



REALTOR® News

Safety First

Open House: It Ain't Over Till It's Over

Don't assume that everyone has left the premises at the end of an open house. Have a colleague or buddy help you check all of the rooms and the backyard prior to locking the doors.



REALTOR®
Safety
PROGRAM

Code of Ethics **REQUIRED** by 12-31-24

Don't lose your REALTOR® membership!

If you don't take your CE courses through WRA, **please forward a copy of CE Course 2, 3, 7, 10 or 11 certificate to cdreger@ranw.org prior to 12-31-24.**

It's a CE and License Renewal Year!

Deadline 12/14/2024

LIVE (in person) CE being held at RANW in November. *Limited seating* Click [HERE](#) for the full story.

SAVE THE DATE: RANW Annual Meeting

October 28, 2024 at Hilton Paper Valley, Appleton

What the NAR Settlement Means for Home Buyers and Sellers

On March 15, The National Association of REALTORS® (NAR) reached an agreement with plaintiffs that would, if approved by the court, end litigation of claims brought on behalf of home sellers related to broker commissions. The Settlement also includes some changes to real estate transactions, but importantly, consumers will continue to have choices regarding real estate services. These practice changes will go into effect on August 17, 2024. **[READ MORE HERE.](#)**

New Guidance for Written Buyer Agreements

NAR has developed a new [guide on written buyer agreements](#) to support members as they prepare for and adapt to the upcoming practice changes following NAR's settlement agreement. Beginning Aug. 17, a buyer representative working with a buyer will be required to enter into a written agreement with the buyer prior to touring a home, including both in-person and live virtual tours. The guide for developing these agreements is available at [facts.realtor](#) and a [PDF version can be downloaded here](#).

Window to the Law: Settlement Facts Videos

NAR has created a question and answer video series about the settlement, new practice changes and MLS rules. Visit [facts.realtor](#) for everything related to the NAR settlement.

Win for VA Borrowers

The Department of Veterans Affairs plans to temporarily lift its ban on buyers directly paying for professional real estate representation until the agency deems it necessary to engage in a formal rulemaking process. [MORE HERE.](#)

Events & Education

RANW 12th Annual Timber Rattlers Make-A-Wish Fundraiser-June 27th

TICKET SALES END 6/17/24!

[CLICK HERE FOR THE FLYER!](#)

- [Click HERE](#) for the Ticket Order form
 - [Click HERE](#) for the Donation Request flyer
- Contact juecker@ranw.org with any questions.



REALTORS® ASSOCIATION OF NORTHEAST WI
12TH ANNUAL
FUNDRAISER FOR
Make-A-Wish
WISCONSIN
TIMBER RATTlers VS SOUTH BEND CUBS
27 JUNE 2024

TICKETS \$ 40 - ADULTS \$25- KIDS 12 & UNDER	INCLUDED DINNER, 2 BEVERAGES, PRE-GAME RAFFLES, AUCTION, NETWORKING, & THE GAME!
EVENT START 4:00 PM	GAME START 6:40 PM

ATTEND / SPONSOR / DONATE
[JUECKER@RANW.ORG](mailto:juecker@ranw.org)



RANW Golf Outings

Green Bay - July 22

- [Link to registration](#)

Fox Valley - August 15

- [Link to registration](#)

Oshkosh - September 12

- [Link to registration](#)

LIVE CE CLASSES AT RANW

November 7: Courses 1-6

November 14: 7-12

November 21: ELECTIVES 1-6

Online registration [HERE!](#)
Paper Registration form [HERE.](#)



Webinar: Association Partnerships Unlock Housing Opportunity for All

June 20, 1 p.m.

Explore how REALTOR® associations are maximizing NAR's Housing Opportunity Grants to expand housing access. Hosted by Jessica Thompson, chair of the NAR Housing Opportunities Committee, the webinar will feature insights from Matt Allen, Director of Professional Development and Government Affairs at the Land of the Sky Association of REALTORS® (N.C.), Jakeeva Lee, CEO of the Greater Louisville Association of REALTORS® (Ky.), and Gideon Blustein, Senior Director of Advocacy Programs at Illinois REALTORS®.

[Register now.](#)

WHEDA Workforce Housing Loan Forum



Thank you to everyone who came out to support the REALTORS® Association of Northeast Wisconsin (RANW) in partnership with the [Housing Now Coalition](#) on May 29th. Our event to educate the public on how to apply for the Workforce and Senior housing loans being administered by the Wisconsin Housing and Economic Development Authority (WHEDA) was a great success.

More than 60 people, from developers to representatives of local units of government, attended the event. Discussions led by WHEDA's Jon Searles and More Housing Wisconsin's Curt Witynski showcased what steps to take to qualify for the \$525 million no-to-low-interest loan programs that were funded in the last state budget.

For more information on the WHEDA loan programs, and the steps communities can take to qualify for them, visit action.wra.org. Thank you to WRA for the story, highlighted in a 6/5/24 WRA Advocacy Email Campaign.

Fair Housing Podcast - Stream NOW

Join our Fair Housing Book Club as we discuss The Color of Law by Richard Rothstein.

Jennifer Sunstrom, RANW Director of Public Relations and Government Affairs, and Michael Sewell, RANW Past-President, Retired Attorney and REALTOR®, present an on-demand podcast April-June based on the book.

Segment 1-5 are now streaming on demand on YouTube!

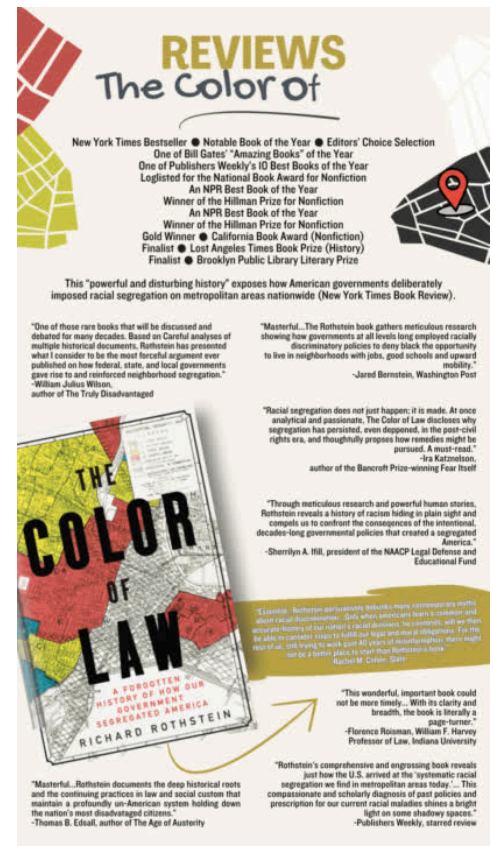
[Click HERE!](#)

- Click [HERE](#) for flyer.
- Click [HERE](#) to enlarge image to right/book reviews!

Jennifer and Michael continue with chapter 8 in the book, The Color of Law by Richard Rothstein. "I think what really disturbs me is I didn't know any of this and I'm in my 40s. Where was this information in school?" -Anonymous listener

This information might be hard to swallow but knowing these things happened can help us make sure they don't happen again. Thanks for listening.

"I feel sick to my stomach. I feel like I've never known any of this but it's right there under our very nose." -Anonymous listener



Membership

Membership Changes

To view RANW membership changes, [click HERE](#).

Congratulations on Your Retirement!!

RANW congratulates **Jim Cullen of University Mortgage** in his recent retirement! Jim has been a long-time member and contributor in many RANW events, especially the Golf Committee. He will truly be missed! Join our [Facebook Members Only page](#) for Jim's latest contribution, a Q&A series with Taylor Hanson based on the upcoming 2024 RANW golf outings.



Affiliate Spotlight

RANW Affiliate Spotlight: First American Title - Evans Title Division

First American Title's Appleton branch proudly serves Outagamie and surrounding counties in the Fox Valley. As one of the largest and most respected title insurance companies in the nation, First American Title offers comprehensive title insurance protection and professional settlement services that enable the efficient transfer of real estate. And, thanks to their smart solutions, innovative tools and technology, and high standards of customer care, their expert team can help ensure every transaction is as smooth and stress-free as possible.

Video HERE:

<https://youtu.be/h9E50giqliw?si=uK9R7BvHB8dLuY23>



First American
Title Insurance Company
EVANS TITLE DIVISION





Attention Brokers - Advocacy Update for Office Meetings

Please consider adding a legislative update to your next office meeting agenda. I would welcome the opportunity to speak to your agents about the upcoming elections and the association's legislative priorities for this upcoming year, what is happening here in Northeast Wisconsin.

As brokers, you have a unique opportunity to encourage agents within your office to get involved. Your example and encouragement sends a very strong message about the importance of supporting the advocacy efforts of the Association. To schedule an office visit, please contact Jennifer at jsunstrom@ranw.org or call 920-707-9900.

Are You Wondering When You Should Send In Your 2024 Direct Giver Payment?

The answer is Now! We are officially in RANW's Direct Giver Fundraising period. We ask that all members who have been Direct Givers, or wish to become new Direct Givers please send in your contribution today so that we are able to help candidates who are raising funds and campaigning for the November election. Please don't wait...we need your help now.

The WRA Direct Giver Program provides an alternative way to support candidates for members who:

- wish to retain full control and direction over who will receive their political contributions
- wish to give personal contributions to candidates for local and state elections and at the same time benefit the REALTORS® Association.

Direct Giver Process

1. Solicitations: The minimum contribution is \$100.00.
2. Checks: Checks can be used and must be made to the WRA Direct Giver Program (not RPAC). Checks can be sent to RANW, W6124 Aerotech Dr., Appleton, WI 54914.
3. Credit Cards: You may also pay on-line via credit card. [Click here](#) and login to the WRA site. Or you can call Jennifer at 920.739.9108 with your credit card information and she will take care of it.
4. Control: Contributions to the Direct Giver Program are deposited in a separate bank account from RPAC contributions. Structurally, the WRA then acts like a bank, with disbursements permitted only with the explicit authorization of the contributor. That is, you retain full control on how your direct giver money is spent.
5. Directing Contributions: Contributors may at any time direct their contributions, in whole or in part, to any candidate for local, state or federal office. When disbursing funds, contributors can email or call RANW or WRA to indicate how they wish their money to be distributed.



Upcoming MLS Webinars

Click on the training calendar/link for each vendor to register for free daily or on demand webinars!

- [CRS Data MLS Tax Suite Training](#)
- [Paragon Webinar Calendar](#)
- [FOREWARN Webinars](#)
- [Realtor.com Virtual Training Center \(Live and On Demand Training\)](#)
- [RPR \(Realtors Property Resource\) Live Webinars](#)
- [Supra On Demand Video Tutorials](#)
- [WRA Thursday Takeaways Video Series \(Updated each Thursday\)](#)
- [WRA Legal Update Live Webcast Video Series \(must login to WRA\)](#)
- [NAR Professional Development Live Virtual Courses](#)
- [NAR Right Tools, Right Now Virtual Webinars](#)
- [Lone Wolf Technologies: zipForm Edition - YouTube Learning Videos](#)

Reminders from Data Compliance

*4-Step Reminder for Delayed Showings

If you are adding a listing with **Delayed Showings**, remember the following:

1. The Delayed Showings date specifications **MUST** be included in the Listing Contract.
2. The Seller Authorization to Delay Showings form **MUST** be included with your listing submission.
3. Delayed Showing info with dates **MUST** be included in the Public Remarks.
4. The Delayed Showings Yes/No and Showings Begin Date fields **MUST** be completed in LIM or on the data sheet submission.

Whenever the Data Compliance team must stop to contact a listing agent/office for missing information of any kind, listing processing is slowed for all members. If you have questions related to listing submission, it may help to review the [Submit A Listing page HERE](#). For additional question, feel free to contact MLS.

*When **closing out a listing** and the **Selling Agent is not a member** of RANW MLS you must enter Non-Member Account in the Selling Agent field.

*For those properties that are Water Front-Yes, a GIS image is required to be uploaded as a photo to allow the viewer to see the property in relation to the body of water (may use Paragon's Google map).

*For finished baths located in the lower level, a photo of it is required and should be labeled.

***OFFER PRESENTATION RESTRICTIONS** - Any restrictions on the presentation or consideration of Offers must be in writing as part of the Listing Contract or Amendment to Listing Contract and shall be included in the MLS Public Remarks. Any changes to such restrictions shall be in a written Amendment to Listing Contract and promptly updated in the MLS Public Remarks.

RANW Stats at a Glance

Please visit our [Reddit page](#) for fresh RANW MLS stats! Want to create your market statistics and trending reports? See our how-tos [HERE](#):

[Click HERE for the How-To on Stats from Paragon!](#)

[Click HERE for RPR Market Trend Reports and FREE Canva Templates!](#)

Absorption: Last 12 months, an average of **800** Sales/Month

Active Inventory as of **May 31, 2024 = 3301**

	May			Year to Date		
	2023	2024	+/- %	2023	2024	+/- %
Closed	818	878	7.33%	2850	3421	20.04%
Pending	858	845	-1.52%	2977	3463	16.33%
New Listings	1091	1268	16.22%	3874	4695	21.19%
Median List Price	250000	279900	11.96%	249900	269900	8.00%
Median Sale Price	267000	285000	6.74%	255000	274900	7.80%
Median List Price to Selling Price	101%	100%	-0.99%	100%	100%	0.00%
Median Days on Market to Sale	43	43	0.00%	46	46	0.00%
Monthly Active Inventory	2828	3301	16.73%	2828	3301	16.73%
Months Supply of Inventory	3.45	4.13	19.71%	3.45	4.13	19.71%

Reporting of Pending Date became required mid-2011, which accounts for higher comparative pending numbers in 2011 compared to prior year



Supra Lockbox System

New Monthly Video from Supra

This month we feature:

Supra eKEY® App Settings: <https://www.youtube.com/watch?v=krke26EqhUs>

You can adjust many features in the Supra eKEY app to customize it for your needs.

2. Tap **Forgot PIN?**



Forget Your Supra eKEY Pin Code?

Forget your Supra eKEY PIN? No problem! Now you can easily reset your PIN on your own, with the new "Forgot PIN" feature in the eKEY app.

- [Learn more in our quick guide \(PDF\).](#)

Reciprocal Lockbox Access

RANW MLS has a reciprocal key agreement with Central WI MLS and South Central Wisconsin MLS. REALTOR® members of the RANW MLS wanting to show properties in those areas need to email Angela, aschilling@ranw.org, to request the reciprocal key access. Once Central or South Central has authorized access, the RANW MLS member will be notified. Members from the eligible MLSs may also request Reciprocal Key Use for RANW lockboxes by contacting their MLS. This request should be made prior to setting up showings to allow processing time. Please note that agents that are eligible for reciprocal access should not be given WIREX One-Day Codes.



Communications

Ever feel like you're missing out on important Real Estate happenings between RANW Newsletters? Take a few minutes to join our social media and other resource pages! **We highly recommend our Facebook Members Only Group!**

- [Facebook Members Only Group](#)
- [Facebook Public Page](#)
- [Instagram](#)
- [LinkedIn Members Only Group](#)
- [Reddit - Housing Stats](#)
- [RANW.ORG](#)
- [Threads](#)
- [X](#)
- [YouTube Channel \(Videos and Podcasts\)](#)
- [Staff Email and Phone](#)
- [Paragon Pop-Up Messages \(Must Login in Paragon\)](#)
- [Texts from RANW](#)
- [RANW Newsletter - The REALTOR® Agenda \(2nd Monday of the month\)](#)



Looking for Podcast Participants for Upcoming Segment

The RANW Communications Committee is looking for funny or not so funny fail stories for our upcoming podcast. Do you have a story about a real estate deal that went FLOP or a major disappointment you'd like to share? Let's keep it light-hearted for this one and let each other know that we all make mistakes! Even if they aren't directly ours! Contact khubers@ranw.org to share your story or to join our podcast as a speaker!



Committee Corner

What's Happening with our Committees?

New to RANW - The YPN Committee! Stay tuned this week for an intro video on our latest investment in young professionals in the real estate community! See other faces you know? Our events committees are hitting it out of the park OR golf course!



Business Resources



NAR REALTOR® Benefits

NAR members, take a break! **Click HERE!**
Summer rides with AVIS, up to 35% off + extra \$15!

If you're sitting on listings this spring that could use a little TLC before going to market, follow these three steps from 1-800-GOT-JUNK?, Bosscat Home Services and Curbio to breathe new life into lackluster homes and get your sellers more money at closing.

Visit the FedEx Small Business Center and stay one step ahead. You'll find advice on everything from shipping services to creating a My FedEx Rewards account. You can also join FedEx Advantage® and save up to 26% on express shipping. Use passcode LCRS8P 01. Limitations may apply. bit.ly/3UeEclY

Reward with Innovation! Gifts up to 62% off for your Dad & Grad

NAR members, enjoy exclusive savings of up to 62% on state-of-the-art laptops and innovative accessories from Lenovo. Whether you're celebrating a father figure or a recent grad, find the perfect tech solutions for every occasion. Plus, earn MyLenovo Rewards with each online purchase. Learn more at www.lenovo.com/NAR

NAR Partnership with SoFi

The National Association of REALTORS® recently announced SoFi as a new partner with NAR REALTOR Benefits®. As part of the agreement, NAR members and their clients can receive exclusive rates and discounts on mortgages, student loan refinancing, personal loans and more. ® recently announced SoFi as a new partner with NAR REALTOR Benefits®. As part of the agreement, NAR members and their clients can receive exclusive rates and discounts on mortgages, student loan refinancing, personal loans and more. [More info HERE.](#)