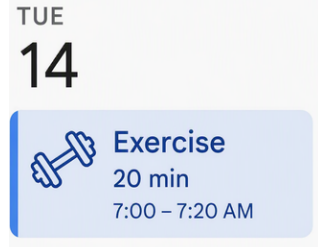




PRO TIP:
BLOCK TIME ON YOUR CALENDAR

If it matters, schedule it—
what gets on your calendar
gets done.



REALTOR® News



What REALTORS® Need to Know This Month with RANW President Jill Dickson-Kesler

Join Jill every month for a racap of what you need to know.

- Market Insight
- Association Update
- New MLS rule or policy
- Opportunities for Members
- Pro Tips



[CLICK HERE FOR VIDEO!](#)

REALTOR® DEADLINES - TAKE YOUR CE AND RENEW YOUR LICENSE!

[Click the link HERE](#) for everything you need to know about your 2026 requirement deadlines.

SAVE DATE

The

Save The Date for In Person CE being taught by
Michael Sewell at RANW on November 5, 12 & 19

Website
www.ranw.org

Phone Number
920-707-9900

LIVE Continuing Education is BACK!

Registration coming mid-July

Michael Sewell
Instructor

[Click HERE](#)

For the complete
countdown for ALL your
2026 deadlines along
with the links for
ANYTHING you need!

2026 NAR MEMBER PROFILE

Check out the 2026 National Association of REALTORS® Member Profile, which provides a snapshot of NAR members' business activity, income, firm affiliation, technology use, and demographics [HERE](#).

DEMOGRAPHICS					
AGE					
39 or younger	13%	35%	28%	11%	*
40 to 59	44%	57%	53%	55%	29%
60 or older	44%	8%	19%	34%	70%
Median age	57	45	47	55	65
Education: bachelor's degree or higher	52%	49%	58%	55%	50%
Have a website	26%	70%	73%	78%	72%
Real estate is only occupation	73%	48%	64%	75%	83%
Gross household income (median)	\$141,100	\$95,300	\$123,800	\$150,000	\$160,000
Real estate is primary source of income for household	48%	27%	33%	47%	59%
Homeownership rate	86%	68%	78%	88%	93%
Voted in the last national election	93%	82%	87%	95%	97%

* Less than 1 percent
† Both residential and commercial. Does not include team transactions.

2026 WRA ANNUAL CONVENTION

Registration for the 2026 WRA Annual Convention is now open! This September 22-24 at the Monona Terrace, experience three days of elevated learning and meaningful connection, designed for professionals who are ready to define what's next. Inspired by timeless style and modern momentum, this convention brings together bold ideas, fresh perspectives and the people who move real estate forward. #WRAConv2026

Register [HERE](#). Early bird through July 15 to save up to \$60.



NOMINATE A FAIR HOUSING CHAMPION

They show up in underrepresented communities. They lead with education, empathy, and action to create lasting, meaningful impact. If this sounds like you—or someone you know—it's time to tell that story. Submit a Fair Housing Champion Award nomination by August 29. <https://bit.ly/30QI3w6>

NAR CONSUMER RESOURCES

- [NEW: Defining Home Buying Needs vs. Wants](#)
- [NEW: 10 Tips For Unpacking Smartly After A Move](#)
- [Multiple Listing Services](#)
- [Overcoming Roadblocks to a Sale or Purchase](#)

NAR FAIR HOUSING CHAMPION AWARDS

They helped someone believe homeownership was possible.

**NOMINATIONS
ARE NOW OPEN**

REALTORS® are members of the National Association of REALTORS®.

SPAM ALERT!

If you have received the following email, it's SPAM and NOT from RANW!



Dear -----,

I'm following up if you're interested to get the **Members/Distribution list**

- Realtors Association of Northeast Wisconsin 2026 (Wisconsin, USA)
- 1,000+ Contacts

I'm waiting for your response so i can let you know the **price & additional more information..**

Hoping to receive your reply soon.

Warm regards,
Tulip – Business Executive



GOVERNMENT AFFAIRS & RANW FOUNDATION



DIRECT GIVER: YOUR VOICE, YOUR CHOICE, YOUR IMPACT

The candidates you support today shape housing policy tomorrow. Many of the most important housing and property rights decisions happen locally—at town, village, city and county boards. That's why the Direct Giver program is so powerful. Unlike your investment in RPAC, the Direct Giver program gives you the choice and control over how you support candidates important to you. See why your participation matters in the **30-second video HERE!**

MISSION OF HOPE

Through the Rural Community Resiliency Initiative, **Mission of Hope** walks with people, families, and communities as they move from crisis to stability, from isolation to connection, and from surviving to flourishing.

They recognize that poverty, substance use disorder, mental health concerns, and trauma are often interlaced. Real healing takes more than one program. It takes a community willing to build systems of care around the whole person.

"WHEN ONE PERSON HEALS, THE WHOLE COMMUNITY FEELS IT."



WATCH THE VIDEO HERE.



DON'T FORGET TO VOTE – AUGUST 11, 2026 PRIMARIES. Learn more at myvotewi.gov.

Membership



MEMBERSHIP CHANGES

To view RANW membership changes, **click HERE.**

LIVING LEGENDS

Click **HERE** for our list of RANW members who have been serving with us for 40 years or more!

Full Name	Company	Join Date	Total Years
Gail J. Schwab	First Weber Oshkosh	6/28/1967	59
Robert Steidl	United Country-Udoni & Salan Realty	2/1/1970	56
Terry N. Hilgenberg, ABR,CRB	Coldwell Banker Real Estate Group	9/1/1973	53
Margaret L. Vande Hei, ABR,CRS,GRI	Mark D Olejniczak Realty, Inc.	9/10/1974	52
James W. Seefeldt	Jim Seefeldt Real Estate, LLC	10/1/1974	52
Craig L. Lemerond, CRS,GRI	Coldwell Banker Real Estate Group	6/6/1975	51
Mark S. Sherman, GRI,SRA	Sherman Realty & Appraisal LLC	9/8/1976	50
Barbara Knickel	Barbara Knickel, REALTOR	4/5/1977	49
Karl D. Volkman, CRS	First Weber, Inc.	10/1/1977	49



SIGN UP NOW!



Additional forms will be emailed out closer to the event

Join RANW's Community Service Committee on **Thursday, September 17 from 8:00 AM-12:00 PM** for Rock the Block! We're building a team of volunteers and would love to have you join us. Can't make that shift? Sign up for another date (or an additional shift) and share your photos with us!

Contact
Jessica Uecker
920-707-9907
juecker@ranw.org

REALTORS® Rock the Block

Help us transform homes and strengthen neighborhoods at Rock the Block Green Bay 2026!

Join RANW members for a hands-on day of giving back as we help complete exterior home repairs and improvements for local homeowners.

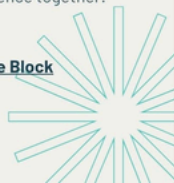
Why volunteer?

- Make an impact in the community
- Connect with fellow RANW members
- Work together as a team to create lasting change

No experience needed — just bring your energy and willingness to help!

Sign up today and let's make a difference together!

[Click here for more info on Rock The Block](#)



REALTORS® ROCK THE BLOCK!

Join RANW's Community Service Committee on Thursday, September 17 from 8:00 AM-12:00 PM for Rock the Block! We're building a team of volunteers and would love to have you join us. Can't make that shift? Sign up for another date (or an additional shift) and share your photos with us!

<https://www.greenbayhabitat.org/rocktheblock.html>



RANW YPN BUSINESS BUILDING BOOTCAMP

October 10, 2026
Business Building Bootcamp
@ RANW - 8am-5am - Details TBD!

RANW HOLIDAY PARTIES

December 10, 2026
RANW Green Bay Holiday Party
Details TBD!

December 17, 2026
RANW Fox Valley Holiday Party @ The Fox Club, Appleton
2pm-9pm - Registration coming soon!



Events & Education

RANW SUMMER OF GOLF

- **Green Bay July 20** - SOLD OUT!
- **Fox Valley August 20** at High Cliff Golf Course
- **Oshkosh Sept 10** at Lake Breeze Golf Course

Who doesn't want to golf while technically at work? Sign up for one or all three of our golf events. You get 18 holes with a cart, lunch, dinner, drinks, networking and fabulous prizes! Click on the event above to register.



ARE YOU READY TO BECOME A BROKER?

July 27th-30th and Aug 3rd-6th, join instructor, Ryan Fulcer, on an 8-day, Live In-Person Brokers License Course at RANW! Register now and get ready to level up!



WHAT MAKES RYAN'S COURSE STAND OUT?



Dates: July 27th, 28th, 29th, 30th,
Aug 3rd, 4th, 5th and 6th
Time: 9 am-4:30 pm Daily
Location: RANW Office



WANT TO GET YOUR WISCONSIN REAL ESTATE BROKER LICENSE?

- *Wisconsin 72-Hour Broker Course
- *Expert State-Approved Instructor
- *All Study Materials Provided by the Wisconsin REALTORS® Association
- *Designed for your Success



RANW YPN KICKBALL FOR A CAUSE



Grab your team, bring your competitive spirit, and join us for a fun-filled day of kickball, food, prizes, and giving back! **REGISTER HERE!**

Date: August 6th
Time: 12:00 PM – 5:00 PM
Location: Riverview Park in Allouez

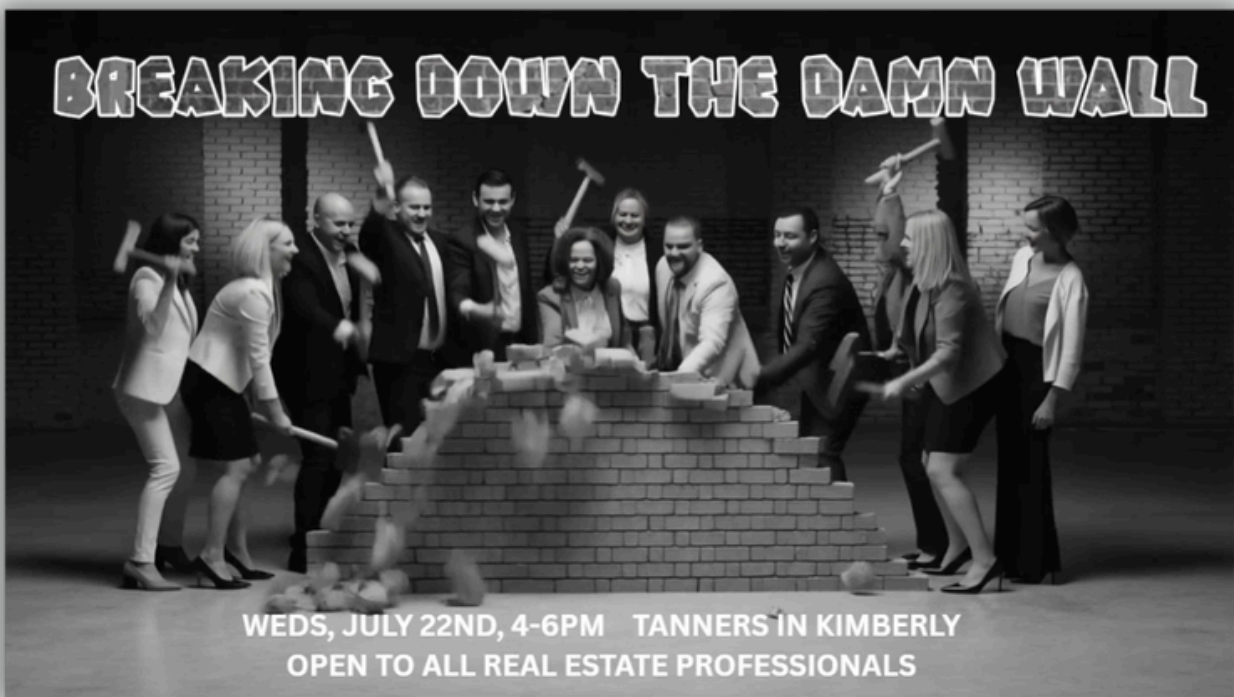
Team details:

Maximum of 12 teams - Teams of 8–10 players
Only one team member needs to be a RANW member
Kids are welcome - Spectators are welcome too!

Alpha Dogs serves walking tacos, hot dogs, brats, hamburgers and pork macaroni and cheese bowls.



MEMBER/COMMUNITY EVENTS



When REALTORS®, affiliates, brokers, lenders, inspectors, and industry partners come together, amazing things happen. We can compete in the marketplace and still support each other as professionals. At the end of the day, we're all working toward the same goal: stronger communities, better service, and a thriving industry. We're not just colleagues. We're a community. ❤️

CONTACT CAREY MARTIN, HEATHER GOSSEN OR JUSTINE LAMERS WITH ANY QUESTIONS.
#STRONGERTOGETHER #REALESTATECOMMUNITY





The Balanced Agent

Leadership & Wellness Summit for REALTORS®



July 23rd, 2026 | 9am - 2pm

Radisson Hotel - 625 W Rolling Meadows Dr, Fond du Lac

Featured Presenters



Kim Ryan
Author &
Certified High Performance Coach



Ashley May
Breathwork Facilitator &
Licensed REALTOR®



Dr. David Augustine
Chiropractor &
Owner of Oakleaf Spine & Wellness



Dr. Tracy Page
Functional Medicine Expert &
Founder of WFM



Logan Sheridan
Sound Healer &
Somatic Transformation Coach

 Guided Breathwork

 Healthy Mindset Business Growth

 Sound Healing

 Functional Health Solutions



Webinar Announcement

Walk In Confident. Walk Out With the Listing.

Online & Free!

Save your seat

rpr.me/listing-webinar



Want your listing presentation to feel less “template” and more “trusted expert”? Attend this free webinar and see how RPR’s presentation tools help you explain pricing, showcase market knowledge and deliver listing presentations that feel clear, modern and professional.

Save your seat! rpr.me/listing-webinar



Check out what you can do with a 3d virtual walk-thru with Cubicasa!

30 second video here!



FOREWARN®

FOREWARN TRAINING

Using FOREWARN is so important to your safety as an agent. **RSVP today** for the next webinar July 30 at 2 p.m. FREE to RANW MLS subscribers!

TOP 10 HOTTEST MUNICIPALITIES! Where is everyone moving in WI?

Municipality	Entries	Rank
Green Bay, City of	448	1
Appleton, City of	410	2
Oshkosh, City of	296	3
Sheboygan, City of	223	4
Fond du Lac, City of	218	5
Wausau, City of	196	6
Manitowoc, City of	185	7
Neenah, City of	154	8
Wisconsin Rapids, City of	141	9
De Pere, City of	130	10

This data includes information from all MLSs participating in WIREX with closing dates from Jan 1, 2026-July 13, 2026.

POLL TIME!

What is the best place to get pizza in Brown County? Join our Facebook Members Only poll later this week!
<https://www.facebook.com/groups/255538370442716>



EXPLORE NEW MAINTENANCE

- ★ Listings - Published
- ★ Listings - Unpublished
- ★ Your Inventory Dashboard
- How it Works

NEW BUTTONS TO PUSH!

In Paragon, under the “Listings” tab, check out the new! listing maintenance for Paragon Connect. Start with How it Works and then get your hands dirty! Get that tech!

Communications



Who wrote this
month's column?

Lady Whistledown's

Communications Committee Confidential

Dearest Gentle Readers of RANW,

The social season may be in full bloom, yet one cannot help but notice that the true excitement is unfolding not in lavish ballrooms but in living rooms, on front porches, and around conference tables, where offers are presented with equal parts optimism and strategy.

This author's keen observations suggest that our esteemed REALTORS® have once again demonstrated that patience remains a far more valuable commodity than panic. While the marketplace continues to keep everyone delightfully guessing, the wisest among us know that markets may shift, interest rates may wander, and headlines may cause quite the commotion, but exceptional service never goes out of style.

Whispers from throughout the Association reveal that many members have been spotted expanding their knowledge through RANW classes, exchanging ideas with colleagues over coffee, and volunteering their time to strengthen our profession. One might call it networking. I prefer to think of it as assembling the finest circle in society.

And what of those who believe success arrives by chance? How positively quaint. The most admired practitioners continue to prove that success is rarely the result of a fortunate listing or a single remarkable transaction. Rather, it is built through countless thoughtful conversations, handwritten notes, continuing education, and the quiet confidence that comes from putting clients' interests first, even when no one is watching.

As summer carries us into some of the busiest weeks of the year, allow this humble columnist to offer a gentle reminder: attend that event you've been considering, introduce yourself to a member you've yet to meet, and never underestimate the value of sharing an idea with a fellow REALTOR®. Today's casual conversation has an uncanny habit of becoming tomorrow's referral, partnership, or lifelong friendship.

After all, while every home tells a story, it is the remarkable professionals of RANW who help write the happiest chapters. Until our paths cross again, may your listings attract eager buyers, your inspections uncover only pleasant surprises, your closings proceed without delay, and your clients enthusiastically recommend your name long after the moving boxes have disappeared.

ALEX YOUNG

MOLLY DAANAN

JUSTINE LAMERS

RYAN FULCER

CHAIR

KATIE MCCOWEN

PAYTON KRUEGER

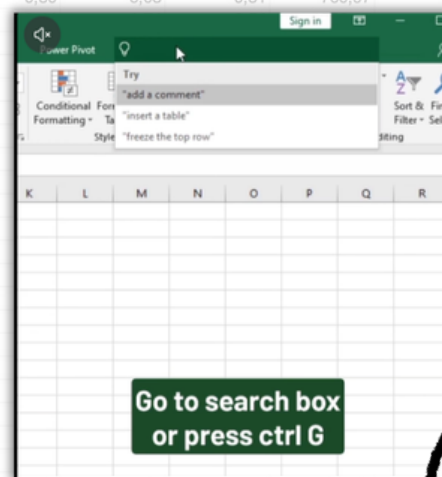
VALERIE BOHN

**UNTIL OUR NEXT CORRESPONDENCE,
THE COMMUNICATIONS COMMITTEE**

EXCEL SHORTCUT KEYS

Excel shortcuts in one single click.

Don't ask anyone for Excel shortcuts! All you have to do is find the search box or press **ctrl G**. Don't forget to try to integrate Microsoft Copilot into your Excel workbooks to save you significant time and effort when creating your daily reports!



WHAT CAN I DO FOR YOU?

HOME TOWN HIGHLIGHT – NEENAH, WI



Neenah has a way of giving you that small-town feel while still keeping you close to so much of what people love about the Fox Valley. It's charming, easy to enjoy, and full of those little everyday things that make a community feel like home. Downtown Neenah is one of the biggest reasons people love the area. It has that quaint downtown feel with local shops, coffee spots, restaurants, events, and places where you can Neenah has a way of giving you that small-town feel while still keeping you close to so much of what people love about the Fox Valley. It's charming, easy to enjoy, and full of those little everyday things that make a community feel like home.

Downtown Neenah is one of the biggest reasons people love the area. It has that quaintdowntown feel with local shops, coffee spots, restaurants, events, and places where you can grab a drink, walk around, and actually enjoy the atmosphere. It's not trying to be flashy, and that's part of what makes it feel so good. One of the best parts about Neenah is how much the water shapes the area. Between Lake Winnebago, the Fox River, Riverside Park, Arrowhead Park, and the trails nearby, you don't have to go far to find a pretty view or a place to slow down. You can walk by the water, catch a sunset, launch a kayak, or just sit outside and take it all in.

Neenah also has such a great mix of neighborhoods. You'll find historic homes with character, tree-lined streets, Doty Island charm, established neighborhoods, and newer areas too. Each pocket has its own feel, which makes the city fun to explore whether you're just checking it out or thinking about putting down roots. At the end of the day, Neenah is a community that gives you charm, water, parks, local businesses, and convenience without feeling too busy. It feels peaceful, but not boring. Connected, but still comfortable. And that's exactly why so many people love calling Neenah home.