

## ASSOCIATION BENEFITS

Free WRA Legal Hotline

Statewide Professional Standards Program

Free zipForms and RANW/WRA forms library including Authentisign digital signature service

Consumer Outreach sharing research, market data, home owning, selling and buying tips and adding home value via press, print, website and social media

Opportunities to join a committee and/or round table discussions

NAR REALTOR® benefits including health, dental, vision, life, pet, theft ID and auto insurance for the whole family

Exclusive pricing on the hottest tech and mobile services

Discounted pricing and special offers on rental cars and travel

Special pricing and offers from consumer product and appliance industry leaders

Marketing events and sponsorship opportunities for Affiliates including holiday parties, golf outings, new member orientation and more

Advertising and exhibiting opportunities for Affiliates

Affiliate Membership for Home Inspectors, lenders, title companies, assessors, etc.

My WRA Education saves all continuing education certificates and now will send to DSPS for you in order to renew your license

Providing and attending professional development opportunities including state and national education courses, designation courses, summits, conventions, etc.

Governing Board of Directors

Leadership participates in development/educational opportunities including Core Standards, Legal and Leadership Summits

## MULTIPLE LISTING SERVICE

COMP & TAX service

Virtual Tours

Collab Center

CMAs

Managed Contacts

Reverse Prospecting

Tax Autofill/Search

RANW MLS Stat Reports

Broker/Agent/Firm Stats

Community Reports

Help Resources/How-Tos

Training/Webinars

Mortgage/Assessment Calculators

Rosters and Labels

Hotsheet and Market Monitor

Data Compliance Team

# REALTORS® ASSOCIATION OF NORTHEAST WISCONSIN MEMBERSHIP

## Benefits

Advocacy for federal, state, and local policy initiatives that strengthen the ability of Americans to own, buy, and sell real property

- REALTOR® Political Action Committee
- Housing Advocacy Committee
- Housing Now Coalition

RANW partners with local Chambers of Commerce to educate consumers on current housing issues

Community Involvement including Neighborhood Outreach Day - Members help elderly and disabled with yard work

Nationally awarded diversity initiative grants for Fair Housing

Free Inman Subscription

WRA and NAR print and email subscriptions

Sponsors and hosts tours of commercial and economical development

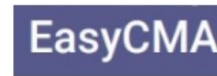
Facilitates an Excellence in Professionalism award program for nominated members

Your contact information in our public member search roster

Promoting REALTOR® safety by sharing alerts, webinars, podcasts and tips for safe showings.

Appraiser news, resources, and continuing education

Print and copy services, REALTOR®-logo branded items, special offers on real estate websites, automated social media marketing, and targeted digital advertising campaigns to help grow your business



SupraWEB Lockbox Tracking  
Agent Alert Safety Button  
Assign One-Day Codes to Non Members  
Assign a Lockbox to a Listing  
Showing Notes for listing agent/seller  
Reciprocal Key Access to Central WI and SC WI MLSs  
Supra eKEY access for Home Inspectors

Sponsored By:



First American  
Title Insurance Company  
EVANS TITLE DIVISION



2023 REALTORS® ASSOCIATION OF NORTHEAST WISCONSIN

# Annual Report



10 COUNTIES 8,006 SQUARE MILES 23 MLS MARKETS  
440 COMPANIES 2461 MEMBERS 230 AFFILIATES  
1 SHARED PURPOSE



THURSDAY, NOVEMBER 2ND  
DOUBLE TREE BY HILTON HOTEL  
NEENAH, WI

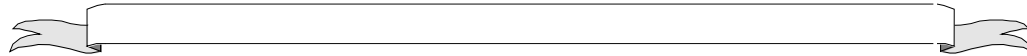


# Our Mission

## Voice for Real Estate® in Northeast Wisconsin

*The REALTORS® Association of Northeast Wisconsin strives, through collective and cooperative services, to enhance the competency and integrity by which its members will succeed.*

The REALTORS® Association of Northeast Wisconsin (RANW) is a trade association providing services to the real estate community in northeast Wisconsin, with membership of over **2500 REALTORS®** and Affiliates. Our Association is part of the greater real estate community, affiliated with the Wisconsin REALTORS® Association and the National Association of REALTORS®. RANW's market area covers the Green Bay, Fox Valley, Oshkosh, Fond du Lac, Waupaca, Shawano, Calumet and Waushara areas. The Multiple Listing Service of RANW serves an even broader market, covering 9 primary and 14 other service areas.



I AM A REALTOR®  
I PLEDGE MYSELF

TO STRIVE TO BE HONORABLE AND TO ABIDE BY THE GOLDEN RULE;

TO STRIVE TO SERVE WELL MY COMMUNITY, AND THROUGH IT, MY COUNTRY;

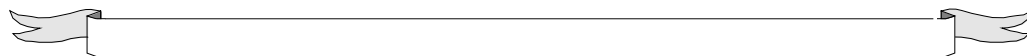
TO ABIDE BY THE REALTOR® CODE OF ETHICS AND TO STRIVE TO CONFORM MY CONDUCT TO ITS ASPIRATIONAL IDEALS;

TO ACT HONESTLY IN ALL REAL ESTATE DEALINGS;

TO PROTECT THE INDIVIDUAL RIGHT OF REAL ESTATE OWNERSHIP AND TO WIDEN THE OPPORTUNITY TO ENJOY IT;

TO SEEK BETTER TO REPRESENT MY CLIENTS BY BUILDING MY KNOWLEDGE AND COMPETENCE.

**THAT'S WHO WE**



## THE TOP 10 COMMON ISSUES FROM DATA COMPLIANCE

**1. Do not enter/save a listing with an MLS # before the contract date.**

**2. Missing required photos?**

- a. Finished lower-level square footage must include at least one photo.
- b. Waterfront property must include GIS or map image of the body of water as a photo.

**3. Delayed Showings?**

- a. Must be stated on the contract or amendment.
- b. Seller Authorization form must be uploaded to docs.

**4. Offer Restriction(s)?**

- a. Must be stated on the contract or amendment.
- b. Must be stated in the regular public remarks.

**5. Offer Presentation/Review specifications?**

- a. Must be stated on the contract or amendment.
- b. Must be stated in the regular public remarks.

**6. Enter all room dimensions that account for the finished square footage reported.**

**7. Make requested corrections in a timely manner.**

**8. The municipality should be entered as the municipality stated on the tax records (where the property is physically located) which may or may not be the same as the City (mailing address).**

**9. Do not report unfinished below-grade rooms (missing more than 1 required component) as finished.**

**If the room is missing 1 component, this must be stated in the public remarks, but can be counted as finished.**

- a. Finished required components: Heated, finished walls (no painted foundation), finished ceiling (no exposed floor joints), finished floor (no painted concrete).

**10. Brokers must sign the bottom of the amendment when a listing is being expired out early.**

RANW.ORG

MLS

2023  
Conversion  
from RETS  
Data Feeds  
to Web API



Through a program called MLS Grid, all forms are signed and submitted electronically.

704 Active  
Subscriptions

83 Vendors

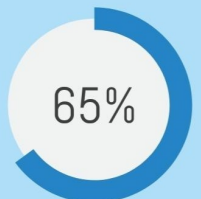
286 Companies

Types of Data Feeds:

- Agent IDX
- Agent VOW
- Back-Office Replication
- Firm-Specific
- Company IDX
- Voice/Text/Mobile
- Company VOW

Most popular data feed type=IDX

440 Companies  
Subscribe to  
RANW MLS



Companies in MLS  
use data feeds

Why WebAPI?

As an association-owned MLS, RANW MLS is required by NAR to comply with RESO standards. RETS (Real Estate Transaction Standards) has been retired and replaced with Web API (web application program interface). Web API is the current industry standard for real estate data transport and the easiest transfer method for web developers to use.

WIREX is working on a Web API delivery option. We anticipate a similar review and transition process to occur when WIREX API becomes available.



RANW.ORG

Look for more to come in 2024 including the implementation of NEW MLS benefit, Forewarn.





# Communications

This year, RANW started a Communications department and committee to better communicate with our members. Communications will include multiple social media platforms as well as updating the website and newsletter to be more user friendly, providing infographics and easy how-tos on MLS content, and creating more opportunities for members to inspire each other. We're committed to never stop learning about the real estate profession and to provide helpful resources for you and your clients.

**Sick of those long-winded emails?** Mix it up by visiting any of our platforms below!

- **Members Only Facebook Group:** <https://www.facebook.com/groups/255538370442716>
- YouTube: <https://www.youtube.com/channel/UChE8QWK2OQIsoOGzQYlx6GA>
- Members Only LinkedIn Group: <https://www.linkedin.com/groups/12903261/>
- Website: <https://www.ranw.org>
- Newsletters: <https://ranw.org/member-services/newsletters/>
- Instagram: [https://www.instagram.com/ranw\\_realtors/](https://www.instagram.com/ranw_realtors/)
- TikTok: [https://www.tiktok.com/@realtors\\_of\\_ranw](https://www.tiktok.com/@realtors_of_ranw)

**Check out our newscast with Amanda and Alex on any of our members only groups!**



## Interested in Receiving Text-Messages from RANW?

Opt-in today by texting your keyword to **844-731-6729**:

Keyword for REALTORS®/Appraisers: **REALTOR**  
Keyword for Brokers/Managers/Owners: **BROKERMGR**  
Keyword for Affiliate Members: **AFFILIATE**

**You can also text us back!**

Text STOP to 844-731-6729 to opt-out at any time!



*Join us!*

Scan the QR code to visit and request access to our members-only Facebook Group!



*Greetings RANW!*

Welcome to the 2023 Annual Meeting. We are so happy to have everyone here with us today. Our apologies for switching the location so late in the game, but selling out in 78 hours and having a long waiting list was a wonderful "problem" to have and we were happy to be able to accommodate almost 100 more members so that they could join us as well. Next year we will plan for an even larger event.

I would like to express my sincerest thanks to our fantastic sponsors, Associated Bank, Evans Title and RANW MLS. Because of your generosity, we are able to gather at this meeting under a common goal, to support our members, support property owners and create a thriving real estate industry.

Thank you also to the RANW Executive Committee, Board of Directors, and MLS Board of Directors for your guidance and support this year. It has been my pleasure to work for an extremely hard working, caring, smart group of people that can work well together without hidden agendas and know that their allegiance is to the membership.

Last but absolutely not least!! Thank you to Debbie Gritt, Angela Schilling, Casey Radtke, Chris Fischer, Cheryl Dreger, Christopher Jones, Debbie Jones, Deb Robinson, Diana Knoke, Jennifer Sunstrom, Jessica Uecker, Kathy Chippeaux, and Kristen Hubers. Also, thank you to Margery Chapman for staying on in an advisory role this year to make the transition as smooth as possible. It has been a complete joy to work with such wonderful, dedicated, extremely talented people.

Cheers to a happy, healthy, prosperous, productive 2024!!

*Paula*

Paula Hall, RCE, ePRO, AHWD, C2EX  
Executive Vice President

**THANK YOU FOR JOINING US FOR THE 2023 ANNUAL MEETING!**

# Agenda

## REALTORS® Association of Northeast Wisconsin Annual Membership Meeting and Elections

Thursday, November 2, 2023

Double Tree By Hilton — Neenah

8:30 am Doors Open/Breakfast Served

9:15am – 11:15am Program

- I. Welcome and Call to Order – Michael Sewell, RANW President
  - A. Greeting and Pledge of Allegiance
- II. Association and MLS Business Reports – Michael Sewell, RANW President
- III. Introduction of RANW Executive Vice-President - Paula Hall, EVP
- IV. Election of Directors 2024-2026, Michael Sewell, Nominating & Elections Chair
  - A. Presentation of Nominating Slate (see below)
  - B. Voice Vote
  - C. Introduce Newly-Elected Directors
- V. Speaker Introduction - Live Legal Update with WRA's Attorneys  
Jennifer Lindsley and Wendy Hoang
- VI. Presentation of Excellence in Professionalism Awards
  - A. Adam Turriff, Recognition Committee Chair
- VII. Thank You and Adjournment – Michael Sewell, RANW President

### Proposed Slate of Directors for 2024-2026

Notice of Annual Meeting & Election of Directors Friday, September 29, 2023

Elections by voice or hand vote Thursday, November 2, 2023

Location: Double Tree By Hilton—Neenah

Annual Meeting: November 2, 2023 — 9:15 am to 11:15 am

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. 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 Section 5).



# Membership

REALTORS® Association of Northeast Wisconsin, Inc.

## Membership

SPECIAL REPORT

New REALTORS®  
215 Rs  
15 DRs



### REALTOR® Members

RANW continues to grow!!!  
Current membership count is 2461

Total Affiliates  
240



### We ♥ Our Affiliates

Our Affiliate members are the best!

MLS  
2530



### MLS Firms & Subscribers

MLS subscribers has increased 2.75% from 2022!

REALTOR® Agenda



### RANW Newsletter

Our newsletter will be getting a welcomed facelift in 2024.

LIVE IN PERSON



### New Member Orientation

In person New Member Orientation classes will resume in 2024.  
#RevampedRevisedRejuvenated

Membership Department  
October 2023

### Executive Vice-President

Paula Hall

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

920-707-9901

### Executive Vice President

-Retired

Margery Chapman

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

### MLS Director

Debbie Gritt

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

920-707-9902

### Director of Public Relations and Government Affairs

Jennifer Sunstrom

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

920-707-9910

### Membership Coordinator

Cheryl Dreger

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

920-707-9903

### Communications Coordinator

Kristen Hubers

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

920-707-9906

### Operations Coordinator

Angela Schilling

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

920-707-9905

### Finance and Benefits Director

Kathy Chippeaux

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

920-707-9911

### Accounts Management Specialist

Debbie Jones

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

920-707-9912

### Data Management Specialist

Diana Newago Knoke

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

920-707-9908

# Staff

### MLS Data Compliance

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

Chris Fischer

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

920-707-9914

Deb Robinson

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

920-707-9913

### Professional Standards Administrator

Casey Radtke

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

### IT Manager

Christopher Jones

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

920-707-9909

### Events & Education Coordinator

Jessica Uecker

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

920-707-9907



# Core Standards

NAR continues to raise the bar for local and state Associations as a condition of maintaining their board charters. The NAR "Organizational Core Standards" require all local & state Associations to annually report specific accomplishments in each of six service categories. RANW has exceeded NAR's compliance thresholds each year. As Directors and Committees plan annual programs, they look to these Standards, which are enhanced annually by NAR to meet changing priorities.

- Member Code of Ethics
- Political Advocacy & Engagement
- Consumer Outreach
- Community Investment
- Technology
- Fiscal Integrity and Financial Solvency
- Unification and Support of the REALTORS® Organization

# All Things Advocacy

The theme for 2023 has been HOUSING, HOUSING, & HOUSING. REALTOR® and Government Day kicked off our huge push to pass five important housing bills at the state level which will help spur housing development at the local level through revolving loans and grant programs. At the local level, RANW received a \$25,000 NAR grant, which combined with local and state funds, helped launch a 12-week social media public education campaign called 'Say Yes To Housing!' under the umbrella of the Housing Now Coalition. RANW continues to participate in numerous housing groups and taskforces, as well as ongoing meetings with local government officials in the effort to change local housing and development policies. Community involvement and education is also at the forefront through such efforts as real estate office visits, housing forums and the economic development bus tours.



# Election of RANW Board of Directors

RANW's Annual Meeting includes the election of RANW Directors by REALTOR® members. Candidates submitted by the Nominating Committee for election to the Board of Directors on November 2nd are Diane Campshure-Walczyk, Tyler Jedwabny, Mike Karisny, and Pat Kaster (1 year). New director terms are for three years, beginning January 1, 2024.

Members serving on the Board in 2023 include President, Michael Sewell; President-Elect, Diane Campshure-Walczyk; Past-President, Judd Stevenson; Treasurer/Secretary, Pat Kaster; and RANW Board of Directors: Andy Beiser, Jenelle Bruno, Jill Dickson-Kesler, Mike Kunesh, Ben Lyons, and K.C. Maurer.

The REALTORS® Association and its subsidiary MLS are separate corporate entities. RANW is the sole owner of the MLS. Association Directors continue to be elected by REALTOR® members. The officers elected by the seated RANW Board will also serve as officers of the subsidiary MLS Board. Directors on the MLS Board of Directors are appointed by the RANW Board. Members serving on the 2023 RANW MLS Board of Directors include Tyler Jedwabny, Mike Karisny, Mike Kunesh, Lori Muller, Joy Pouwels, and Brittany Voigt.

## Our appreciation to all who serve in these leadership roles.

EXECUTIVE COMMITTEE					
	President—Michael Sewell	President-Elect—Diane Campshure-Walczyk	Past-President—Judd Stevenson	Treasurer/Secretary—Pat Kaster	
	ASSOCIATION				
		Andy Beiser	Jenelle Bruno	Jill Dickson-Kesler	Mike Kunesh
	Ben Lyons	K.C. Maurer			
MLS					
	Tyler Jedwabny	Mike Karisny	Mike Kunesh	Lori Muller	
	Joy Pouwels	Brittany Voigt			

Our last Annual Meeting in 2022 was the first event we held post Covid. Since then, **all of the traditional RANW events are back!**

RANW ended 2022 with a fantastic **holiday party** at Lambeau Field, with large donations being made to Toys for Tots and Paul's Pantry.

RANW partnered with **Make-A-Wish Wisconsin** for the **Timber Rattlers** event. \$25,257.05 was raised helping to make **FIVE** life-affirming wishes come true!

**Name That Tune in Green Bay was another singing success!**

Jill Dickson-Kesler & Committee partnered with the **NEW Community Shelter**, setting a record this year, raising \$11,605 to benefit the **NEW Community Shelter**.

RANW had a summer full of **golf outings** in Green Bay, Fox Cities, and Oshkosh. Over 200 golfers had the chance to network, spend a beautiful day out on the courses, and win some incredible prizes thanks to our sponsors and committee members!

**Neighborhood Outreach** brought together over 40 teams, willing to help out their communities with yard work and outdoor maintenance.

It was definitely a year full of activity and excitement with a lot of new ideas for the future!

**Save the Date:**

- RANW Holiday Party at Stadium View in Green Bay – December 14, 2023
- Name That Tune at Stadium View Green Bay – February 8, 2024
- Timber Rattlers / Make-A-Wish – June 27, 2024

**Watch our Facebook page, website, and emails for more dates being announced soon!**

If you are interested in joining a committee to help plan these wonderful events and more, reach out to Jessica at [juecker@ranw.org](mailto:juecker@ranw.org).

RANW remains committed to providing you top-notch instruction at competitive prices. Every two years, all licensed **REALTOR®** members must complete 18 hours of CE to maintain their real estate license in the state of Wisconsin. WRA has changed the format in 2023 so these 18 hours include completion of 1-hour courses.

**RANW will be hosting LIVE CE in March 2024 for the 12 mandatory courses offered.**

All **appraiser** licenses expire every two years and must be renewed by December 14 of odd-numbered years. All licensed appraisers are required to complete 28 hours of CE each biennial period, which must include a 7-hour USPAP Update course.

**Taking CE with WRA? WRA will report your CE credits to DSPS for faster service!**

# Events



# Education

**REALTORS® Continuing Education 2023-2024**

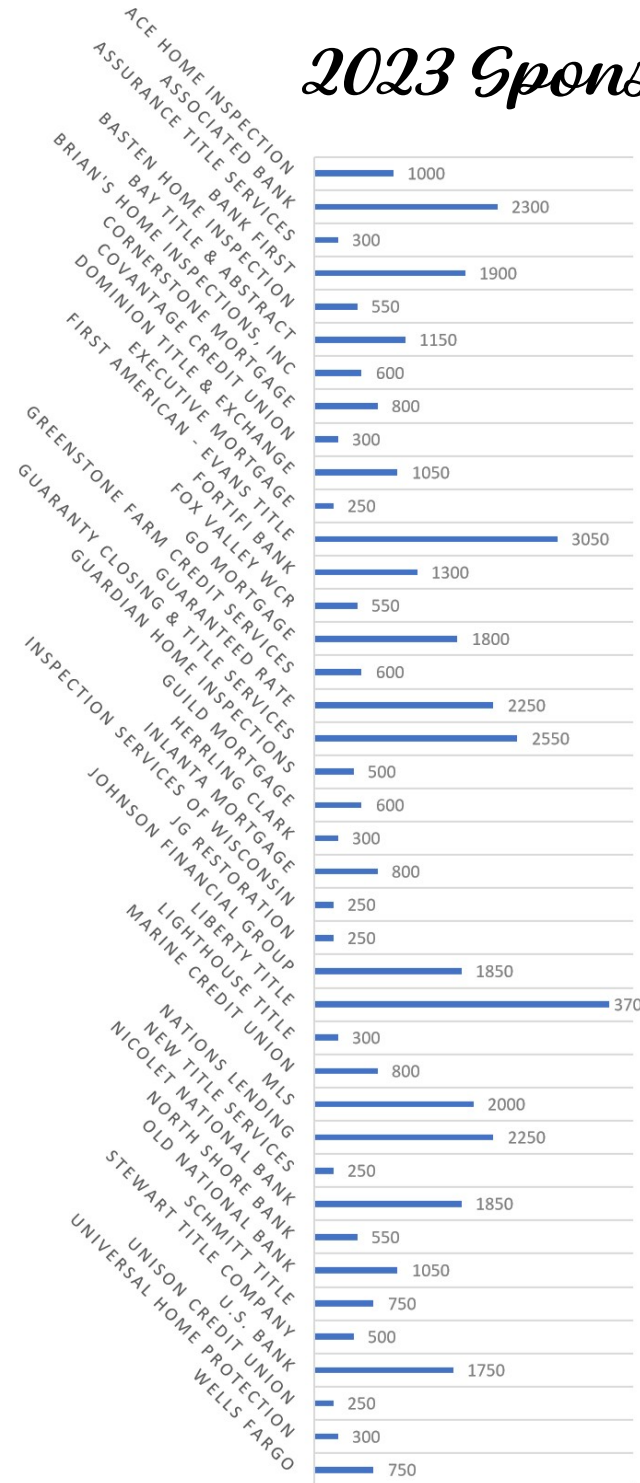
- Every 2 Years
- 18 Hours Required
- 12 Mandatory Courses
- 6 Electives

**Deadline Dec 14, 2024**



**WRA.org**

# 2023 Sponsors



*Thank you*

Dear Sponsors,

Thank you so much for sponsoring our 2023 events! We wouldn't be able to have these events for our members without your continued support.

Sincerely,

*Jessica Uecker*  
AND RANW

*So Grateful for Your Support!*