



REALTOR® News



**REALTOR®
Safety
PROGRAM**

Safety First

Wear your Nametag

Always wear visible company identification such as a badge, and always carry your photo id card on you. These will be invaluable for identification if you need to get assistance.



Events & Education

RANW Holiday Parties:

Thank you to all who attended, supported, and celebrated the Holidays with RANW! The Green Bay and Fox Valley Holiday Committees worked hard to make each event a success! In addition to the festive music, delicious food, and wonderful networking opportunities; RANW members generously supported Harbor House (Fox Valley) and Toys for Tots & Paul's Pantry (Green Bay).

Legal Bites - January 28th: 9-11am

The Women's Council of REALTORS® - Greater Northeastern Region Invites you to join us for a light brunch and coffee to hear Wendy Hoang provide insight on the year ahead as well as an update on trends that are being seen on the State level after the rollout of the new changes in our practices. Each ticket will include a light brunch, coffee, networking opportunities and Q&A with Wendy Hoang. Seats are limited, sign up for your spot today! **REGISTER.**

RANW Committee Sign Up and RANW February Broker Meetings

At the end of January we'll be releasing our RANW committee sign up. Interested in getting your voice heard and making a difference with our RANW Committees? Take a look at what we offer [HERE!](#)

RANW Broker Meeting begins again in February 2025. Please stay tuned for the email including dates and sign ups.

Fond du Lac County Housing Forum - Jan 28th



**FOND DU LAC
COUNTY**
Housing Forum

January 28, 2025 | 11:00 a.m. - 3:30 p.m.

Hotel Retlaw
One North Main
Fond du Lac, Wisconsin



Tuesday, January 28, 2025 11:00 AM - 3:30 PM
CST

The Hotel Retlaw

1 N. Main St.

Fond du Lac, WI 54935

[Click HERE](#) for more information including the agenda.

Name that Tune - Feb 13th!

16TH ANNUAL

NAME THAT TUNE

ALL PROCEEDS BENEFIT: NEW COMMUNITY SHELTER, INC.

STADIUM VIEW
1963 HOLMGREN WAY

CHECK IN AT 5:30 PM
EVENT STARTS AT 7:00 PM

FEBRUARY 13, 2025

PRESENTED BY:
RANW COMMUNITY
SERVICE COMMITTEE

Upcoming Events

AI Solutions for Real Estate - Taught by Becca McLagan, RANW REALTOR® & Generative AI Consultant

Three day crash course on practical uses of AI in Real Estate. February 18, 25, & March 4.

Limited spots available, \$20

[Click Here for More Information](#)

[Click Here to Register](#)

SAVE THE DATE!

Crafts & Crafts with RANW YPN! - Join us March 13 from 5-7pm at Fire Escape in Oshkosh for an opportunity to make a FREE pottery project while networking! Limited spots available.

YPN Self Defense Class

May 6th from 1-2pm at Karate America in Neenah

REGISTRATION DEADLINE: JANUARY 30, 2025

How to Register:

Email jdickson@coldwellhomes.com. Include your team name and team member names.

Make check payable to "NEW Community Shelter"

and mail to: Jill Dickson-Kesler Re: Name That Tune, 745 Ontario Rd., Green Bay, WI 54311

*Individual registration may be available; contact jdickson@coldwellhomes.com for details.

THANK YOU TO OUR SPONSORS:

Liberty Title - Rate Mortgage: Sarah Sanchez & Jordan Thayse

Johnson Financial Group - NEW Title - Point Mortgage

Nations Lending: Nick Wurzer & Adam Cook

Evans Title - Nations Lending: Nic Campbell

Wintrust Mortgage: Mark Poehlmann

**DONATIONS FOR
THE SHELTER
ENCOURAGED!**

Current Wish List
Available At:
<https://newcommunityshelter.org/Ways-to-Help/Wish-List>

\$350 PER TEAM

MAXIMUM OF
10 MEMBERS
PER TEAM

PRICE INCLUDES: PIZZA BAR & 1 DRINK TICKET* PER PERSON

*DRINK TICKET GOOD FOR 1 MIX DRINK OR 1 BOTTLE OF BEER

THANK YOU to our Green Bay Holiday SPONSORS!

Platinum



AND ABSTRACT, INC.



Fortifi Bank
Growin' Wisconsin

Gold



DOMINION TITLE
& EXCHANGE SERVICES
SERVICE BEYOND EXPECTATION



First American
Title Insurance Company
EVANS TITLE DIVISION



THANK YOU to our Green Bay Holiday SPONSORS!

Silver



Bronze



[More pictures can be found on the RANW Facebook!](#)





Membership

Membership Changes

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

Brokers Check License Status for Agents with DSPS

Please make sure your agents have renewed their real estate or appraisal licenses for 2025. Also, make sure to check under the relationships tab to verify who is licensed under your firm with the DSPS.

REALTOR® Emeritus Status

A REALTOR® Member who has held membership in the National Association as a REALTOR®, REALTOR-ASSOCIATE®, or both, for a cumulative period of 40 years **and** has completed at least one year of service at the National Association level is eligible for REALTOR® Emeritus status. Please email cdreger@ranw.org to apply. [REALTOR® Emeritus Status](#). Deadline is February 28th



Government Affairs

Local Advocacy Initiatives: Current Projects and Future Plans

Local advocacy often requires adaptability and quick pivots, but we're proud to share several impactful projects currently underway or on the horizon:

Green Bay Land Trust

The housing crisis is a complex issue with no single solution. Years of underproduction, coupled with rising development costs, have contributed to the current shortfall. Communities are exploring innovative strategies and collaborative efforts to address this challenge. One exciting initiative in Green Bay is the development of a Land Trust aimed at creating moderate-low income housing and ensuring its long-term affordability. RANW is honored to be part of this taskforce and looks forward to contributing to this transformative effort.

Green Bay Zoning Code Update

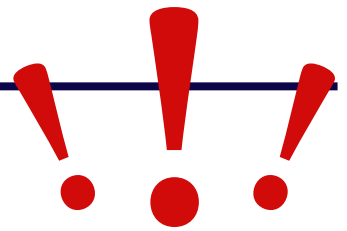
Zoning codes play a pivotal role in land use and property rights, influencing where, when, and what types of housing are built, as well as the associated costs. Revisiting and refining local zoning regulations is a critical step in tackling the housing crisis. Green Bay has proactively begun reviewing its zoning code, and RANW is privileged to participate in this process. We're committed to ensuring the revised codes support sustainable, affordable housing development.

Appleton Comprehensive Plan Update

Comprehensive plans serve as a community's blueprint, offering vital insights into demographic trends, economic conditions, transportation needs, and more. These plans also guide future land use, infrastructure projects, and green space development. Every community is required to update its comprehensive plan every 10 years. RANW is closely involved in Appleton's current update and is proud to contribute to shaping the city's future through this taskforce.

Local Housing Studies

Several Northeast Wisconsin communities, including Outagamie County, Appleton, Menasha, Oshkosh, Fond du Lac, and Green Bay, have conducted detailed housing studies. These reports provide valuable insights into housing needs and spark meaningful conversations about potential solutions to the current housing shortage. Additional studies, including one for Grand Chute, are expected in 2025. RANW continues to advocate for more communities to undertake these essential studies and remains committed to fostering dialogue and action to address the housing crisis.



IMPORTANT CHANGES TO MLS RULES:

(Rules in effect immediately, fines went into effect January 1, 2025)

CONCESSIONS: In addition to commissions and compensation, RANW MLS will no longer allow any language concerning “concessions” in the MLS. All negotiations that involve seller concessions to buyers are no longer allowed to be displayed in the MLS. This coincides with the rule that was implemented in August 2024 that does not allow any language about any commissions/compensation paid from broker to broker. Violations will incur a \$500 fine, charged to the firm, with the offender being responsible for any legal fees that arise from the violation.

LISTING AGREEMENTS & AMENDMENTS

DO NOT upload listing agreements and/or amendments into Paragon. DO NOT email listing agreements and/or amendments to RANW. DO NOT upload ANY documents into Paragon that make ANY reference to concessions, commissions, or compensation of any kind. If RANW requests either of these documents, we will speak to you directly with instructions on sending us the requested documents. Violations will incur a \$500 fine, charged to the firm, with the offender being responsible for any legal fees that arise from the violation. Seller’s Authorization for Delayed Showing and Office Exclusive disclosure form must still be uploaded into Paragon.

Additional Q&A

Q1: Can we still put seller concessions in the remarks if it is for a tangible item like a carpet credit?

A1: Yes. But use the word “Allowance” instead of “credit” or saying a “seller concession for carpet”. This is acceptable “Seller is offering a \$5000 allowance for carpeting”

Q2: Should we still complete the “Seller Concession Amount” field in the Sold data section after a listing closes?

A2: Yes. That data is still important in making a valuation of the property. Continue to use this field as you do now.

Text on Photos and Virtually Staged Photos in MLS

RANW MLS now allows text on photos only if it pertains to the subject property (street name, acreage, lot #s, dimensions, body of water name, etc.)

Virtually staged photos are approved for additional photo use only. Must have the actual photo as well as staged photo. Use of virtually staged photos must be disclosed in public remarks.



Too Many Emails?

Get all your vendor webinars and January training right HERE in one webpage!

Click HERE for all your upcoming training on one website. Skip ALL those emails! We’ve got your back!

RANW Stats at a Glance

RANW MLS Stats come out on the 10th of the month. 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](#) to jazz up the data!

TrustFund for Earnest Money

Put Time Back in Your Day ⌚

Simplify your transactions and improve your workflow with TrustFunds! From automated data entry to seamless MLS integration, they're here to help agents and brokers like you work smarter, not harder.

- 💡 No extra logins or clunky downloads.
- 💡 Start a request from the property listing.
- 💡 Property and agent data auto-filled to save time.

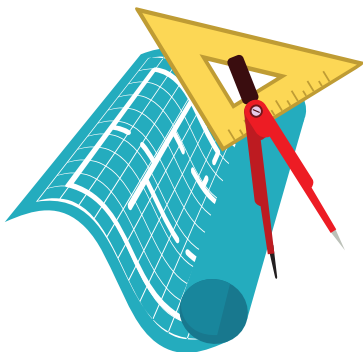
Ready to streamline your earnest money requests?

👉 Discover how TrustFunds can simplify your transactions and improve your workflow. Visit <https://www.trustfunds.us.com> to learn more.

#RealEstateSimplified #TimeSaver #EarnestMoneyMadeEasy #MLSIntegration #TrustFunds

Art Contest Alert!

From the RANW Communications Committee - Please pass on to the kiddos in your life and email me a pic of what they create by April 1st! khubers@ranw.org. One lucky kid will become instantly real estate famous!



ART CONTEST

DUE APRIL 1ST, 2025

SUBJECT:
WHAT DOES FAIR HOUSING MEAN TO YOU?

FAIR HOUSING MEANS EVERYONE SHOULD HAVE THE SAME CHANCE TO LIVE IN A HOME THEY LIKE. NO MATTER WHAT THEY LOOK LIKE. WHERE THEY COME FROM. OR WHAT THEY BELIEVE.

DRAW, PAINT, SCULPT, PHOTOGRAPH - THE SKY IS THE LIMIT!
THIS CONTEST IS OPEN TO KIDS 4K-12TH GRADE
THE WINNER WILL BE ANNOUNCED THE FIRST WEEK OF APRIL

REALTORS® ASSOCIATION OF NE WI
EMAIL A PICTURE OF YOUR ARTWORK TO
KHUBERS@RANW.ORG

DON'T FORGET YOUR NAME AND CONTACT INFO!



Affiliate Spotlights

Own what matters! Visiting with Dave today made my month. So funny and down to earth, he was able to show me around and made me feel super comfortable coming in to learn about Guild's awesome loan opportunities! Everyone needs a Dave! Check out Dave Hartman's team at Guild Mortgage today! [Video HERE!](#)



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RANW lovingly refers to Justin Reinl as the Brad Pitt of RANW members. He is kind, he is intelligent, he is super at his job and we all want to see what he does next. A power couple, Justin Reinl and Ashlee Harlock (Beiser Realty) really make an impression with the amount of involvement they put into RANW events, committees and networking opportunities. We all know who they are. Roll out the red carpet. This one is for Justin. [View the video HERE!](#)

Dale can earn your trust and darn near make you cry while talking about his passion for his profession. Twice. Don't believe me? [Give this video a view.](#) This guy is one of those life long family friends that will be there for your family no matter what. He can also teach you a heck of a lot about your home and how to fix/maintain it throughout the years. You won't regret giving **Dale Anderson and Peace of Mind Home Inspections, LLC** a chance!





Supra Lockbox System

Supra Lockbox Audit Coming February 1st!

MLS subscriber companies who participate in the Supra Lockbox and Key program will be emailed on February 1st requesting them to report the number of Supra lockboxes in their possession. **How to Pull Company Lockbox Audits from SupraWEB**. Companies will be given until March 31st, 2025 to report the number of lockboxes in inventory and report any lost or stolen lockboxes. The company will be charged for the missing or damaged equipment. Please call the office at 920-707-9900 or email the lockbox administrator Angela Schilling @ aschilling@ranw.org for questions or concerns.



WCIE Commercial Real Estate

WCIE Subscribers:

Moody's has contacted RANW to give us notice on our current contract with them. After March 2025, RANW will no longer carry the WCIE program due to changes with Moody's user structure.

RANW will continue to have access to WCIE until the end of March 2025. After that date, you will need to contact Moody's directly if you wish to continue using their platform. RediComps will also be reaching out to help you migrate to the new system if you wish to do so. The billing going forward will be taken care of by RediComps.



Business Resources

18 Ways Members Can Show Value in 2025

Take a look at NAR's popular and growing series of Consumer Guides. Each one-page resource gives clients a handy overview of key aspects of the real estate transaction, like negotiating written buyer agreements and understanding offers of compensation. They're an invaluable way to start conversations with and educate consumers. After all, knowledgeable home buyers and sellers are your members' best advocates.

Make sure to bookmark [facts.realtor](https://www.facts.realtor), where you'll find the latest additions.



NAR REALTOR Benefits® partners with select companies to create exclusive, customized offers that specifically help you save on solutions that boost your business and best serve your clients.

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