



The Real Scene from  
**ROCK-GREEN REALTORS®**  
**ASSOCIATION**  
[www.RockGreenRealtors.com](http://www.RockGreenRealtors.com)

4451 Woodgate Drive, Ste 100  
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**A word from your President  
 By Mary Ellen Mackey**

The remainder of the 2019 housing market will experience slower growth of home prices and moderate inventory increases. Millennials are predicted to account for 45% of all mortgagees according to realtor.com chief economist Danielle Hale. "Although long-term desire to own a home remains strong, especially among younger Gen-z and millennials, the market challenges that make owning a home difficult continue to keep out first-time buyers," Hale said. We as Realtors® need to take this opportunity to educate and guide first-time buyers, helping them discover and uncover all their options so they can plan for the future.

Our annual RPAC fundraiser event was a great success, raising over \$7,500. A huge thank you to the sponsors, Associated Bank, Brabazon/Title Team Group, Fidelity National Title and Land Title. I would also like to personally thank all our auction donors, Kahoot team members, volunteers and the event committee. Your contributions help support RPAC's mission to positively impact issues such as property taxes, health care and protecting the rights of property owners.

How can you get involved? Have you ever considered serving as an Association or MLS board member? We are actively seeking new members to fill vacancies this fall, please contact a board member or the Association office if you have interest. Alone we are strong, but together we are stronger. Have a fantastic summer!

Mary Ellen Mackey



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\* = Inserted Page

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## EXECUTIVE COMMITTEE

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Editor of *The Real Scene*  
Vicky Kreyer, Association Executive  
Co-Editor  
Sue Cook, MLS/Membership Administrator

## ASSOCIATION NEWS

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### A Note from your Association Executive:

Hello all! Wow, as I looked at the calendar and seen that it is June already. 4<sup>th</sup> of July celebrations are near and the summer festivities begin. I hope that you all can spend some quality time with family and friends and have a very productive summer season.

I wish to thank everyone that had a part in this year's Annual RPAC event. It was an awesome event, we raised \$7,904 for RPAC. A very nice thank you to Mary Gilbank-Peterson and Jeff Zuelke for their generous Large Donor contributions. As well as all the Direct Givers and all that contributed that night. As you all know those dollars help to fight for you and your clients rights as home owners in the state of Wisconsin and so much more.

We are once again offering a Photo Shoot for your convenience. Do you need to update your business cards or just need a new business picture? Well, we have Image 1 Studios coming on Tuesday, June 18, 2019. They will be set up in our conference room and ready to take your pictures. Please look further in this publication for more information.

This year's golf outing is set, exciting changes, please put this date on your calendars and plan on attending this new venue outing. The date is August 22 which is a Thursday freeing up your Friday and we will be golfing at the Glen Erin Golf Club with dinner to follow. More details coming soon.

*Vicky Kreyer*



## 2019 Community Family Fun Fair

October 29, 2019 | 3 - 7 P.M.

You don't want to miss this year's annual event. We are at a new venue and proceeds are going to the Boys and Girls Club of Janesville. Our event will be held at the Janesville Boys and Girls Club with the assistance of the staff and friends of the club.

### IMPORTANT NUMBERS

Association AE Office	(608) 755-4854
MLS/Membership Office	(608) 755-4841
Association FAX #	(608) 755-4843
e-mail	Vicky@RockGreenRealtors.org
Web Site	www.rockgreenrealtors.org
WRA (General #)	(608) 241-2047
WRA Members Only	1-800-279-1972
Members Only Legal Hotline	1-800-799-4468
Legal Hotline	(608) 242-2296

### General Office Hours----

**Monday-Thursday | 8:30 a.m. - 5 p.m.**

**(New Hours) Friday | 8:30 a.m. - 12:30 p.m.**

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**ROCK-GREEN REALTORS®  
ASSOCIATION  
2018-2019 ASSOCIATION  
COMMITTEE LIST  
BUDGET/FINANCE**

Mary Ellen Mackey, Chair  
Ben Shult  
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Margo Berke

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Kaye Fulton  
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Kelly Falk  
Jeannine Hill  
Linda Kleinschmidt  
Sara Stinski  
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Wade Williams  
Mickey Castle

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Jeff Zuelke  
Neil Kerwin  
Jerry Morse  
Paul Schieldt  
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Jeff Zuelke  
Neil Kerwin  
Jerry Morse  
Colleen Nelson  
Blair Winn

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Wade Williams Chair '13 (T-18)  
Joan Waite Mediator '12 (T-13)  
Paul Schieldt, Mediator '12 (T-18)  
Andrea Morse, Griev. Chr '12(T-18)  
Jerry Morse, Ombudsman '16 (T18)  
Randy Borman, Ombudsman'16T18  
Adam Briggs '12 (T-09)  
Dave Brown '13 (T'18)  
Earl Collins '14 (T-18)  
Deb DeWitt '14 (T-18)  
Carol Esselman '18 (T18)  
Kaye Fulton '12 (T-18)  
Mary Gilbank '12 (T-18)  
Eric Kim '16 (T-14)  
Linda Kobilca '18 (T18)  
Valerie Richter '12 (T-09)  
Krista Shortreed '14 (T-13)

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Kristan Hoff-Filak  
Neil Kerwin  
Heidi Krenz-Buchanan  
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Neil Kerwin  
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Jerry Morse  
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Jeff Zuelke  
Jim Zanton  
Nina Perona  
Karen Williams  
Wade Williams  
Diana Stoehr  
Fred Leonard

**ANNOUNCEMENTS**

*Continued from page 2*

There will be new games, a haunted house and much much more! Booths for members are still a low \$25 per space. We are going to have some great giveaways and prizes. If you have never attended our Fun Fair you need to attend this year. Jam Packed full of fun for you and your children or your friends or clients families. All are welcome. There is still silent auctions and basket drawings and this year we are introducing a spin to win event. As always we are looking for auction items and any item we can use for basket drawings and/or the spin to win event. Sponsors are also needed but most of all we need you, the REALTORS® to be involved, this event is to showcase you out helping in our community. Please volunteer and show that you care! All proceeds from this year's event will go to help the boys and girls club.



**Credit Card Policy**

Due to the increasing processing fees to run credit card payments.

The Association will add a

convenience fee to all credit card transactions. Effective immediately we are now adding a \$3.00 fee to all credit card transactions. Please keep in mind that we accept cash payments and checks without any added fees. When annual dues time comes around you can pay with your credit cards on the NAR website to avoid this fee.

**SAVE THESE DATES! (Revised)**

August 7, Membership Meeting, Surrounding area school Superintendents.

August 22, (Thursday) Golf Outing, Glen Erin Golf Club

September 10-11, WRA Annual Convention, Kalahari, WI Dells (More info to come)

September 26, Installation and Awards Ceremony, Rotary Gardens, 8:30 registration.

October 2, Membership Meeting, Drones, Presenter (TBD) and Legal Updates from Cori Lamont from WRA.

October 29, Annual Community Family Fun Fair, 3-7 p.m.

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**MLS INFORMATION****\*\*\*Finished Square Footage**

It is important that REALTORS® be consistent in measuring the finished square footage of homes. Therefore, the following guidelines are provided to aid you in completing the square footage question on the property profile sheets. When measuring room dimensions, please round down.

It is important that these guidelines be adhered to as the data you provide is used by other REALTORS® and Appraisers who need and expect correct and consistent information.

**\*\*\*A-finished above grade square footage**

Include the finished area, which is on those levels, which are completely (100%) above grade. A level is considered to be above grade ONLY IF THE ENTIRE LEVEL IS ABOVE GRADE. (Note: For MLS purposes, grade and ground level are the same.) A walk-out basement or lower level with one or more sides partially below grade (or ground) cannot be counted as above grade finished area even if one or more walls are 100% above the ground.

- **Note: when measuring the upper level or second floor of a 1 & 1/2 story or Cape Cod type house, do not include floor area under ceilings or beyond walls, which are less than five feet in height.**
- **On upper levels of multi-level property, do not include a square footage for vaulted ceiling areas.**

**\*\*\*B-Finished part or all below grade square footage**

This pertains to all styles of houses with or without exposure. Remember, a level is below grade if any part of the level is below grade (ground). If one or more sides are partially below grade, the entire level is below grade and all square footage on that level is considered below grade. Walkouts and exposed basements should be included as FINISHED BELOW GRADE SQUARE FOOTAGE.

- **Note: please consult the Lower Level Bedroom Guide for rules on classifying below grade rooms as bedrooms.**

**\*\*\*C-Finished Total Square Footage**

Finished total square footage should equal the total of the above two areas.

**Note: To be considered finished square footage, the space must be heated, have finished walls, have a finished ceiling (no exposed floor joists), and have a finished floor (painted concrete does**

**not count). If one of these four components is missing, the space can still be counted as finished, but disclosure of the missing component must be included in MLS remarks. (This rule applies to all levels)**

**\*\*\*Appraiser Request:** If your listing is part of a Home Owners Association, please include the annual HOA dues as part of the data on Paragon. I often see this listed on the condition report, but it is not included within the listing data. Having it front and center helps me turn around appraisals faster for you.

*Thank you, Sue*

**MLS Officers/Directors**

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Pat Bellinghiere 1-year term  
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### Rock County Housing Statistics

**Madison, Wis.**—For the second straight month, Wisconsin's sales of existing homes failed to keep pace with last year's sales, which put significant pressure on home prices.

The primary reason for the lower sales and higher prices is the continued weakness in home inventories, which fell again in April. We've been in a seller's market for nearly two years, and if we continue to see limited homes for sale, we'll have a hard time matching the 2018 sales levels this year.

If there is any good news on the inventory front this month, it's that the new listings were up in April. Still, the total listings in the state are down compared to where they were 12 months ago.

Our housing is definitely getting less affordable, and eventually this will slow demand.

**Rock County Housing Statistics**—The **median price** for April 2019 is \$153,000 and for the month of April in 2018 it was \$140,000 that was an increase of +9.3% and the **Sales** for April 2019 is 189 and April of 2018 was 210 that was a change of -10.0%. In April of 2019 there was 3.4 months of **inventory** and in April of 2018 there was 3.3 that was a change of +30.%. Average **days on the market** in April of 2019 was 93 and April of 2018 was 102 that was a decrease of -8.8%.

**Statewide Housing Statistics**—The median price through April 2019 is \$184,000 and through April of 2018 it was \$173,000 that was an increase of +6.4%. The sales through April of 2019 is 19,568 and April of 2018 was 21,222 that was a decrease of -7.8%.

All county figures on sales volume and median prices are compiled by WRA and are not seasonally adjusted. Median prices are only computed if the county recorded at least 10 home sales in the quarter. Beginning in 2018, all historical sales volume and median price data from 2015 forward at the county level have been re-benchmarked using the Relitix system that accesses MLS data directly. Data prior to January 2015 is derived from the Techmark system that also accessed MLS data directly.



Criteria for the Free Registration for the September 10-11, 2019 Convention:

1. Registration must be given, not sold, and is not transferable;
2. Recipient must be a 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. Have not attended within the last 2 years;
6. Deadline for submission is August 20;
7. Recipient may add ticketed items at their own cost.

Association members, please send or drop off your business cards by August 20 for the FREE Convention drawing. Winners will be notified that afternoon. If you have already registered your fees will be reimbursed.

#### WHY DONATE TO RPAC?

The purpose of RPAC and Direct Giver is to help elect candidates from both parties who will promote and defend issues that impact homeowners, property owners and the livelihood of every WRA member. By investing \$1,000 or more annually, these donors advance the issues of the REALTOR® Party in Congress, the state Capitol and local government. Now more than ever, it is critical for REALTORS® across America to come together and speak with one voice about the stability a sound and dynamic real estate market brings to this country. RPAC is an important investment in your business.



June, how fast the year is going.

Events in June D-Day is the 6<sup>th</sup>, Flag Day is the 14<sup>th</sup>, Father's Day is the 16<sup>th</sup>, Full moon on the 17<sup>th</sup>, and first Day of Summer is the 21<sup>st</sup>.

Wishing all June birthdays the best.

If you have any issues or questions for the MLS Board of Directors, send in a letter or request to speak to the Board directly, then we can add it to the agenda.

At Rock-Green Realtors® Association we are always looking for new members/new offices. New member applications can be found online at [www.rockgreenrealtors.org](http://www.rockgreenrealtors.org) (fees not disclosed online) or call the office, we can fax or email applications if you wish for new offices, agents, brokers, affiliates and local affiliates. The more the merrier!

**Just a note to everyone involved we will now be emailing the welcome letters for new members. Hope everyone likes and appreciates the change.**

*Sue*

#### NEW MEMBERS:

Tina Tillery, US Bank  
Michael Heiman, Walker Realty Group, LLC  
Kenneth Pizzurro, KTS Home Inspections, LLC  
James Coen, The Morse Company

#### MEMBERS leaving the Association:

NONE

#### NEW OFFICES:

US Bank Home Mortgage  
KTS Home Inspections, LLC



**New Members**—Welcome to your local Association, Please make sure to complete the Code of Ethics online portion prior to attending the New Member course. Instructions will be in your New Member Welcome packet. If you have any questions please call us.

"Please make sure you take your orientation class before your six (6) months is up. You signed a paper stating you would take it before the six (6) months was up." Thank you!

#### New Member Orientation Schedule for 2019

August 15, 2019  
November 14, 2019

**"Thank you Wade Williams for being our orientation instructor."**

**"Thank you to Ben DeWitt for the refreshments for the new member orientation."**

## "Recipe of the Month"

### ASPARAGUS CHICKEN

1 ¼ lb. skinless, boneless chicken breasts, cut into ½" strips  
Salt & freshly-ground pepper  
2 T. vegetable oil  
2 (10 Oz.) pkg. frozen asparagus spears, thawed  
1 (10 ¾ oz.) can condensed cream of mushroom soup  
½ c. mayonnaise  
1 T. lemon juice  
1tsp. curry powder  
1 c. shredded sharp Cheddar cheese

Preheat oven to 375°. Sprinkle chicken with salt and pepper. In a large frying pan, heat oil over medium heat. Add chicken strips; cook, tossing, until meat turns opaque, about 3 minutes.

Brush an 8x12x2-inch baking dish with reserved pan juices. Arrange asparagus spears on bottom of baking dish and top with chicken strips. Add soup, mayonnaise, lemon juice and curry powder to remaining pan drippings. Stir over low heat for 1 minute, until well blended. Pour sauce over chicken and asparagus. Sprinkle casserole with cheese. Cover and bake 30 minutes, until hot and bubbly.

*Barb Tapovatz Tried' n True*

**If you have a recipe you would like to share email: [sue@rockgreenrealtors.org](mailto:sue@rockgreenrealtors.org) Make sure you have copyright permission.**



#### 2020 Annual Dues:

**There is still time (why not make it easier on yourself) avoid that holiday crunch, get in the pre-payment plan, we are collecting until the end of August. One time \$5 service fee for partial payments. You can avoid that fee by paying the total in advance. If you have a nice closing, you might want to consider paying it forward. Any questions contact Vicky or Sue at 608-755-4841.**

# JUNE BIRTHDAYS



1	Rick Wolski
3	Rhonda Oshel
	Mike Venable
4	Nicole Davis
5	Andrea Morse
	Curtis Jacob
7	Matt Bonson
11	Michael Wickersham
12	Molly Leonard
13	Ellen Brown
15	Jill Hocking
16	June Cook
17	Kari Schmidt
19	Wendy Lee
	Kristen Weber
20	Heidi Krenz-Buchanan
22	Jim Hansen
23	Harvey Miller
25	Jennifer Skubis
26	Richele Reiske
28	Zach Getchel
30	Debbie Barden

**Have we missed your Birthday?  
Please let us know so that we may  
acknowledge your special day.**



**NEW**  
MEMBER BENEFIT  
FREE TO ALL WRA  
MEMBERS

**TECH HELPLINE TOLL-FREE:**  
**866-610-7997**

MORE INFO: [wra.org/techhelpline](http://wra.org/techhelpline)  
SUPPORTED ISSUES: [www.techhelpline.com/computer-support/](http://www.techhelpline.com/computer-support/)

**WRA** Wisconsin REALTORS® Association **TechHelpline**  
Your personal tech support team

## DATES TO REMEMBER

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### JUNE 2019

June 12-14 AE out of office, AE Education Seminar

June 19, Rock-Green B.O.D. mtg, 8:30 a.m. Assoc. office



### UPCOMING EVENTS

There are no meetings in July

July 4, Office closed, 4<sup>th</sup> of July holiday

<b>JULY BIRTHDAYS</b>			
3	Heather Spies	17	Lindsey Chrostowski
4	Wayne E Jacobson		Al Herbst
5	Kathleen Keller	19	David Love
6	Verna Saladino	20	Lori Hademann
	Chris Tuescher	22	Stephen Biedermann
8	Becky Bittner	24	Heather Busby
9	Barb Smith		Carol Harkin
	Melanie Simmons	25	Andy Dongarra
12	Mollie Podwell		Chris Mayhew
	Carol Esselman	26	Kimberly Nickols
13	Candice Kildow	28	Carole Cullen
	Gretchen Anderson	29	Tina Tillery
16	Becky Zuelke	30	Janet Conroy
	Jeffery Joseph	31	Stacey Hardenstine

### **Image 1 Studios, Continued from page 2,**

Please call and schedule your appointment today. Your 45 minute appointment includes all of the following and absolutely NO cost or obligation.

- Photo session with a Image 1 Studios photographer
- Pose selection immediately following photography
- Agent-directed image editing/retouching while you watch (remove/reduce wrinkles, blemishes, scars; brighten/straighten teeth; remove/reduce double chin; enhance eye color, etc).
- Copyright release of your selected image (for our office website).

We just want everyone who does not have a current professional photograph or needs an update or a new agent to schedule your appointment. There is no cost or obligation. Images will be available for purchase. Prices vary upon your selections.

Call to schedule your appointment today, there are only 9 slots left available.

\*