



REALTOR® News

Safety First

Stranger danger

Tell your clients not to show their home by themselves. Alert them that not all agents, buyers and sellers are who they say they are. Predators come in all shapes and sizes. We tell our children not to talk to strangers. Tell your sellers not to talk to other agents or buyers, and to refer all inquiries to you.



REALTOR®
Safety
PROGRAM

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

Don't lose your REALTOR® membership!

WRA Courses: forward all of following 1-hour course certificates: Course 2, 3, 7 and 10 or 11.

Online Courses: forward Course 4 only if offered as a 3-hour course option

Please send 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. Also see the events section below!

How to Communicate Offers of Compensation

THIS WEEK the changes go into effect! ARE YOU READY? [Facts.Realtor](#)

OFFERS OF COMPENSATION

- Seller concessions are allowed on MLSs, at the MLS's discretion
 - Cannot be limited to or conditioned upon the retention of or payment to a cooperating broker
 - Buyer should state in the purchase offer how they want the concessions to be used, including compensating their broker
- Buyers may ask the seller to pay their broker's fee as a term of the purchase agreement
 - Does not violate SOP 16-16



OFFERS OF COMPENSATION

- Listing brokers may advertise an offer of compensation in any way off-MLS, including:
 - On the listing, on their own website
 - Signs and sign riders
 - Flyers
 - Social media posts
 - Text, email, phone calls
- MLS/IDX may not be used to facilitate or support any mechanism to offer compensation



SAVE THE DATE: RANW Annual Meeting

October 28, 2024 at Hilton Paper Valley, Appleton

RANW to Switch AMS Systems - What YOU Need to Do

Effective August 2024, the RANW Membership Database system will be updated. Check out the infographic below for what YOU need to do by the due date.



RANW IS UPDATING OUR MEMBERSHIP DATABASE PROGRAM *WHAT YOU NEED TO DO*

We're constantly trying to innovate and make your lives easier...
and let's be honest, ours too!

Our **AMS**, or **Association Management System**, is changing, effective August 2024.

An **AMS is a computer program** Associations use to organize membership data and other tasks such as billing for services like attending events and/or MLS subscriptions. This database will also archive your history with us, such as committee involvement, position of leadership, transfer dates, etc.

Our new member portal for online payments and membership communication is being designed with you in mind! **Stay tuned for more information.**

BROKERS: SIGN IN TO THE MEMBER PORTAL AND DOWNLOAD YOUR INVOICES

Login to the current RANW Member Portal here:
<https://mdweb.mmsi2.com/ranw/>

This portal will be closed effective August 2024.

Don't remember your credentials? Need a how-to
on how to download your invoices/receipts?

*Make sure you download from both accounts
(Association AND MLS).



AGENTS: SIGN IN TO THE MEMBER PORTAL AND DOWNLOAD YOUR DUES RECEIPTS

Login to the current RANW Member Portal here:
<https://mdweb.mmsi2.com/ranw/>

This portal will be closed effective August 2024.

Don't remember your credentials? Need a how-to on
how to download your invoices/receipts?

ALL MEMBERS: NO DUPLICATE EMAILS

If you share an email account with another member, you will need to choose a new email. Members will need separate email addresses, effective August 2024.

RANW.ORG

Click [HERE](#) for flyer with links

Member Portal [HERE](#).

How to login and pull invoices/receipts [HERE](#).



Events & Education

RANW "Excellence in Professionalism" Award Nominations

Due August 16th

Help us recognize outstanding RANW members! The Recognition Committee is accepting nominations for the annual Excellence in Professionalism Awards. If you know a REALTOR® or Affiliate member of RANW who has made an outstanding contribution to our local Association this year through RANW committee work or leadership and community involvement (state or national achievements -- optional), please nominate them for an award by contacting Jessica at juecker@ranw.org.

Nominations due by Thursday, August 16th.

RANW Golf Outings Fox Valley - August 15

- [Link to registration](#)

Oshkosh - September 12

- [Link to registration](#)



BUYER AGENCY CLASS

REALTORS' Association of Northern Wisconsin

Instructor Michael Sewell will be discussing the advantages of Buyer Agency, including reviewing the new WB-36 Buyer Agency Agreement and the terms of the NAR lawsuit settlement. It's now more important than ever to fully understand how to work both AS and WITH a Buyer's Agent. (This is NOT an ABR class.)

Class Details:

- ✓ August 29, 2024
- ✓ 9am - 12pm
- ✓ Hosted at RANW
- ✓ WB124 Aerotech Dr. Appleton, WI

*Seating is limited
*Class is not eligible for CE Credit

Buyer Agency - taught by Michael Sewell August 29 at RANW - FREE

Learn about the advantages of Buyer Agency, including reviewing the new WB-36 Buyer Agency Agreement and the terms of the NAR lawsuit settlement. It's now more important than ever to fully understand how to work both AS and WITH a Buyer's Agent. Thank you Point Mortgage for sponsoring!

[Click Here to Register Now, Seating is Limited](#)



FOREWARN WEBINAR for Members: Never Meet a Stranger without It!

Login to our free Forewarn webinar at 10:00am on August 28th, 2024. This short webinar shows you why and how to set up a Forewarn account. This service is compliments of the RANW MLS as part of your membership. Ever need to run a background check on a potential client? Forewarn is there for you.

Save the Date for RANW Holiday Parties

December 5, 2024

RANW FOX VALLEY HOLIDAY PARTY -- Save the Date! Registration coming soon.



December 12, 2024

RANW GREEN BAY HOLIDAY PARTY

Save the Date! Registration coming soon. -- This event will take place at Stadium View in Green Bay.

Registration Open for the 2024 WRA Convention - Sept. 29-Oct. 1

Don't miss this stellar opportunity to elevate your career and expand your network!

Just once a year, the stars align for three days of unparalleled training, invaluable connections and top-notch entertainment. You'll discover a constellation of insights to navigate the market and turn your dreams into reality.

Act now! Unlock early bird pricing rates until July 31. Secure your spot and start your journey toward unparalleled success. **See what "Dare to Dream" has in store and reach new heights you've only imagined.**

Register today!



Cookies, Canva & Kristen - Sept 26th @ RANW

2PM-3PM Free Canva

3PM-4PM Canva Pro

Register Online [HERE](#) and create your own magic!

Join us for this free class, teaching everything you need to know to start using CANVA today!

Featuring both free Canva and Canva Pro, Kristen can have you marketing yourself so well that other agents will be asking, "How did you DO that!?"

Click [HERE](#) to enlarge the flyer.

Click HERE to Enlarge the Quiz Below!

Back when there was no Internet, who didn't love taking the quizzes in magazines? Take a moment to reminisce!

What is your learning style? If you are "Mostly B's", sign up for **in person Continuing Ed below!**

Remember, this year you need 18 credits!

Learning Style Quiz

- When you are learning something new, do you prefer to:
 - Read about it in a book or article
 - Listen to an explanation or discussion
 - Watch a video or see a demonstration
 - Try it out yourself and get hands-on experience
- Which of the following activities do you enjoy the most?
 - Reading and writing
 - Listening to music or podcasts
 - Watching movies or browsing picture galleries
 - Building models or solving puzzles
- When trying to remember information, what strategy do you find most effective?
 - Writing down notes or reading them multiple times
 - Discussing the topic with someone else or listening to recordings
 - Visualizing the information in your mind or using diagrams
 - Doing an activity related to the information
- In a classroom setting, you:
 - Prefer taking detailed notes and reading textbooks
 - Like listening to lectures and participating in discussions
 - Appreciate when teachers use slideshows or visual aids
 - Enjoy hands-on activities and practical exercises
- When following directions, you:
 - Like to read the instructions carefully
 - Prefer to have someone explain them to you
 - Find it easiest to follow a diagram or map
 - Want to try doing it while following the steps
- If you had to describe an event to someone, you would:
 - Write a detailed account
 - Tell them the story verbally
 - Show them pictures or videos from the event
 - Act it out or show them using objects

Scoring Your Quiz:

- Mostly A's:** You are likely a Visual/Verbal Learner. You learn best through reading and writing.
- Mostly B's:** You are likely an Auditory Learner. You learn best through listening and speaking.
- Mostly C's:** You are likely a Visual/Non-Verbal Learner. You learn best through seeing and observing.
- Mostly D's:** You are likely a Kinesthetic Learner. You learn best through hands-on activities and doing.



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.

Thank You to Our Sponsors & Attendees at the Golf Outing in Green Bay!

Thank you Sponsors:



GreenStone Farm Credit Services
Fortifi Bank
Nations Lending
Cornerstone Mortgage
Bank First
Guaranty Closing & Title Services, INC

RANW MLS
Associated Bank
Nicolet National Bank
Universal Home Protection
Capital Credit Union
North Shore Bank

Guild Mortgage
Marine Credit Union
Lighthouse Title Group
CoVantage Credit Union
Bay Title & Abstract
Johnson Bank
First American - Evans Title

Thanks to All Who Helped Celebrate the Start of the RANW YPN!

Thank you Sponsors:



First American
Title Insurance Company
EVANS TITLE DIVISION



Bay Title & Abstract North Shore Bank Nations Lending Waterstone Mortgage

Dominion Title & Exchange Associated Bank Basten Home Inspection
Guild Mortgage Lighthouse Title Group

Couldn't make the kickoff but still have questions? Or would you like to be more involved? Email Paula at Phall@ranw.org for more information!



Membership

Membership Changes

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

Congratulations on Your Retirement!!

RANW congratulates **Jen Rietveld**, REALTOR® with Century 21 Ace Realty in Appleton.

REALTOR® Emeritus Applications Due by September 27th

Requirement: Must be a REALTOR® for 40 years and have proof of one year of service at the NAR level. If you think you qualify, please email Cheryl (cdreger@ranw.org) by September 27th with request and proof to be nominated. If approved by NAR, dues will be waived for the **2026** dues season.

Notice of Annual Meeting and Election of Directors

Monday, October 28, 2024

Location: Hilton Paper Valley, Appleton
Annual Meeting: 9:15 a.m.

The election of Directors for the 2025-2027 RANW Board of Directors will take place at the RANW Annual Meeting on Monday, October 28, 2024, at the Hilton Paper Valley, Appleton, during the business portion of the meeting which begins at 9:15 a.m. Elections shall be by RANW REALTOR® Members by voice or hand vote, or by ballot if there is more than one nomination per Director position to be filled; and all votes shall be cast in person. Any ballot shall contain the names of all candidates and the position for which they are nominated. The Nominating Committee Slate is to be announced no later than three weeks preceding the Election. Additional candidates for the offices to be filled may be placed in nomination by a petition signed by at least 10% of the RANW REALTOR® members. The petition shall be filed with the Secretary at least two weeks before the election at which time REALTOR® members will be notified of such additional nominations. No write-in nominations or nominations from the floor shall be accepted (ref: RANW Bylaws Article XI).

2025 RANW Directors: REALTORS® nominated for election by RANW REALTOR® membership for a Director position on the RANW Board of Directors:

3-Year Term Effective January 1, 2025 (2 positions):

Jill Dickson-Kesler Jenelle Bruno

1-Year Term Effective January 1, 2025 (1 position):

Pat Kaster

2025 RANW MLS Directors: REALTORS® appointed by RANW Board of Directors for a director position on the RANW MLS Board of Directors:

3-Year Term Effective January 1, 2025 (3 positions):

Gus Garcia Joy Pouwels Brittany Voigt



Government Affairs

Primary Election – August 13, 2024 Wisconsin Voting Information



Where is my polling location?
How do I update my address?
How do I register to Vote?
How can I vote absentee?
How do I request a ballot?
What's on my ballot?
What are the deadlines for voter registration and absentee ballots?
Do I need photo ID?

Answers to all these questions can be found in one easy location: [MyVote Wisconsin](#)

*** Remember, Wisconsin has new district maps!

Calling All Direct Givers

When should I send in my contribution?

Well, today would be great! 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 now so that we are able to help candidates who are raising funds and campaigning for the November election. The WRA Direct Giver Program provides an alternative to an RPAC contribution 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.

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.



MLS News

RANW MLS Changes Effective August 13th! THIS WEEK!

See our [communications packet for members](#) on ALL the changes! Questions? We know you'd ask. Please contact us anytime. We're here for you.

Miss the RANW Town Hall addressing the changes? [Click HERE](#) to listen to the recording Town Hall.



RANW MLS UPDATES

Effective: August 13, 2024

VIRTUAL TOWN HALL
AUGUST 7th

RANW.ORG



Commission of Sub Agent and Commission of Buyer Broker removed from MLS.



Removed Variable Rate Commission.

No work arounds!
Please don't list commissions in remarks, ShowingTime, forms attached in MLS or Supra (anything connected to MLS).



Written agreements must be completed with Buyers prior to showing any homes.

You don't have to be a buyer's agent to show a home, but you need a disclosure to show any home in the RANW MLS.

Disclosure must be supplied within one (1) business day if requested by RANW MLS.



If a seller is offering concessions, the firm can advertise that in public remarks the MLS.

Concessions advertised in the MLS cannot be conditioned on the use of an agent.

Not able to filter concessions in MLS.

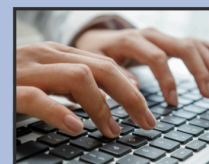


Policy Letters or blanket compensation agreements are no longer allowed. They set a commission w/o seller negotiation. Existing agreements must be rescinded prior to August 17, 2024.



No Listing Contracts or amendments to be received by MLS or uploaded to documents in MLS.

Seller's Authorization for Delayed Showings or Office Exclusive Listing still required (form updated).



Data Compliance will no longer enter listings for companies.

See the full infographic plus page 2 [HERE!](#)

Reminders from Data Compliance

Data Compliance has the same couple of things that keep getting flagged over and over. This one is the worst: Your listing will NOT be confirmed if you have a LOWER LEVEL finished BATHROOM without a LABELED PICTURE. Let's image it - Gray in hue, toilet clean and new, all four walls finished and painted, the floor is nicely finished in tile. I need to photograph it, load it into MLS and label it as a lower level finished bathroom! DONE! Now Data Compliance can frolic in the new data, spreading joy throughout the land!




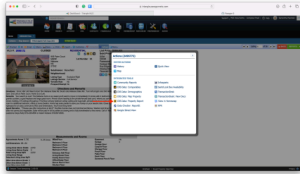
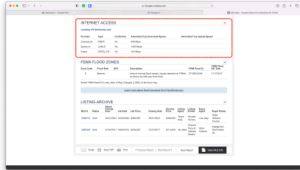
ShowingTIME Compliments of RANW MLS

On Tuesday, July 16th, ShowingTIME will be hosted a webinar on the industry's most powerful showing and feedback management tool, ShowingTime for the MLS courtesy of REALTORS® Association of Northeast Wisconsin! Discover how you can use this showing appointment tool to save time, generate more showings and help you sell your listings more efficiently. Did you miss the webinar? [Recording HERE.](#)

Access the ShowingTime logo on any property report in Paragon MLS. Click to schedule a showing as usual.

New CRS Data Integration in MLS

Today's home buyers need reliable internet information. Now you can find it right in our MLS thanks to a new integration with Fiber Homes and CRS Data. Check out the one-page How-to [HERE.](#) Check out the How-to video [HERE.](#)

<p>When viewing any listing in the MLS, click on the CRS Property Report icon at the top of the report.</p>	
<p>Then select CRS Property Report.</p>	
<p>Scroll down to the Internet Access Section to view the provided internet availability data available on the property.</p>	

RANW Stats at a Glance - 2023 WHO?!

Please visit our [Reddit page](#) for past 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!](#)

REALTORS Association of Northeast Wisconsin MLS

Report Produced on: Aug 10, 2024

Monthly Market Activity Report for July 2024

Property Type = Single Family | County = All | Municipality = All

Market Summary

Data Last Updated: Aug 10, 2024

Absorption: Last 12 months, an average of **808** Sales/Month

Active Inventory as of **July 31, 2024 = 3399**

	July			Year to Date		
	2023	2024	+/- %	2023	2024	+/- %
Closed	837	927	10.75%	4692	5351	14.05%
Pending	851	882	3.64%	4769	5443	14.13%
New Listings	1067	1221	14.43%	6111	7019	14.86%
Median List Price	269900	289900	7.41%	251500	275000	9.34%
Median Sale Price	285000	293500	2.98%	265000	282000	6.42%
Median List Price to Selling Price	101%	100%	-0.99%	100%	100%	0.00%
Median Days on Market to Sale	42	43	2.38%	44	44	0.00%
Monthly Active Inventory	3108	3399	9.36%	3108	3399	9.36%
Months Supply of Inventory	3.95	4.21	6.58%	3.95	4.21	6.58%

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

Upcoming MLS Webinars

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

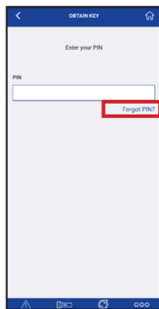
- [CRS Data MLS Tax Suite Training](#)
- [Paragon Webinar Calendar](#)
- [FOREWARN Webinars](#)
- [Realtor.com Virtual Training Center \(Live and On Demand Training\)](#)
- [RPR \(Realtors Property Resource\) Live Webinars](#)
- [Supra On Demand Video Tutorials](#)
- [WRA Thursday Takeaways Video Series \(Updated each Thursday\)](#)
- [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](#)



Supra Lockbox System

You know that FOBS aren't a thing anymore, right? Since 2017 we've had Bluetooth lockboxes. Bluetooth means your phone and the lockbox are able to wirelessly connect. Let us know if you need to come use a lockbox to practice during our office hours. We can give you some tips as well! Like ALWAYS put a lockbox on a door. Not on the ground or an iron railing. If the sellers don't want it on the door, consider another door or using a door protector if concerns with wear and tear.

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 \(PDF\)](#).



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 \(2nd Monday of the month\)](#)



RANW Affiliate Spotlight

RANW is so proud to feature Guaranty Closing & Title Services in our Affiliate Member spotlight. This company was founded 40 years ago in Fond du Lac and has multiplied times 9 throughout the state! It's no wonder this is such a popular company for our members! Congratulations on 40 years from RANW!

Watch the video [HERE!](#)



Fair Housing Podcast - The Color of Law

Submit your stories now to khubers@ranw.org.

Featuring Jennifer Sunstrom and Michael Sewell

Stream Now ON DEMAND - All Segments on YouTube
They didn't teach THIS in school! A must listen for all.



RANW Communications Podcast - Disasters in Real Estate

Thank you to everyone who sent in disaster stories!

Tara Sherman and Alex Young from the RANW Communications Committee host this hilarious segment! Stream On Demand NOW on our Facebook Members Only Page [HERE!](#)



The New YPN Committee is Tearing it UP!

As you saw in the Events section, the sponsors were so good to our new YPN committee. The Young Professionals Network has some really great ideas coming up! Click [HERE](#) for the upcoming events and see our pictures from the latest YPN event on our Facebook Members Only page [HERE!](#)



RANW YPN
UPCOMING EVENTS

- OCT 28** PUMPKIN CARVING
HILTON PAPER VALLEY
- Q1 '25** Crafts & Craft Beer
OSHKOSH
- Q2 '25** SELF DEFENSE CLASS
NEENAH
- Q3 '25** Karaoke/Daraoke
GREEN BAY
- Q4 '25** VENDOR EXPO
APPLETON

WATCH FOR THE DATE



WCIE Commercial Real Estate

What is the WCIE? Wisconsin Commercial Information Exchange

Owned by RANW, the WCIE is an International database powered by Moody's Analytics. Take CHARGE with your Commercial Listings and Business Opportunities on this easy to use platform. Don't believe us? Take a look at this 2 minute video: <https://youtu.be/s9szjha1mXE>

Change the way you analyze data, understand shifting market dynamics, and mitigate risk. Leverage over 40 years of historical data and continuous data coverage and partnership expansion, to gain meaningful depth and breadth of data granularity, unique intelligence, and analytics to bridge the information gap, and deliver the transparency necessary to inform strategy, assess risk and execute deals.



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