



RANWW

Realtors® Association of
Northwestern Wisconsin

Broker BS

February 2024

What you need to know to lead successful REALTORS®

MLS—updates and subscription benefits

>>>ATTENTION: UPDATE<<<

Removal of Areas in the MLS and New Matrix Update

The new date for Area Removal is August 15th, 2024.

Areas will no longer be available in NWWMLS. We will gradually phase out the use of areas over the next few months. We are working with CoreLogic to incorporate Municipalities to use as an alternative. Another option that is available now is map search and can be used when setting up saved searches and auto-emails. Once municipalities are in place, we will start contacting Matrix users that have areas as a criteria in auto-emails and saved searches. We will recommend that they start transitioning that search criteria to the alternate options.

Please review the importance of correct mapping of the property in Matrix. With the mapping feature being one of the components that agents will likely commonly use when setting up saved searches and auto-email for their clients. It's imperative that each property is mapped correctly. Please click on the link below for the tutorial on search features in Matrix that gives you a walk through on the process.

This is in preparation for Matrix releasing their New Dashboard, New Search screen, and New Listing Input over the next few months. In these new releases Areas will not be available. More information and training opportunities will be communicated as we approach the phases of release.

Click [here](#) to watch a tutorial on the Search features that currently available to you on Matrix.

Click on these links to view tutorials that give you a look at what is to come in 2024!

[Dashboard & Timeline](#)

[New Search Overview](#)

[New Search Criteria Form](#)

[New Search Results](#)

Advocacy



Governor Evers has signed into law a Bipartisan Housing Legislation Package that will help expand access to safe, affordable housing for working families. The Wisconsin Legislature made a bold and unprecedented bipartisan investment by funding the initiatives with a total of \$525 million as part of the 2023-25 Biennial Budget. The four loan programs that will emerge from this housing legislation are critical to providing solutions to address the state's housing crisis.

Click to learn more about the different programs, eligibility and loan applications deadlines.

- [Restore Main Street Loan](#) (Deadline Fall 2024)
- [Vacancy-to-Vitality Loan Program](#) (Deadline Fall 2024)
- [Infrastructure Access Loan](#) (Available April 2024)
- [Home Repair and Rehab Loan](#) (Available Summer 2024)

Email riley@ranww.org with questions and to learn more about eligibility.

Schedule an RPAC Office Visit today to learn more about our **ADVOCACY** efforts locally and statewide.

Email: riley@ranww.org or whitney@ranww.org

Get Registered – **upcoming events & professional growth opportunities**

FREE

ABR® Course

Throughout 2024, NAR is making the popular **Accredited Buyer's Representative (ABR®)** designation course, which is typically \$295, available to REALTORS® for **FREE**.

The ABR® course is the first step toward earning the ABR® designation and focuses on the key information and skills we need today when

BECOME AN ACCREDITED BUYER'S REPRESENTATIVE

Sign up now – a **\$295 savings!**



FREE Course Registration

working with buyers, including how to:

- Walk buyers through written buyer representation agreements.
- Advocate for our clients' best interests throughout the transaction.
- Articulate their value to the buyer-client.
- Work with data to complete insightful market analyses.
- Explain the range of financing options available to clients.
- Stay on top of emerging trends.
- Build relationships that carry beyond the closing.

Upcoming WRA Forums & Webinars

Upcoming Forums:

Help Sellers Prepare Their Property for the Highest Return
March 6, 2024 | 9:00 am | FREE

Upcoming Webinars:

Create Awesome Marketing content and Materials with AI, Canva and ChatGPT
April 3, 2024 | 9:00 am | Fee: \$30

Check out the full schedule & register



AI IN ACTION



Hassan Riggs
Founder & CEO | Smart Alto

MARCH 5 // 12 PM CT

Tuesday, March 5 at 12 p.m. CST

Discover real-world success stories and witness firsthand the transformative power of AI with Smart Alto's Founder and CEO, Hassan Riggs.

What to Expect:

- Real-time examples showcasing AI's impact on productivity, efficiency and overall business outcomes.
- Insights into the strategies and challenges faced by industry leaders in AI adoption.
- Engage with experts to get answers from your burning questions.

This is your chance to witness practical applications of AI, from streamlining operations to enhancing customer experiences. Propel your business into the future—register now!

[Register](#)



Prepare For What's Ahead

Clear your calendar for the Real Estate Forecast Summit: Commercial Update, March 7 at 11:00 a.m. CT. NAR Chief Economist Dr. Lawrence Yun and Dr. Igor Popov, Chief Economist and Head of Product Analytics at Apartment List, will dissect the latest data on today's commercial real estate market. Register now for this free webinar.

[Register](#)

REAL ESTATE CE Courses – deadline Dec 14th, 2024

CE ON DEMAND

Watch and read entirely online

For the 2023-24 biennium, the 18 hours of required credits include the completion of 18 one-hour course topics, comprised of 12 mandatory courses and 6 elective courses. Coursework must be completed by December 14, 2024.

Don't wait. Start your courses today!

[Learn More & Register](#)

Pending Lawsuit Update from NAR

NAR's Legal Counsel has provided an updated [NAR Litigation FAQ Document](#) sheet to ensure you have the latest information all in one place. As a reminder, this document is for internal use and not to be distributed to the public.

For public information, please utilize [competition.realtor](https://www.competition.realtor).

Did you know, included in your WRA membership is an **Inman Select subscription for FREE?** Click [HERE](#) to set up your account today and stay up to date on NAR legal updates.

[NAR breaks silence on DOJ call to decouple commissions](#)

by Andrea V. Brambila

*Inman Select subscription required

In 2023 WRA launched **statewide professional standards** enforcement representing 15 of 17 associations. If you have a concern or dispute with another REALTOR®, the WRA's professional standards enforcement can help to resolve disputes. Or, if you want to learn more about the WRA's professional standards enforcement, click the button below.

[Learn
More](#)

Do you want someone else from your office added to this newsletter? Email whitney@ranww.org their contact info and they will be added to the list.



Top Notch Support is Just a Phone Call Away

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