
- Wisconsin Listing Contracts 2022
- EXP Shareholders Summit Training 2022
- NMLS 20-Hour Fundamentals of Residential Mortgage Lending 2021
- Wisconsin Real Estate Ethics & Consumer Protection 2020
- Berkshire Hathaway Education Conference 2020
- Wisconsin New Construction Elective 2018
- Wisconsin 72-Hour Real Estate Broker License Course 2017

TEACHING EXPERIENCE

- EXP World Presentation Speaker - *How to Nurture Client Relationships* 2021-2022
EXP World Presentation Speaker - *How to Become a Listing Agent* 2022
Home Buyer Seminar - *Racine Housing* 2019
First Time Home Buyer Presentation 101 - Kenosha Library 2015-2017

AWARDS

- EXP- ICON AWARD 2021,2022,2023
Berkshire Hathaway-Honor Society Award 2019-2020
Real Producers Rising Star Award -Milwaukee 2019
Berkshire Hathaway-Leading Edge Society Award 2018

VOLUNTEER WORK

- Boys and Girls Club Basketball Coach 2015-2019

MEMBERSHIPS

YEARS ACTIVE

- National Realtors Association (NAR) 10
Southshore Realtors Association (SRA) 10

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Metro MLS-Milwaukee	10
University of Wisconsin Parkside Alumni	7
Milwaukee Top Producers	5
Mainstreet Organization of REALTORS- Illinois	3
Illinois Realtors Organization	3
Illumni Institute	1