



TIP #31 Be careful with keys

Don't hand out house keys to friends, even if they are trustworthy. Know the location of all your house keys all the time. Never use hide-a-keys or leave the key under the doormat, above the door, in a flowerpot, or anywhere outside the house. You may think you're being clever, but experienced thieves know all the tricks. Also, keep your car keys and house keys on a different ring if you ever use valet parking or leave your keys with parking lot attendants or even at a repair garage.



REALTOR® News

THE PRESIDENT'S PERSPECTIVE



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

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

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

[CLICK HERE FOR VIDEO!](#)



WELCOME!

We're excited to welcome Mary Malek to the RANW family! Mary will be helping with MLS Data Compliance and serving as a friendly face at our front desk. As a former REALTOR®, she brings firsthand industry knowledge and a passion for helping others. Be sure to say hello when you see her. We think you'll love working with her as much as we already do!

RANW COMMUNITY SERVICE COMMITTEE GIVES BACK



Giving back to the communities we serve is at the heart of RANW's Community Service Committee. In August, the committee helped bring seven new benches to the Bellevue East River Trail in Brown County, giving residents and visitors more places to rest and enjoy the outdoors. After exploring local needs, the committee selected the project, applied for and received funding through the National Association of REALTORS® (NAR) Placemaking Grant, and worked with the Village of Bellevue Parks Department to make it happen. The goal? To foster a strong sense of Community and spaces that are accessible, comfortable, offer activities, and encourage people to connect.

Committee members Molly Gutowski, Christina Kamuda, Lizzy Giddley, and Linnea Utecht worked on the project with support from RANW office staff Jessica Uecker and Paula Hall. A resident who lives near the trail has already called to express their gratitude, describing the benches as "an absolute delight." Hearing that appreciation makes the effort especially rewarding, and the committee is already looking ahead to a grant project for 2027. Thank you to everyone involved, and to our RANW members, for helping make a lasting contribution to the community. RANW members play a large part through our dues to support the work that makes community projects like this possible.

NAR CONSUMER RESOURCES

- [Protecting Your Clients and Your Business From Fraud](#)
- [Talk to Your Teens About Money and Homeownership](#)
- [Fraud Red Flags](#)

**ALMOST
SOLD OUT!**

LIVE Continuing Education
is BACK!

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

REGISTER HERE!

[**HARD COPY FORM HERE**](#)

Michael Sewell
Instructor



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

DSPS WEBSITE UPDATED

The DSPS has updated it's website. For license look up, please click and bookmark the following url:

<https://license.wi.gov/s/license-lookup>

2025-2027 NAR CODE OF ETHICS REQUIREMENT

This year is a Continuing Ed/License Renewal Year! When you complete your 18 hours of Continuing Education, please email Cheryl cdreger@ranw.org the following class certificates to satisfy the 2025-2027 NAR Code of Ethics requirement:

- **Course 1:** Buyer Agency In Wisconsin*
- **Course 3:** When the Wisconsin Transaction Does Not Close*
- **Course 4:** Department of Safety and Professional Services Discipline Roundup*
- **Course 7:** Inspection and Testing in the Wisconsin Offers to Purchase*
- **Course 8:** Antitrust for Wisconsin Licensees*
- **Course 11:** Advertising for Wisconsin Licensees*

[CHECK YOUR CODE OF ETHICS STATUS HERE.](#)

[CHECK YOUR FAIR HOUSING STATUS HERE ON YOUR NAR DASHBOARD.](#)

HOW TO RENEW YOUR LICENSE WITH THE DSPS

Step by step instructions for renewing your license by Dec 14 [HERE](#).

[**COUNTDOWN PAGE TO YOUR 2026 DEADLINES**](#)

The screenshot displays a dashboard with four sections, each featuring a countdown timer:

- DSPS License Renewal** (December 14, 2026): 63 DAYS, 13 HRS, 59 MIN, 23 SEC. Status: Under 90 days.
- Continuing Education** (December 14, 2026): 63 DAYS, 13 HRS, 59 MIN, 44 SEC. Status: Under 90 days.
- NAR Code of Ethics** (December 31, 2027): 445 DAYS, 13 HRS, 58 MIN, 59 SEC.
- NAR Fair Housing Deadline** (December 31, 2027): 445 DAYS, 13 HRS, 58 MIN, 42 SEC.

Below the timers, a progress bar shows "Time elapsed" at 59%. Text indicates: "Complete 2 hours of NAR-approved fair housing training. Choose from the courses below to satisfy this requirement." At the bottom, it says "2 hours required" and "Free options available" with a link to "Fair Housing Info".

GOVERNMENT AFFAIRS & RANW FOUNDATION



VOTE ON NOVEMBER 3RD!

The 2026 Wisconsin fall general election will take place in the U.S. state of Wisconsin on November 3, 2026. All of Wisconsin's partisan executive and administrative offices will be up for election, as well as all of Wisconsin's eight seats in the U.S. House of Representatives.

Visit <https://myvote.wi.gov/en-us/> to find your polling place and candidate information.

GIVING TO THE RANW FOUNDATION

Through strategic partnerships, community engagement, and dedicated funding, the RANW Foundation aims to strengthen the capacity of housing organizations to build communities where diversity is celebrated, opportunities are abundant, and individuals have access to the stability and dignity that a secure home provides.

Funds are transferable only to other 501(c)3 organizations.

Funds will be directed to non-profits with a housing focus.

Funds will be allocated to the following Habitat for

Humanity Organizations. Funds will be allocated to non-profits addressing housing needs for homeless, elderly, disabled, and veteran populations.

- [VIDEOS OF ORGANIZATIONS RANWF SUPPORTS](#)
- [HOW TO GIVE](#)



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!

SEGMENT 3 OF RANW LIVING LEGENDS: KC MAURER

INTERVIEWED BY RYAN FULCER

For 46 years, KC Maurer has been a dedicated leader, advocate, and cornerstone of the REALTORS® Association of Northeast Wisconsin. Through decades of service, KC helped shape the Association and MLS into what they are today. His vision, commitment, and willingness to roll up his sleeves have left a lasting impact on generations of REALTORS® and the industry throughout Northeast Wisconsin and beyond.

[Click HERE](#) To watch the interview.



RANW Events

THANK YOU!

A huge thank you to the sponsors who made the September 2026 Annual Brown County Economic Development Bus Tour possible:

- The Money Store – Dave Hartman
- Brian's Home Inspection – Brian Vanden Heuvel
- Liberty Title & Abstract, Inc. – Tim Polack



There was nothing quite like rolling through Brown County in a coach bus, watching current projects go up right outside the window, with Brown County Executive Troy Streckenbach and Planning Director Dan Teaters on the mic filling in the story behind each site. We hope to see you on the bus next year!

THANK YOU TO THE RANW REALTORS® WHO ROCKED THE BLOCK IN DE PERE!



THANK YOU TO OUR WONDERFUL HOME INSPECTORS!

A home inspection is about more than what's behind the walls. It's about knowledge, trust, and knowing what to look for when someone else is counting on you. What a gift it is to see professionals open up their expertise and teach REALTORS® how to see a home a little differently. Please join us in future RANW Home Inspector RANW training! We are so lucky to have in-person inspection training for our members!



OCTOBER 22ND 2026 RANW ANNUAL MEETING

Join fellow members on Thursday, October 22, 2026, at The Marq in De Pere for a morning of networking, education, and Association updates. The event is scheduled from 8:30–11:30 a.m., with check-in and breakfast beginning at 8:45 a.m. and the meeting starting at 9:15 a.m.



2026 RANW ANNUAL MEETING PUMPKIN DECORATING CONTEST

Join us for RANW YPN's pumpkin decorating contest at the annual meeting! Work in a group or fly solo. Everyone attending can participate.

Carve or decorate your pumpkin and bring it to the annual meeting. Vote with your dollars for your favorite. All proceeds go to the RANW Foundation.

Extra vote: Share a photo of your pumpkin in the RANW Facebook group the week of the event.

Bring your pumpkin to The Marq by 8:15 AM on October 22.

The program includes updates from RANW Leadership and the RANW Foundation, along with the Jim Smith Excellence in Professionalism Awards, recognizing colleagues whose professionalism deserves a moment in the spotlight. **This event is SOLD OUT, but please email juecker@ranw.org** to be put on the waiting list. You never know when a spot or a whole table will open up!

There's also room for a little friendly competition. **The YPN Pumpkin Decorating Contest** invites members to bring their creativity and give attendees something extra to vote on. Have a decorating idea? Enter your pumpkin [HERE](#). Everything goes to the RANW Foundation!



DAREoke

Karaoke but with a twist



NOVEMBER 12TH
6:00–9:00 PM

Stadium View - Green Bay

DARE

someone to sing! If they do, you donate \$5. If they don't, they donate \$5

Want to attend but DO NOT want to sing? \$25 DAREoke Immunity

DONATE

Plus ones Welcome



RANW YPN DAREOKE

November 12 | 6–9 PM |
Stadium View, Green Bay

Back by popular demand! Whether you're ready to grab the mic or just want to cheer from the sidelines, join RANW YPN for a fun night of networking, snacks, and a little singing.

Registration [HERE!](#)

RANW HOLIDAY PARTIES

December 10, 2026
RANW Green Bay Holiday Party
Fire & Fir Event Hall

December 17, 2026
RANW Fox Valley Holiday Party
The Fox Club, Appleton

- **REGISTER FOR GREEN BAY**
- **REGISTER FOR FOX VALLEY**



IMPORTANT CHANGES TO MLS

Effective October 6th, RANW MLS made changes to rules and requirements. Please see the chart to the right for changes. Although these rules are in effect now, the mandatory date will be **January 11th, 2027**.

Please also pay special attention to the rules and deadlines listed [HERE](#).

LIVE LISTINGS

Beginning January 2027, RANW MLS will no longer require Data Compliance to approve your listing before it is live. When you save your listing, it will automatically be assigned an MLS # and made public. If Data Compliance flags your listing for non-compliance, you will have 1 business day to make corrections.

RANW MLS CHANGES Effective Date: Oct 6 th , 2026		
RULE	DEFINITION	REQUIREMENT
Firm/Office Exclusive	Listing not entered into the MLS by Seller's request	Seller's approval must be submitted to MLS within 1 business day of effective date of listing via email
Mandatory Listing Entry	How many hours/days after effective date	Listings must be entered into MLS within 1 business day of the effective date of the listing
Status Changes (pending/sold)	How many hours/days after Seller's signature	Listings must be updated within 1 business day of the status change.
Update Listing Information	How many hours/days a listing must be updated after notice from MLS	Listing updates/corrections must be completed within 1 business day of the MLS' notification
Photo Requirement	Other than photo requirements by NAR, what other items should be required	1 Photo depicting the exterior of the listing must be entered into MLS upon initial listing entry - for all classes
One-Party/Comps Entered as Sold	If the property was not listed it may be entered into the MLS	Property data may be entered into the MLS within 3 business days of closing. All required data must be entered.
Duplicate Entry	Many MLSs allow listings to be entered into multiple classes (Single Family, Condo, etc.)	Duplicate listings need to be deleted within 1 business day of closing.
Clear Cooperation	Listing must be entered into the MLS within 1 business day of public advertising.	Listing must be entered into the MLS within 1 business day of public advertising.
No Offer of Compensation in MLS	Any mention of compensation in wording or implied in messaging/photos	Auto deletion (fine at local discretion)

TURN MARKET STATS INTO SOCIAL MEDIA CONTENT

Written by Katie McCowan, RANW Communications Committee Chair



Looking for an easy way to create local real estate content? The RANW Marketview Statistics page has market data ready for you to use. You can find market trends by county, monthly sold listing statistics for different property types, and even use the RANW MLS Stats Reports Maker to pull information that is relevant to the area you serve.

Instead of just sharing a graphic full of numbers, use the stats to help explain what is happening in your local market. Pull a few numbers that would matter to buyers or sellers, take a screenshot or create your own branded graphic, and add some context. What does the change in sales price mean? Are homes taking longer to sell? Is inventory changing? This is an easy way to turn market data into a Reel, carousel, Story, email, or monthly market update while also showing your audience that you understand what is happening locally.

The best part is that you don't need to turn every statistic into a post. Find something that stands out in the area you work in and use that as your starting point. Maybe inventory changed, average sales prices shifted, or days on market look different than they did last year. Take that one piece of information, explain what it could mean for buyers or sellers, and you already have the start of a great piece of local content.

The RANW Marketview Statistics page links to county trends, monthly sold statistics, and the Reports Maker. Find the reports at ranw.org → MLS → [RANW Marketview Statistics](#).



Using FOREWARN is so important to your safety as an agent. **RSVP today** for the next webinar **October 22nd** at 1pm. FREE to RANW MLS subscribers!

FOREWARN SUCCESS STORY: TRUST YOUR INSTINCTS, VERIFY THE DETAILS

Agent safety starts before you arrive at the property. Recently, a REALTOR® received an online lead from a prospective seller and scheduled an appointment to discuss a potential listing. Before meeting in person, the agent followed their instincts, conducted additional research through FOREWARN and public records, and ultimately decided not to proceed with the appointment. The agent later learned information from another REALTOR® that reinforced the decision to prioritize personal safety.

The TAKEAWAY: FOREWARN is a powerful tool that helps REALTORS® make informed decisions before meeting clients or visiting properties. When something doesn't feel right, take the time to do your due diligence. A quick FOREWARN search can provide valuable information that helps you assess situations and make the best decision for your safety. **Trust your instincts. Use FOREWARN. Stay safe.**

CUBICASA

101 WEBINAR

LEARN HOW TO CREATE
FREE AND EASY FLOOR PLANS

Wed, Oct 14 | 2p ET | 1p CT | 12p MT | 11a PT

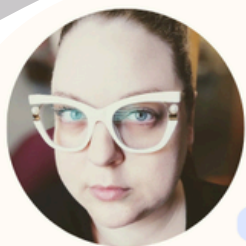
REGISTER HERE

PLUS BUNDLE GIVEAWAY PRIZE!

RPR NATIONAL WEBINARS - OCTOBER
rpr.me/webinars

13	Local Market Stats
14	AI Tools for Market Stats
15	The RPR Prospecting Playbook
20	Work Smarter on the Go! The RPR app
21	The RPR Mobile AI CMA
22	Essential Commercial Insights
27	Commercial for the Pros
28	Fast, Smart, Customizable Reports

[REGISTER HERE](#)



UPCOMING CLASSES NOV-DEC 2026

Instructor: Kristen Hubers

30
October

Canva for Video

Learn how to use Canva to Edit and brand videos as well as save them to YouTube for virtual tours in Paragon. How will a \$20 investment in equipment plus your smart phone give you the edge you've been looking for?

W6124 Aerotech Dr, Appleton, WI 54914

1:00PM - 3:00PM

10
November

RPR Training

Property Search, Prospecting, Market Trends, Map Search, CMAs/Reports, AI Scripts & More!

W6124 Aerotech Dr, Appleton, WI 54914

1:00PM - 2:00PM

8
December

Paragon Training

Data Sheets, Paragon Connect, Listing Input, CMAs/Reports, Searches, Tax AutoFill, Collab Center, Stats, Third Party Integrations & More! Plus, LIVE Q&A - Bring your questions!

W6124 Aerotech Dr, Appleton, WI 54914

1:00PM - 3:00PM

REGISTER FOR AN INPERSON TRAINING:

REGISTER:

- [CANVA FOR VIDEO](#)
- [RPR TRAINING](#)
- [PARAGON TRAINING](#)

Communications

Submitted by Alex Young
RANW Communications Committee



BUSINESS TWEAK

KNOW YOUR MARKET BEFORE YOUR CLIENT ASKS

Is it a buyer's market or a seller's market? The honest answer depends on where your client is looking and what type of home they want. The same town might favor sellers for three-bedroom starter homes and favor buyers at the top of the price range.

Condos, new construction, and rural acreage each operate under their own supply and demand as well. When you know how to calculate months of inventory, you give each client an answer built on their search instead, as the market type varies depending on what they're looking for!

Here is the formula. Take the number of active listings and divide it by the number of homes sold in the last 30 days. The result is months of inventory, or how long it would take to sell every current listing if no new homes came on the market. Say a neighborhood has 30 active listings and 10 sales in the last 30 days. 30 divided by 10 equals 3 months of inventory. Zero to four months is often considered a seller's market, four to six months is a more balanced market, and six months or greater is considered a buyer's market.

Run the numbers for each client's area, price range, and property type. Sellers get a pricing strategy grounded in data. Buyers learn when to move fast and when they have room to negotiate. Now you know the market in greater detail and can help educate your clients before they even ask!

How to calculate months of inventory

$$\frac{\text{Active listings}}{\text{Homes sold in the last 30 days}} = \text{Months of inventory}$$

EXAMPLE $\frac{30}{10} = 3 \text{ months}$

0 to 4 months: Seller's

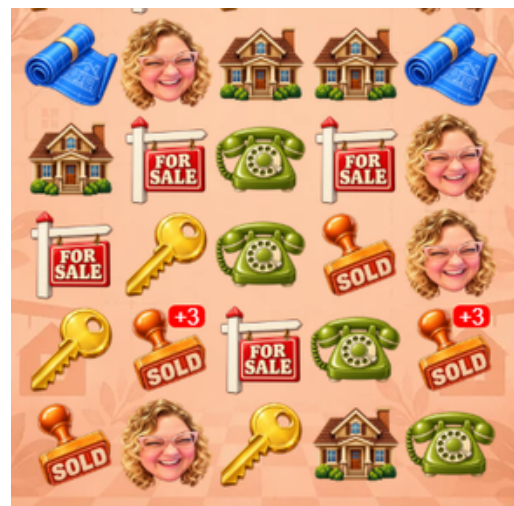
4 to 6 months: Balanced

6+ months: Buyer's



JUST FOR FUN - REAL ESTATE VIDEO GAMES!

Built to blow off steam and get you to a link at the end you have needed all along!



GAME 1 GAME 2



HOMETOWN HIGHLIGHT - COLEMAN, WI



Coleman is one of those communities that proves a town doesn't have to be big to have a lot of history behind it. Much of Coleman's early growth can actually be traced back to the railroad. In 1882, tracks were laid between Coleman and Pound, giving settlers better access to larger markets and providing an important way to move lumber out of the area. Just two years later, the railroad continued north toward Crivitz and Marinette, bringing more people, goods and opportunity along with it.

Fast forward more than 140 years, and Coleman still holds onto the small-town feel that makes communities like this so special. Main Street continues to be an important part of the village, but the town centers around the school. The beautiful school (elementary, middle and high school in the same place) backs up to the most beautiful nature center, pavilion, and river just for the students. The wrestling team seems to always be competing at State and the town lights up during an evening football game. But the test scores are truly astounding and the resources given to these students, including the incredible teaching staff are nothing short of impressive.

Coleman's small businesses and local parks, trails and gathering spaces give residents plenty of opportunities to get outside, connect and enjoy the community. At the same time, Coleman continues to look ahead, with plans for new homes, businesses and development while still being mindful of what people love about living there. Your teen may have to bike 15 miles to a friend's house as most of the area still consists of farm lands and big fields. Small lakes surround the county for boating and fishing, snow mobile and ATV trails are everywhere and add to the culture of the area. One may even see a high school parking lot with combines parked there for the day.

It's a community built on hardworking roots, familiar faces and the kind of connection that comes with living in a place where people know one another and show up for their community. Coleman may not be the biggest dot on the Northeast Wisconsin map, but it has a whole lot of character, history and hometown pride packed into it. You may have to drive 25 miles or more to shop at the closest Walmart, but the Coleman Piggly Wiggly seems to employ everyone who'll remember your name for rest of your life and theirs. Don't forget to explore Coleman. Just take the exit off 41 North, about 45 minutes from Green Bay. Just be mindful where you roam during deer season.

**WRITTEN BY JUSTINE LAMERS AND KRISTEN HUBERS
RANW COMMUNICATIONS COMMITTEE**



EVER FELT LIKE YOU'RE MISSING OUT ON IMPORTANT INFO BETWEEN NEWSLETTERS? CHECK OUT OUR OTHER WAYS TO COMMUNICATE.

- [RANW.org News and Calendar](https://www.ranw.org/news-and-calendar)
- [RANW.org/RANW Events](https://www.ranw.org/ranw-events)
- [Facebook Members Only Group](#)
- [Facebook Public Page](#)
- [Instagram](#)
- [LinkedIn Members Only Group](#)
- [RANW Marketview Housing Stats](#)
- [Reddit](#)
- [YouTube Channel \(Videos and Podcasts\)](#)
- [Threads](#)
- [Staff Email and Phone](#)
- [Paragon Pop-Up Messages \(Must Login in Paragon\)](#)
- [Texts from RANW](#)
- [RANW Newsetter](#) - The REALTOR® Agenda (2nd Monday of the month)