



The Real Scene from
ROCK-GREEN REALTORS®
 ASSOCIATION
 www.RockGreenRealtors.com

4451 Woodgate Drive, Unit E
 Janesville, WI 53546
 Office: 608.755.4854
 Fax: 608.755.4843

**A word from your President
 By Ben Shult**

Hello friends!

Yes! I am going to tempt fate, and declare winter officially over! After all, it hasn't snowed for over 2 weeks! May...I like you SO much more than April.

With this turn, the market is also heating up. Demand is strong and competition among buyers is fierce, but inventory is still historically low, at about 2.5 months for Rock Co. 6 months would be considered a balanced market. Obviously, it's a challenge! I am both proud and grateful that our community of rock-Green REALTORS® is composed of such high quality people, and that, even in times of strenuous competition, we are still able to do our jobs cooperatively and with the highest integrity and professionalism. That can-do attitude is the heart of what provides our place in the real estate world going forward. There's no algorithm that can do what we do! Keep up the good work.

A reminder: the annual REALTOR® Political Action Committee (RPAC) event is being held Wednesday, May 9, at the Armory in Janesville, a beautiful venue! It's FREE and there'll be food, a bar, good conversation, live and silent auctions and fun events such as our bar-style trivia game, KAHOOT! We REALTORS® do love a free meal, don't we? ☺ It will be a great evening, and you'll still be home in time for tuck-in! This event raises money to help promote our REALTOR® and home owner causes at our state and national capitals.

New agent orientation is May 17, if you've completed your licensing but haven't done the orientation. we'll see you here at the Association office at 8:30 a.m.

There is no time like the present! Don't let it sneak up on you! Your continuing education course requirements must be completed by December 14. Don't forget we now must complete 18 hours, rather than 12, so it'll take you a little more time this year. There are many great learning options, from in-person classes to online instruction to DVD courses. There are many great providers too, but in my opinion the WRA course options are the best! Get 'r done!

Ben



Happy selling!

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* = Inserted Page

EXECUTIVE COMMITTEE

PRESIDENT

Ben Shult
756-3932 | Benshult@charter.net

PRESIDENT-ELECT

Mary Ellen Mackey
741-1000 |
maryellenmackey.realtor@gmail.com

SECRETARY/TREASURER

Colleen Nelson
758-9779 | nelsonc@firstweber.com

LOCAL DIRECTORS

Heidi Krenz-Buchanan | 3-year term
289-9383 |
heidikbuchanan@gmail.com

Jeff Zuelke | 2-year term
757-2862 | jeff@zteam1.com

Neil Kerwin | 1-year term
365-7791 | neil@kerwinsagency.com

Russell Zueger | 1-year term
756-3932 | russzueger@yahoo.com

Tammy Cherry | 1-year term
754-2121 | tcherry@shorewest.com

Mike Venable | 1-year term
554-2720 | mvenable@ticon.net

Julie Budrow | 1-year term
758-9779 | budrowj@firstweber.com

Valerie Eagan | 1-year term
756-0300 | valerie@landtitlerock.com

ROCK-GREEN STAFF

Vicky Kreyer | Association Executive
755-4854 | Vicky@rockgreenrealtors.org

Sue Cook | MLS/Membership Administrator
755-4841 | Sue@RockGreenRealtors.org

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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 May already, I am hopeful that you will all have a busy and prosperous spring season. The weather I believe is finally changing. We will probably go right into summer. Personally I am ready for summer. Kids will be out of school in about a month, Yea!

We are getting close to our Annual RPAC Fun Night Event. It is on May 9th starting at 5 P.M. at the Armory. The cash bar will be open and the food starts at 5, we will have a short program from Joe Murray giving us the information about all the donating opportunities and choices for RPAC. Get a team signed up to play "KAHOOT" 4-person teams, \$50 per person or \$200 per team. There will be a prize for the top team and for the team that best decorates or dresses for their team name. We are still in need for Silent/Live Auction items. If you have something to donate we will accept it all. Bring to the Association or call and we can pick it up. We need Players, spectators, maybe even a heckler or two will liven up the night.

As always, I am here for you, the members. If there is anything I can help you with, please let me know. My door is always open.

Vicky Kreyer



WRA

Partnership for Success Program

Opening Doors to REALTOR® Diversity

The Wisconsin REALTORS® Association's Partnership for Success Program provides start-up assistance for new minority licensees who are interested in building a real estate career. For more information, visit wra.org/Partnership



facebook.com/CulturalDiversityInHousing

More information in this publication.

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.

**ROCK-GREEN REALTORS® ASSOCIATION
2017-2018 ASSOCIATION
COMMITTEE LIST**

BUDGET/FINANCE

Ben Shult, Chair
Heidi Krenz-Buchanan
Jeff Zuelke
Neil Kerwin
Jim Zanton
Jerry Morse
Colleen Nelson
Blair Winn

BYLAWS

Blair Winn, Co-Chr
Jeff Zuelke, Co-Chr

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Terry Morris
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Terri Moldenhauer
Wade Williams
Paul Schieldt
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Candice Kildow

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Margo Berke

GOLF OUTING

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Al Herbst, Co-Chair
Paula Carlson
Deb DeWitt
Trish Edwards
Kaye Fulton
Pat Knoble
Jeff Myers
Vicky Kreyer

GOVERNMENT

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Jim Zanton, Chair
Mary Gilbank-Peterson, Co-Chair
Heidi Krenz-Buchanan
Andrea Morse
Dan Puckett

HEALTH & SAFETY FAIR

Karen Williams, Chair
Kim Nickols, Co-Chair
Tammy DeGarmo
Kelly Falk
Jeannine Hill
Linda Kleinschmidt
Vicky Kreyer

MEMBERSHIP/Orientation

Wade Williams, Chair

PROGRAM

Diana Stoehr, Chair
Andrea Morse
Wade Williams
LeAnn Utynek

NOMINATION

Ben Shult, Chair
Heidi Krenz-Buchanan
Jeff Zuelke
Neil Kerwin
Jim Zanton
Jerry Morse
Paul Schieldt
Colleen Nelson
Blair Winn

PERSONNEL

Ben Shult, Chair
Heidi Krenz-Buchanan
Jeff Zuelke
Neil Kerwin
Jim Zanton
Jerry Morse
Colleen Nelson
Blair Winn

PROFESSIONAL STANDARDS

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, Ambudsman '16 (T18)
Randy Borman, Ambudsman'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)

ROY/AWARDS LUNCHEON

Tammy Cherry, Chair
Wendy Bumgarner
Linda Kleinschmidt
Andrea Morse
Colleen Nelson
Julie Raese
Pat Knoble

RECRUITMENT

Colleen Nelson, Chair
Neil Kerwin
Andy Dongarra
Valerie Eagan
Jerry Morse

SUNSHINE

Maryann Warden, Chair
Mollie Podwell

YOUNG PRO'S TASK FORCE

Kevin O'Leary, Chair
David Bynum
Ben DeWitt
Kelly Falk
Kristan Hoff-Filak
Neil Kerwin
Heidi Krenz-Buchanan
Mary Ellen Mackey
John Mansur
Aaron Marjala
Olivia Martinez
Erica Penny
Kim Prichard

STRAT PLAN COMMITTEE

Blair Winn, Chair
Colleen Nelson
Neil Kerwin
Jeff Zuelke
Jerry Morse
Paul Schieldt
Heidi Krenz-Buchanan

CORE STANDARDS COMMITTEE

Ben Shult
Jeff Zuelke
Jim Zanton
Nina Perona
Karen Williams
Wade Williams
Diana Stoehr
Fred Leonard

ANNOUNCEMENTS

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The WRA Convention is back at the Kalahari in the Wisconsin Dells. It is on September 17-18, 2018. The theme this year is "It's Time to Shine". With the theme of "Funky Town—Get Your Shine On" Icebreaker Party. Keynote speaker Colette Carlson and General Session with Jan Hargrave. Included is Real Estate CE and 50+ sales, marketing and technology workshops. On the 16th, the Golf tournament at Trappers Turn Golf Club. Also included is the Chairman's Reception (open to all attendees) there is over 70 exhibitors. Door prizes, awards, \$500 in cash. Register early and save\$\$\$.

Registration opens in May. Visit WRA.ORG/Convention.

WRA MOBILE APP—Get the most out of your WRA Membership. The WRA mobile app puts a wealth of WRA resources at your fingertips. Whether you're interested in real estate news, help from an attorney or statistics on the housing industry, the WRA app is packed with the most popular resources available from the WRA.

The WRA Partnership for Success Program

Is designed to promote diversity within the REALTOR® membership and enhance the probability of long term success in the real estate profession for new agents. Diversity within a brokerage firm also draws a wider range of clients and customers to the firm. The Program provides start-up assistance for new minority licensees including a REALTOR dues waiver, six months MLS fees as well as education and convention opportunities. Most benefits extended are subject to repayment within three years either in cash or via volunteer hours.

Potential applicants and their sponsoring brokers can visit the WRA website at www.wra.org/Partnership or the Cultural Diversity in Housing Committee's Facebook page at <https://www.facebook.com/CulturalDiversityInHousing/> to learn more. The website includes a video, a link to the attached brochure, application forms and more!

RPAC/Affiliate Fun Night!

May 9, 2018 | The Armory | 5 – 8:00 P.M.
We will be playing the game "Kahoot"
4 person teams (\$200) or \$50 per person
Unlimited teams, Prizes. Cash Bar and food at 5 P.M. Joe Murray at 5:15 P.M. Game starts at 6 P.M. with the live auction in between and silent auction ending after the game. We need auction items and donations.

It is time to sign-up your teams. Come up with a team name and signage. Make up posters, banners, outfits, whatever you want to do. If you don't have the supplies we will have some there for you to make up your banner/sign for your team. Have fun with it!

MLS INFORMATION

****Clarification for Commercial Lease Price** The list price for commercial properties that are for lease only have been entered in our MLS inconsistently. To fix this, we ask that you enter the list price for commercial lease only listings as the annual lease amount. We have added a note to the agent full report that says "if lease only = annual lease amount" to help clarify.

*****No Showings Means No Showings** the MLS Board of Directors recently fined both an agent and her broker \$2,000 each for showing a property to a potential buyer the morning before it was available for all to see later in the day. No showings means no showings.....right up until the minute it is available for all to see. Both the listing side and the showing side can be sanctioned for allowing and taking part in a showing before it is available for all to see. In addition, it is against MLS rules for agents from companies other than the listing company to preview properties not available for showings.

*****When viewing a listing in Paragon, one of the links at the top is "correction".** If you click on this link, an email box will open. Use this link to report to the MLS what you believe to be a data inaccuracy on the listing, or a violation of our MLS rules as related to the listing.

Since last summer, we have imported over 3,600 listings from other MLSs directly into our Paragon system. The MLS number for these listings begin with a two-character alpha designation (ie MM for Metro MLS). As rules vary from MLS to MLS, what may appear to be a violation in our MLS, may not be in the source MLS. If you report an issue via the correction button for one of these listing, we will pass the report on to the source MLS, but may not be able to "fix it".

Reporters of violations via the correction button are kept anonymous.

*****Help with Computer Problems** As a member of the WRA, you have access to a hotline available to help with technology problems. At the Association office I am available to help you with some Paragon™ issues and Supra. You will need to contact the WRA Tech Hotline for the following issues WIREX, ShowingAssist and listing syndication, **(I am not able to solve problems with computer hardware, operating systems, or internet browsers)**. The WRA Tech Hotline is available for help with many technology problems. Hours are M-F 8-7 and S 8-4. You will need your WRA member ID, which can be found on the label of your monthly Wisconsin Real Estate Magazine. Contact info is as follows: Phone: 866-610-7997

Email: support@techhelpline.com
Chat: chat.techhelpline.com.

Sold Properties

****Please enter your sold property into Paragon™ "Offer no-show" (click save) then enter the sold information into Paragon™**



Sold Before Published/FSBO

With the exception of SBP (Sold Before Publishing). SBP are entered directly into sold status, do not enter as "Active" or "Offer no-Show". Please make sure on all SBP's you have all information and an outside photo of the sold property. Questions call 608-755-4841.

Thank you, Sue

MLS Officers/Directors

Bianca Singer, MLS President
Phone: 608-755-5400

Email: bianca@thebriggsrealtygroup.com

Sally Jean Weaver-Landers, Vice President
Phone: 608-74-2121

Email: sjweaverlanders@gmail.com

Erika Penny, Secretary/Treasurer
Phone: 608-755-5400

Email: erika@thebriggsrealtygroup.com

Wade Williams, 3-year term
Phone: 608-289-7912

Email: wadeway@gmail.com

Paul Schieldt, 2-year term
Phone: 608-741-1000

Email: paulschieldt@charter.net

Dave Brown | 1-year term
Phone: 608-758-9779

Email: brownd@firstweber.com

Mollie Podwell | 1-year term
Phone: 608-751-9395

Email: mollie1434@aol.com

Bonnie Collins | 1-year term
Phone: 608-884-8468

Email: bonniebest08@gmail.com

Margo Berke, 1-year term
Phone: 608-884-4311

Email: margo@patsrealty.com

Verna Saladino, 1-year term
Phone: 608-755-5400

Email: verna@thebriggsrealtygroup.com



Rock County Housing Statistics

Madison, Wis.—The lack of homes for sale in March caused existing home sales to drop and prices to rise, despite a very strong state economy.

Weak inventory is holding us back even as the state economy is growing at a robust pace, creating jobs and keeping unemployment at record-low levels.

The state has just 4 months of inventory statewide, but in the heavily urbanized metropolitan areas, there are only 3.1 months of available supply, making for a strong seller's market in more urban parts of Wisconsin.

Strong demand and tight supply have pushed our prices up at nearly three times the rate of inflation over the last year. In contrast, median prices rose 7 % between March 2017 and March 2018.

It is important for buyers and sellers to be ready for a quick sale once the home hits the market. Buyers need to be pre-approved on their financing, and they need to recognize that coming with a clean offer without contingencies is important in today's fast-moving market.

Rock County Housing Statistics—The median price for March 2018 is \$153,950 and for the month of March in 2017 it was \$143,412 that was an increase of +7.3% and the Sales for March 2018 is 160 and March of 2017 was 186 that was a decrease of -14.0%.

Yearly Rock County Housing Statistics—The median price for 2018 is \$148,000 and for 2017 it was \$125,000 that was an increase of +18.4%. The sales for 2018 is 383 and in 2017 it was 411 that was a decrease of -6.8%.

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 2010, all historical sales volume and median price data at the county level have been re-benchmarked using the Techmark

system, which accesses MLS data directly and in real time.

Rock-Green REALTORS® Association Inc.

Application for ELECTED Officer/Director for the Office of Association or MLS Board of Directors.

Candidate for the Office of: (circle one and √one)
 (Officer/Director) _____ Association _____ MLS
 Name of Candidate _____
 Firm Name _____
 Position held with firm _____
 Business Address _____
 Phone _____

1. Education (circle the last year of education completed)
 High School 9 10 11 12 College 1 2 3 4
 Post graduate 1 2 3 4
 REALTOR® designations attained _____

2. REALTOR® related activities
 No. of years REALTOR® _____
 No. of years licensed _____

3. REALTOR® history of committee service, offices held, or any other areas of service candidate deems appropriate:
 NAR _____
 WRA _____
 LOCAL _____
 Other activities (trade, professional, civic and community activities or accomplishments).

4. Are you aware of the responsibilities and time requirements of service as a Director or Officer for the association? Yes _____ No _____

5. Will you attend regular meetings of the Rock-Green REALTORS® Association, as well as other meetings required of the office for which you are applying? Yes _____ No _____

6. Personal Data (optional)
 Marital status _____ Spouse's name _____
 No. dependents _____ Address _____
 City _____ State _____ Phone _____

REMARKS by candidate (any information you want us to know). _____

Candidate Signature _____
 (Return to Association) Deadline May 17, 2018



WOW "May", May Day is the 1st, Mother's Day is on the 13th, Memorial Day is the 28th.

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.

Wishing all May birthdays the best.

We are always looking for new members/new offices. New member applications can be found online at www.rockgreenrealtors.org 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!

Sue

NEW MEMBERS:

Daniel Silbaugh, Century 21 Affiliated Janesville
 Nicole Davis, Right Choice Realty
 Gretchen Anderson, Luchsinger Realty
 Lori L Whiting, First Weber Inc.
 Holly Nehls, Century 21 Affiliated Janesville

MEMBERS leaving the Association:

Dave Mansur, with sympathy passed away.
 Kenneth Smith, Coldwell Banker The Realty Group
 Kathy Schultz, Shorewest Realtors
 Marisa Hagemann, Century 21 Affiliated Janesville

MEMBERS ON THE MOVE:

NONE

NEW OFFICES:

NONE

OFFICES LEAVING:

NONE



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 2018

May 17, 2018

August 16, 2018

November 15, 2018

"Thank you to River Title for the donuts and coffee for our orientations. Very much appreciated."

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

"Recipe of the Month"

Orange-Cream-Fruit Salad

1 (10 Oz.) can pineapple tidbits, drained
 1 (16 oz.) can peach slices, drained
 1 (11 oz.) can mandarin oranges, drained
 3 bananas, sliced
 2 unpeeled apples, cubed
 1 (3 oz.) pkg. Instant vanilla pudding
 1 ½ c. milk
 3 oz. frozen orange juice concentrate, thawed (undiluted)
 ¾ c. sour cream

Combine all of the fruits, except bananas, and set aside. Combine pudding, milk and orange juice; beat until well blended. Stir in sour cream. Fold in fruits. Add bananas last. Refrigerate until ready to serve.

Seafoam Salad

1 (No. 2 ½) can pears
 6 oz. cream cheese
 2 T. cream or milk
 1 (3 oz.) pkg. lime Jello
 1 c. whipping cream, whipped

Dissolve gelatin in 1 cup of boiling pear juice, drained from the pears. Cool. Mix cream cheese and cream or milk. Add Jello mixture and beat until very smooth. Chill until partly thickened. Fold in drained pears which have been chopped into small pieces. Fold in whipped cream. Pour into mold and refrigerate. You'll be glad you did!

Barb Tapovatz Tried' n True

If you have a recipe you would like to share email: sue@rockgreenrealtors.org

Make sure you have copyright permission.

Key System Hot Tip: Our Supra key system allows you to set email or text alerts when an agent opens your keybox, and when they leave your listing. You can also set up to send this alert to your seller or team member(s). Alerts can be set up via www.supraekey.com (click the SupraWEB Login for Real Estate Agents). If you are new to this website, you will be prompted to set up an account (hint: your key serial number displays at the top of your ekey screen). Click [here](#) for detailed instructions on setting up showing alerts.

MAY BIRTHDAYS

1	Josh Eastman
2	Christine Fisher
4	Robert Walker
	Kathryn McCulloch
5	Thomas Parsons
8	Donya Bundy
	Liane Haase
	Cindy Simonson
9	Adam Baumel
	Paul D Anderson
11	Kenneth Smith
12	Jennifer Hughes
	Donna Anderson
13	Ashley Nelson
14	Penny Cook
15	Kristin Zahler
17	Karen Williams
18	Neil Kerwin
19	Terry Morris
	Billy Shipler
20	Joan Waite
	Kathleen Rebman
22	Karen Entress
23	Ben Shult
24	Douglas Davis
27	Shelly Cronin
28	Jim Coen
	L Patrick McGuire
30	Michelle Ruosch
	Debra Olson

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



DATES TO REMEMBER

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MAY 2018

- 01 Fun Fair Committee Meeting, 11 P.M. Assoc. Office
- 16 RPAC Committee Meeting, 1 P.M. Assoc. Office
- 09 RPAC Fun Night, The Armory, 5-8 P.M.
- 09 MLS Board mtg. 9 A.M. Association office
- 16 Rock-Green Board mtg. 8:30 A.M. Assoc. office
- 17 New Member Orientation, Association Office, 9 A.M.
- 28 Association Office Closed, Memorial Day



UPCOMING EVENTS

- June 13, MLS Board mtg. 9 A.M. Association office
- June 120, Rock-Green Board mtg. 8:30 A.M. Assoc. Office

JUNE BIRTHDAYS

3	Rhonda Oshel	17	Kari Schmidt
	Mike Venable	19	Carole Opie
4	Nicole Davis		Wendy Lee
5	Andrea Morse	20	Heidi Krenz-Buchanan
	Curtis Jacob	22	Jim Hansen
7	Matt Bonson	23	Harvey Miller
12	Molly Leonard	25	Jennifer Skubis
13	Ellen Brown	28	Zach Getchel
14	Jim Mawhinney	30	Debra Sime
15	Jill Hocking		Deborah Barden
16	June Cook		

THE TOP 20 WEAK PASSWORDS | PLEASE DO NOT USE!

- 1)123456 2)password 3)12345678 4)qwerty 5)12345
- 6)**123456789** 7)letmein 8)1234567 9)football 10)iloveyou
- 11)admin 12)welcome 13)**monkey** 14)login 15)abc123
- 16)**starwars** 17)**123123** 18)dragon 19)passwOrd 20)master

These are the results according to SplashData, a provider of password management applications. The seventh annual report is compiled from more than 5 million passwords leaked during the year. This list is the riskiest passwords. These haven't changed much since the list was first compiled. The newest entries are in bold and not surprisingly, the first two have always been right at the top.

This information was found in the March/April issue of REALTOR®