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## REALTOR NEWS

### Revised Real Estate Condition and Disclosure Reports-July 1st Use Date

The WRA has revised the Real Estate Condition Report (RECR), Vacant Land Disclosure Report (VLDR), Real Estate Condition Report - Farm (RECR-Farm) and Seller Disclosure Report - Commercial (SDR-Commercial). The forms will be available in Transactions (zipForm Edition) and the WRA's subscription-based PDF Forms Library for use as of July 1, 2023.

Italicized language has been added to the RECR and the VLDR to prompt disclosure of defects in solar panels and systems and the presence of rented water treatment systems. Examples of water treatment systems including reverse osmosis, iron filters and other filters have been added after that question to help sellers and buyers better understand what might constitute a water treatment system. Disclosure of infestations impacting trees was added in part to prompt sellers to disclose issues related to the emerald ash borer. Other added italicized disclosure prompts relate to private road agreements, internet service, accessibility features, electric vehicle charging stations, rights of first refusal and more.

Read more in the [June 2023 Legal Update](#), your monthly guide to Wisconsin real estate law and policy.

### Membership Renewal Time Coming Soon! Update Your Preferred Mailing Address

The annual membership renewal dues will be generated in late September and mailed out to each member's preferred mailing address around the first of October. If you would like to update your preferred mailing address from office to home or vice versa, please login to [your member portal](#) with your member id or NRDS id and update the Preferred Mail section. [See instructions here.](#) Note: Make sure not to put the address on both address lines and please don't use all capital letters.

The discounted dues deadline will be **Wednesday, November 15th**. Thank you for your membership!



## Events At a Squint

### August

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### September

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SRES Course	14
Oshkosh Golf Outing	14

### October

ABR Course	24
ABR Course	2

## Coming in September ~ REALTOR® Safety Month

More information coming in next month's newsletter but you can get a jumpstart [here](#).

Make September the month you do your plan!



## Thank you RANW Green Bay Golf outing attendees and sponsors!

We appreciate all of those who supported such a fun event

- Committee Members, Sponsors, and Golfers. THANK YOU!



### Hole Sponsors:

GreenStone Farm Credit Services

Fortifi Bank

Nations Lending

Cornerstone Mortgage

Bank First

Guaranty Closing & Title Services

Lighthouse Title

Associated Bank

Nicolet National Bank

Universal Home Protection

Dominion Title & Exchange

North Shore Bank

Guild Mortgage

Marine Credit Union

GO Mortgage

CoVantage Credit Union

Bay Title & Abstract

**Driving Range:** Guaranteed Rate

**Breakfast:** First American - Evans Title

**Lunch:** US Bank

**Dinner:** Johnson Financial Group

**Beverage:** Liberty Title

## EDUCATION

### Six CE Courses Available As Of June 20th

To maintain real estate licenses in the state of Wisconsin, real estate licensees must complete **18 hours of continuing education (CE) every two years**. For the new biennium, the 18 hours include the completion of **18 one-hour course topics**, comprised of 12 mandatory courses and six elective courses.

- ◆ CE1 - Wisconsin Agency Law
- ◆ CE2 - DSPS Disciplinary Actions (NAR COE)
- ◆ CE3 - Commissions in WI Agency Agreements, Offers of Compensation and Antitrust (NAR COE)
- ◆ CE4 - The Inspection Contingency in WI Offers To Purchase
- ◆ CE5 - WI Legislative Updates Related To Real Estate
- ◆ CE6 - WI Real Estate Case Law Update

[Click HERE to register today!](#)

### WRA Appraiser CE Courses Announced~ Courses Begin Aug 9th

As the leading expert in Wisconsin real estate practice for over 100 years, the WRA is your top choice in Wisconsin appraiser CE.

**All appraiser licenses expire every two years and must be renewed by December 14 of odd- numbered years.**

## 2023 RANW & MLS Boards of Directors

### RANW & MLS Executive Committee President

Michael Sewell

### President-Elect

Diane Campshure

### Secretary/Treasurer

Pat Kaster

### Past-President

Judd Stevenson

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Jenelle Bruno

Jill Dickson-Kesler

Michael Kunesh

Ben Lyons

K.C. Maurer

### MLS Directors

Tyler Jedwabny

Mike Karisny

Michael Kunesh

Lori Muller

Joy Pouwels

Brittany Voigt

### Executive VP

Paula Hall

All certified and licensed appraisers are required to complete 28 hours of CE each biennial period, which must include the 7-hour National USPAP Update course. Learn more about Wisconsin appraiser license requirements [here](#).



**Virtual training offers all the appraisal education you need in a live format,** delivered remotely to wherever you want to be. No travel, no hotel bookings. Download the 2023 Appraiser CE brochure with course descriptions and instructors [here](#).

Courses begin on August 9, [click HERE to register](#).

### Free Online Webinar: "RPR's AI Writer Is Here!"

August 3 | 9:00 a.m. – 9:30 a.m.

Guest speaker Ernie Bottom will lead the discussion on the technological advancement that is sweeping the nation. Thanks to RPR's market data, REALTORS® can now generate social media, video, email, and analytical content in a fraction of the time and with little effort. Plus, with provided, free Canva templates, you'll have a powerful tool to enhance your social media presence. [Join us to find out more](#).

### Seniors Real Estate Specialist Designation Course

Webinar: September 13-14 - 8:30am-4:30am - [REGISTER HERE](#)

The SRES two-day core course arms you with the key skills in counseling adults age 50+ through selling their family home, buying rental property, moving to a senior community, among many other issues.

- ◆ **Credits:** Qualifies for 12 hours of GRI elective course credit and qualifies as ABR elective course credit.
- ◆ **Cost:** \$265 (through August 29)

### Accredited Buyer's Representative Course

Webinar: October 24-25 - 8:30am-4:30am - [REGISTER HERE](#)

This educational experience equips you to represent buyer-clients in real estate transactions, matching the stellar service sellers commonly receive. Plus, you'll explore a wealth of innovative ideas and proven methods, empowering you to build a thriving buyer-representation business, forge strong buyer relationships, secure repeat business and referrals and more.

- ◆ **Credits:** Qualifies for 12 hours of the GRI elective course credit and ABR core course credit when working toward the ABR designation.
- ◆ **Cost:** \$265 (through October 10)

### Realtor.com Summer Series Events and Training

[REGISTER HERE!](#)

A promotional graphic for the Realtor.com Summer Series 2023. The graphic has a white background with a red border. At the top left, it says 'SUMMER SERIES' in bold black letters with a sun icon, and '2023' in large red numbers. Below this, there are three event listings: Part 1: AI-Powered Real Estate: Unleashing Practical Strategies for Success, featuring Angie Javier on August 15 at 1pm ET/10am PT; Part 2: Maximizing Efficiency: Leveraging AI &amp; ChatGPT Successfully in Real Estate, featuring Marki Lemons Byhal on August 24 at 1pm ET/10am PT; and Part 3: Artificial Intelligence: Friend or Foe?, featuring Valerie Garcia on August 29 at 1pm ET/10am PT. At the bottom, there is a red button that says 'Register for Summer Series 2023'.

## EVENTS

**Oshkosh Golf Outing - September 14!**

Register now for the Oshkosh Golf Outing happening on September 14th at Lake Breeze Golf Course. [CLICK HERE TO REGISTER](#) online, [CLICK HERE](#) for a pdf copy of the registration.

Sponsorship Opportunities are still available as well!

### SAVE THE DATE!

Save the Date for these upcoming events you wont want to miss!

- ◆ **Annual Meeting: November 2nd, 2023**

- Hear a summary of 2023, network with other members, and enjoy a delicious brunch!

- ◆ **Excellence in Professionalism Awards**

- Help us recognize outstanding RANW Members! Start thinking about those you have worked with, REALTOR or Affiliate member, that have made an outstanding contribution to our local Association this year through RANW Committee work or leadership & community involvement. An email will be sent out to everyone mid-August with a link to submit nominations!

- ◆ **Green Bay Holiday Party: December 14, 2023**

- Celebrate with fellow RANW members!



### Save the Date! WRA Annual Convention Oct 1-3, 2023

Join us and the WRA for this high-octane event with three days full of training, networking and entertainment. You'll learn how to handle sharp turns in the market and upgrade your practice into a well-oiled machine. Unite for the ultimate REALTOR® convergence and accelerate your sales network.



- ◆ Take advantage of our early bird pricing for a full convention pass and access to the icebreaker party.
- ◆ For a limited time, pay just \$165 for 40+ workshops and panels, amazing speakers, a pub trivia contest and so much more.

Don't miss this revved-up convergence of REALTORS® to network and ride on. [Click HERE](#) to see the agenda, speakers, FAQ's and other details.

### Save the Date - RANW Neighborhood Outreach Day - Friday, October 27!

This is a great opportunity for RANW members to volunteer to help homeowners in your community by raking lawns and other fall lawn maintenance tasks for elderly and disabled residents in your market area. If you are interested, please mark your calendars!



### Win a Free Pass to WRA's Annual Convention ~ October 1st-3rd

To enter your name into the free convention pass drawing, please email your name, office and phone number to Cheryl at ([cdreger@ranw.org](mailto:cdreger@ranw.org)).

1. Registration must be given, not sold, and is not transferable;
2. Recipient must be a REALTOR® member of good standing;
3. Financial need is not necessarily a prerequisite, but could be;
4. Recipient may not be a local board officer;
5. Boards may add additional criteria;
6. Deadline for submission is **September 13th, 2023**;
7. Recipient may add ticketed items at their own cost.

## GOVERNMENT AFFAIRS

### Housing Now Coalition and the Say Yes to Housing! Public Education Campaign

#### HOUSING NOW COALITION

RANW has spearheaded a coalition of business stakeholders across Northeast Wisconsin including local builders associations, local chambers of commerce, economic development groups, and other business and trade organizations who have come together to raise public awareness of the current housing crisis



and to advocate for creative solutions to provide more housing for everyone. The coalition has a dedicated Facebook page that has already launched and will soon have a dedicated website that will provide the public with additional information and resources regarding the housing crisis.

#### SAY YES to HOUSING! PUBLIC EDUCATION CAMPAIGN

The Housing Now Coalition will be conducting a public education campaign utilizing four boosted Facebook ads as well as a 30-second YouTube video which will run for a total of 12 weeks. The first of the ads as well as the coalition website are scheduled to launch mid-August.

RANW will be sending more detailed information in the coming weeks, so please stay tuned and help us start sharing the message of this effort by visiting Housing Now Coalition on Facebook today!

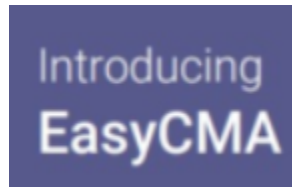
## MLS

### Presenting EasyCMA!

Paragon Black Knight and RANW MLS is pleased to announce **EasyCMA**, our next generation CMA platform, is ready for your review!

EasyCMA looks for properties that are similar to the subject property in regards to important features such as bedrooms, bathrooms, sq ft, and more.

We begin our search within .5 miles of the subject property, with homes sold within the last 3 months. We use recursive logic to expand the search dynamically, if needed, increasing the search parameters of time and distance until we find at least 5 comparable properties. Check out the resources below for more FAQs, the introductory video and the how-to!



- ◆ Check out the 4-minute introductory video [HERE!](#)
- ◆ [Flyer](#)
- ◆ [How-to use EasyCMA](#)

## Offer Presentation Restrictions

**QUESTION & ANSWER**

**Question**

Do your sellers want all offers due by a certain date?

Do they need "X" hours for binding acceptance?

**Answer**

All offer presentation restrictions must be stated in the **listing contract** or on an amendment and stated in the **public remarks** of the listing in MLS.

RANW.ORG  
RANW MLS Rules - Section 4.11

The graphic features a blue background with a torn paper effect at the top and bottom. It contains two speech bubbles: a larger one on the left for the question and a smaller one on the right for the answer. The text is in white and light blue.

## Listing Still Not Showing Active on the MLS?

**IMPORTANT REMINDER!**

**LISTING STILL NOT SHOWING ON THE MLS?**

Check your email. You may have a message from Data Compliance that needs attention.

[listings@ranw.org](mailto:listings@ranw.org)

The graphic has a red background. At the top is a yellow megaphone with sound waves. Below it is a yellow banner with the text 'IMPORTANT REMINDER!' in red. The main text is in white, and the email address is at the bottom.

Please also make sure you are getting emails from [cfischer@ranw.org](mailto:cfischer@ranw.org) and [drobinson@ranw.org](mailto:drobinson@ranw.org).



### Stop Sending Unsolicited and Mass Email to Members Please

MLS continues to receive numerous requests from members to put a stop to repeated emails from other members regarding announcements of new listings, open houses, etc. These messages should not be sent to other members or companies without prior consent.

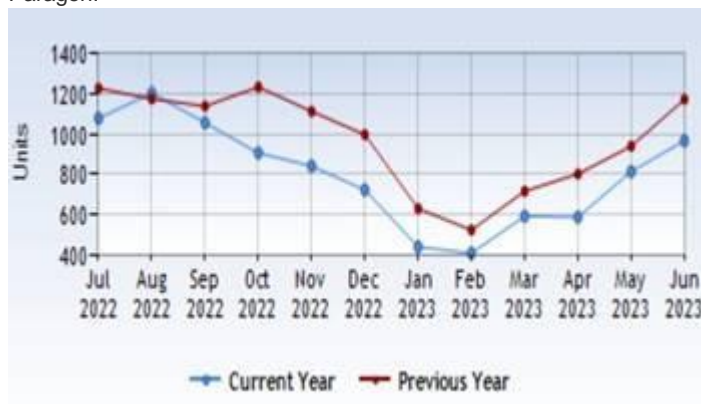
Section 4.29 COMMUNICATIONS ([RANW MLS Rules & Regulations](#)) reads in part: Electronic membership data from RANW or RANW MLS may not be used for the purpose of broadcast emailing of new listings, status or price changes, open houses, incentives and bonuses.

Reminder: The [Federal CAN-SPAM Act](#) is a law that sets the rules for commercial email, establishes requirements for commercial messages, gives recipients the right to have you stop emailing them, and spells out tough penalties for violations. It covers all commercial messages, which the law defines as "any electronic mail message the primary purpose of which is the commercial advertisement or promotion of a commercial product or service," including email that promotes content on commercial websites. The law makes no exception for business-to-business email. That means all email - for example, a message to former customers announcing a new product line - must comply with the law.

### RANW MLS Stats at a Glance

Want to customize your own statistical reports?

[Click HERE for the How-To!](#) OR try one of the Paragon statistical tools under the Resources tab in Paragon!



### RANW MLS

## Training Opportunities

### RANW MLS Webinars

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

- ◆ [Paragon Webinar Calendar](#)
- ◆ [CRS Data MLS Tax Suite Training](#)
- ◆ [Homesnap Live Training Calendar](#)
- ◆ [Realtor.com Virtual Training Center](#) (Live and On Demand Training)
- ◆ [RPR \(Realtors Property Resource\) Learning Center](#)
- ◆ [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](#)
- ◆ [zipForms - YouTube](#) Learning Videos

## LOCKBOX PROGRAM

### Welcome to the Lockbox Program

#1609	Saliger Realty	REALTOR® MLS	Green Bay
#4559	Keller Williams Envision	REALTOR® MLS	Fond du Lac
#3080	Berkshire Hathaway HS Water City	REALTOR® MLS	Oshkosh
#1611	Providence Real Estate, LLC	REALTOR® MLS	De Pere

### Supra Lockbox Reminder



### Supra eKEY App Settings Video

Adjust the settings on your eKEY app to auto update, require your pin code only once per day, and more! **Watch the video** [HERE](#).

## MEMBERSHIP

### RANW Membership Changes

To view all the current membership changes for RANW [click here](#).

### Congratulations on Your Retirement!

RANW congratulates **Elaine Schinker**, REALTORS® with First Weber, Realtors, Oshkosh on her recent retirement.

### Sincere Condolences

*RANW would like to extend its sincerest condolences to the family, friends, and co-workers of:*  
~ **Jeff Beck** Jeff was a REALTOR® with Adashun Jones, Inc in Oshkosh and was involved with many committees. A friend to all, he will be deeply missed.

### Ethics Deadline is 12-31-24 - Submit CE Course 4 to RANW

A new three-year ethics cycle began January 1, 2022, and the deadline is **December 31, 2024**. REALTORS® are required by NAR to complete ethics training of not less than 2 hours, 30 minutes of instructional time within three-year cycle. The training must meet specific learning objectives and criteria established by the National Association of REALTORS®.

### Training may be completed through the following options:

- ~ Course 4: Wisconsin Risk Reduction Through Professionalism (fulfills NAR Ethics) (**send Crs 4 certificate to RANW**)
- ~ New Member Orientation class completed January, 2022-December, 2024
- ~ NAR's Online class - [click here](#).

Certificates can be emailed to [cdreger@ranw.org](mailto:cdreger@ranw.org)



### NAR New Fair Housing Training Requirement

National Association of REALTORS® new-member applicants must now complete two hours of fair housing training and existing members must complete two hours of fair housing training every three years as a condition of REALTOR® membership, including one training option that is of no cost to members.

The new requirement was approved by the association's Board of Directors at its May 11 meeting. The three-year cycle coincides with NAR's existing Code of Ethics training requirement and begins in 2025.

**Courses satisfying the new NAR requirement are:**

- ♦ [At Home With Diversity](#)
- ♦ [Bias Override: Overcoming Barriers to Fair Housing](#)  
[Fairhaven](#): Bias and anti-discrimination training - NAR's online fair housing simulation

### DSPS Online License Application

LicenseE is the DSPS' new, online, self-guided occupational license application platform that went live for real estate licensees on May 8th. Anyone applying for an initial license using the new LicenseE platform can apply at [license.wi.gov](https://license.wi.gov).



Watch the DSPS LicenseE portal demo video [here](#).

### BUSINESS RESOURCES

#### REALTORS® Dental Insurance - Compare Plans Today

Enroll now, and don't miss out! These plans are available exclusively to NAR members and families too, and offer three different options to choose from. All of them include 100% in-network preventive coverage for cleanings, x-rays, and exams.



[Click here](#) to learn more and get a quote in minutes. REALTORS® Dental Insurance is made available through REALTORS® Insurance Place and NAR REALTOR Benefits®

#### REALTORS® Vision Insurance

**It's time - enroll today for Summer play!**

Need a little clarity? The REALTORS® Vision plans offer group rates and reliable customer service. These plans are specially designed for REALTORS® and family members too, with rates starting at just \$12.70 per month. Choose from 2 different plans, and save regardless on designer frames, exams, and more: [Compare Vision Plans Today](#)



As an NAR member, plans are available to you and your family anytime online OR you can give us a call at 1.844.316.8090 and we will do the work for you!

## COMMERCIAL

### WCIE Offers New Enhancement - Loans Tab

A new enhancement was just released -- the integration of loan data will allow subscribers to now see a new "Loans" tab on property pages. The loan data comes includes basic details like amount, lender, recording and maturity dates, term, and rate. It's currently available on most of the larger properties.

**Please Note:** When there is not loan data for a property, the tab will be disabled / grayed out.

### WCIE Enhancement - New Global Search Menu

Please [click HERE](#) for a summary with screenshots of the July 2023 enhancement to WCIE!

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