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A word from your President By Mary Ellen Mackey

Spring sales continue to be strong with a seller friendly market due to the lack of inventory. Market conditions to do appear they will change anytime soon so please do all you can to keep in touch with your clients and bring more properties to the market.

For those of you who missed the announcement, our monthly MLS dues have been reduced to \$34. Our next membership meeting is May 1st at the Pontiac Convention Center. Chad Sullivan and Jane Golberg will be joining us to discuss Realtor[®] Safety and Prescription Drug Precautions.

Realtor & Government Day is just around the corner. Join us Wednesday April 24th at The Concourse at 12:30pm in Madison where you will have the opportunity to meet your state legislators. Help shape the laws that affect you and your real estate business in Wisconsin and protect the rights of homeowners. Advanced registration is FREE for members https://www.wra.org/RGdayRegistration/

Planning is underway for our RPAC fundraiser event. It will be at the Armory in Janesville on Wednesday, May 15th, 5:00 p.m. starting with "Appy" hour with hors' devours and cash bar. At 6:00 there will be a fun filled game of Kahoot, where teams of 4 will compete to answer trivia questions. We are now signing up teams to participate at \$200 each or \$50 each player. Please contact the Association office if you would like to sign up. In addition to trivia game, there will be a silent auction and live auction. All funds raised go to RPAC.

What is RPAC and what do they do?

RPAC stands for the REALTORS® Political Action Committee. A PAC is a legal means by which interested individuals with common goals, like a trade association, ban together for the purposes of political action. The best way to positively impact issues such as property taxes, health care and protecting the rights of property owners is through RPAC, a real estate professional's vehicle for political action. As a real estate professional, RPAC is your PAC. It is also the real estate industry's vehicle for political success. REALTOR[®] volunteers raise contributions from other members across the state. These funds are then pooled together and contributed on a nonpartisan basis to public office candidates who support housing and real estate interests.

Thank you to all those who take extra time to help on our committees and board of directors.

Alone we are strong, but together we are stronger. I appreciate everyone and all you do!!



Mary Ellen Mackey

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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



A Note from your Association Executive:

April showers bring May flowers. This is a great time of the year. Everything starts to bloom, even your business starts blooming in the spring.

There is a date for this year's annual RPAC event. It will be on May 15, at the Armory. The bar and food will begin at 5 p.m. and the game will begin at 6:00 p.m. They will be playing Kahoot again this year, everyone had such a great time last year. This year let's give last year's "Team Sign" winner some great competition. All you have to do is come up with a team name and create your sign with that in mind. Same price \$200 team or \$50 per person.

Don't forget to register for the Safety meeting on May 1, there is a registration form in this issue of "The Real Scene" everyone that attends will receive a free Prescription lock box. These are awesome! They keep drugs out of our children's hands!

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



New 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.

IMPORTANT NUMBERS

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

(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.

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

Mary Ellen Mackey, Chair Ben Shult Heidi Krenz-Buchanan Jeff Zuelke Neil Kerwin Jerry Morse Colleen Nelson Blair Winn BYLAWS Blair Winn, Co-Chr Jeff Zuelke, Co-Chr COMMUNICATIONS Nina Perona, Chair Neil Kerwin Andrea Morse Julie Raese Verna Saladino Russ Zueger DINNER DANCE Diana Stoehr, Chair Tom Bradley Val Eagan Julie Raese Tammy Cherry Colleen Nelson Becky Zuelke Terri Moldenhauer Wade Williams Paul Schieldt Rebecca Bittner Sherri Shaw Connor Fox Heidi Krenz Buchanan Jacqueline Watson Ana Johnson Vicky Kreyer **EDUCATION** Russ Zueger, Chair Andrea Morse Penny Patterson Candice Kildow EQUAL OPPORTUNITY Mary Ellen Mackey, Chr. Margo Berke **GOLF OUTING** Gary Getchel, Co-Chair Al Herbst, Co-Chair Paula Carlson Deb DeWitt Trish Edwards Kave Fulton Pat Knoble Jeff Myers GOVERNMENT AFFAIRS/RPAC Jim Zanton, Chair Mary Gilbank-Peterson, Co-Chair Heidi Krenz-Buchanan Andrea Morse Connor Fox Sherri Shaw **HEALTH & SAFETY FAIR** Karen Williams, Chair Kim Nickols, Co-Chair Lindsey Chrostowski Kelly Falk Jeannine Hill Linda Kleinschmidt Vicky Kreyer **MEMBERSHIP/Orientation** Wade Williams, Chair PROGRAM Diana Stoehr, Chair Andrea Morse

Wade Williams

Mickey Castle

NOMINATION

Mary Ellen Mackey, Chair Ben Shult Heidi Krenz-Buchanan Jeff Zuelke Neil Kerwin Jerry Morse Paul Schieldt Colleen Nelson

PERSONNEL

Mary Ellen Mackey, Chair Ben Shult Heidi Krenz-Buchanan Jeff Zuelke Neil Kerwin 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, 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)

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 Paula Carrier

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

SAVE THESE DATES! (Revised)

April 24, REALTOR® & Government Day, Madison, WI. Noon Registration (More info to come)

May 1, Membership Meeting, Chad Sullivan and Jane Golberg. REALTOR® Safety and Prescription Safety. Receive a Drug Lockbox. Pontiac Convention Center, 8:30 registration.

May 15, RPAC Fun Night, The Armory, 5 p.m.

August 7, Membership Meeting, Surrounding area school Superintendents.

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.

Do you like Housing Stats?

Then, the monthly housing statistics report just got better. On top of the press release and detailed housing data you receive every month, you'll now also be able to watch a housing report video. You can view all of the housing statistics at: www.wra.org/housingstatistics

Did you know | Inman News Free

The WRA's partnership with Inman News gives you access to exclusive news, in-depth reporting and through analysis with Inman News" newest feature, Inman Select. Inman Select has everything you need to know to be smarter about real estate, such as daily news, award-winning commentary, special reports, webinars and more. Inman Select is a paid service, but WRA members can access Inman Select for free! Signing up is easy. Visit www.wra.org/InmanSubscribe (WRA login required).

DID YOU KNOW? To help better serve you! Our Association and MLS Members!

WE CHANGED OUR HOURS! We are still open on Monday thru Thursday from 8:30 a.m. to 5:00 p.m. NOW also, the MLS office is going to be open on Fridays from 8:30 a.m. to 12:30 p.m.

MLS CORNER

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MLS INFORMATION

*****New RatePlug features just in time for Spring**

New pre-approval request, new flyer templates, and a bold new look for your buyers!

RatePlug still lets you share accurate home payment estimates from your trusted lenders directly within any property listing you send your clients, but now the process to get your buyers asking questions about their financing earlier is more user friendly!

- No additional cost for Rock-Green MLS members to participate*
- Only promotes your trusted lending sources.
- Delivers interactive, real-time mortgage programs, payments and qualifying information.
- Informs you if your listing is eligible for special financing (FHA, VA, USDA, etc.).
- Includes Property Flyer Program for your listings (now with 15 available templates)

To learn more go to the home page of Paragon[™] for the link. RatePlug comers with your MLS membership

*lenders do pay a license fee to be displayed.

***New Tax Module to be Released Early in April Black Knight, the vendor for Paragon[™], has partnered with CRS Data, Inc. to offer a more robust tax data offering within Paragon[™]. We will be converting to this new service as soon as 2018 assessments and taxes are loaded early in April. We have reserved the WRA Education Center for member training on April 4th and 5th. Please watch the Paragon[™] Home Page for further details.

*******Search by School District: Are you Missing Listings? If you have a buyer requesting to be in a specific school district, do not simply search by the municipality or mailing city you think is serviced by that school district, but rather use the School District search field. There are many instances where school districts span several municipalities and mailing cities, and it is easy to miss listings if you are not aware of all of them. For example, the school district of DeForest spans six different municipalities and five different mailing cities. If you limit your search to the Village of DeForest, you would miss over 30% of properties serviced by the DeForest School District.

Thank you, Sue

MLS Officers/Directors

Sally Jean Weaver-Landers, President Phone: 608-754-2121 Email: <u>sjweaverlanders@gmail.com</u>

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Rock County Housing Statistics

Madison, Wis.—Sales of existing homes in Wisconsin were up in February despite escalating prices and winter weather.

We actually set a new sales record for February. We had an excellent winter last year, so being close to that mark is a promising signal as we move into the spring and summer home markets.

While it's good to see many clear options for buyers in the rural markets, the reality is most Wisconsinites live in the more urbanized counties where inventories remain very tight.

Given the tight inventory levels that prevail in most areas of the state, it's important that buyers be ready to move quickly when the right opportunity arises. It is also critical that buyers have their financing lined up.

Rock County Housing Statistics—The median price for February 2019 is \$145,500 and for the month of February in 2018 it was \$142,700 that was an increase of +2.0% and the **Sales** for February 2019 is 129 and February of 2018 was 98 that was a change of +31.6%. In February of 2019 there was 2.7 months of **inventory** and in February of 2018 there was 2.7 that was a change of 0.0%. Average **days on the market** in February of 2019 was 106 and February of 2018 was 96 that was an increase of +10.4%.

Statewide Housing Statistics—The median price through February 2019 is \$175,000 and through February of 2018 it was \$166,500 that was an increase of +5.1%. The sales through February of 2019 is 7,846 and February of 2018 was 8,120 that was a decrease of -3.4%.

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 rebenchmarked using the Techmark system, which accesses MLS data directly and in real time.

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.

To learn more...Attend REALTOR® & Government Day, April 24, 2019



It's time to lobby! The WRA's annual lobbying event, <u>REALTOR®</u> & Government Day, is your chance to shape the laws that affect you and your real estate business in Wisconsin.

The event kicks off with an issue briefing where you'll learn about pending laws and how they impact real estate. Next, you'll move to the Capitol for lawmaker visits. You'll have the unique opportunity to meet in person with your state lawmakers to lobby for or against these laws.

This is your chance to advocate for issues that impact the real estate industry, homeownership and property rights in Wisconsin. Your voice will be heard, and a better Wisconsin real estate market will follow.

- 12:30 1:00 p.m. Registration
- 1:00 1:15 p.m. Welcome and overview
- 1:15 1:45 p.m. Address by Gov. Tony Evers (invited)
- 1:45 2:45 p.m. Issue briefing
- 2:45 3:00 p.m. Move to the Capitol
- 3:00 4:30 p.m. Capitol visits
- 4:30 5:30 p.m. <u>Reception</u> (Madison Concourse)

Wednesday, April 24th, 2019

The Madison Concourse Hotel and Governor's Club

1 W. Dayton St.

Madison, WI 53703



WOW April, events in April, the 1st is April Fools Day, 14th is Palm Sunday, 19th is Good Friday and the full moon, Easter is on the 21st, Earth Day is the 22nd (common Earth Day activities include planting trees, cleaning up litter, or simply enjoying nature through hiking, gardening, or taking a stroll in a local park), and 24th Administrative

Professionals Day.

Wishing all April 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 <u>www.rockgreenrealtors.org</u> (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!

Sue

NEW MEMBERS: Kimberly Pritchard, Century 21 Affiliated Janesville

Walter Bancroft, Wisconsin Housing Inspection Brandi Lyn Dabson, First Weber Inc. Shelby Dewey, First Weber Inc. Heather Spies, Davemansur.com Jordan Zwickl, Briggs Realty Group Inc. Dori Davies, Associated Bank Dixie Kalk, Berkshire Hathaway Homeservices Starck Amy Townsend, Berkshire Hathaway Homeservices Starck

MEMBERS leaving the Association: NONE

NEW OFFICES:

Wisconsin Housing Inspection Berkshire Hathaway Homeservices Starck

MEMBERS ON THE MOVE:

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 2019 May 23, 2019 August 15, 2019 November 14, 2019

"Thank you Wade Williams for being our orientation instructor.

"Recipe of the Month"

CHICKEN WINGS/SWEET 'N SOUR

30 chicken wings

- 1 c. soy sauce
- 1 c. water
- ³⁄₄ c. sugar
- 1/4 c. pineapple juice
- 1/4 c. salad oil
- 1 T. ginger
- 1 T. garlic powder
- 1 c. pineapple chunks

Cut the tips off the wings and discard. Cut wings into two at the joint. Combine all remaining ingredients, except the pineapple chunks, and mix thoroughly. Marinate chicken wings overnight in the marinade in a large ovenproof dish, refrigerated. Bake for 1 hour at 350°. Add pineapple chunks; bake for an additional 10 minutes and serve. Yield: 10 servings.

COCKTAIL MEAT BALLS

1 lb. ground beef 1/3 c. minced onion 1 egg 1 tsp. salt ½ tsp. Worcestershire sauce ½ c. dry bread crumbs ¼ c. milk 1 T. snipped parsley 1/8 tsp. pepper ¼ c. shortening 1 (12 oz.) bottle chili sauce 1 (10 oz.) jar grape jelly

Mix ground beef, bread crumbs, onion, milk, egg, salt, sauce, parsley and pepper thoroughly. Gently shape into 1-inch meat balls. Refrigerate for 1 hour. Melt shortening in large skillet, and brown meat balls slowly. Remove meat balls from skillet and discard fat.

Place chili sauce and grape jelly in the skillet, stirring constantly until jelly is melted. Add meat balls and stir until thoroughly coated. Simmer, uncovered, for 30 minutes, and serve!

Barb Tapovatz Tried' n True

If you have a recipe you would like to share email: <u>sue@rockgreenrealtors.org</u> Make sure you have copyright permission.

APRIL BIRTHDAYS

Lori Emerson				
Ashley Ormes				
Joshua Eastman				
Chad Sullivan				
Cindy Stout				
Scott Bever				
Laurie Huml Eckert				
Deb Dongarra-Adams				
Kathleen Stumpt				
Peggy Cadd				
Mandy Lux				
Judy Grunzel				
Kyle Chrostowski				
Margo Berke				
Suzette Hughes				
Colleen Meyer				
Donald Harwood				
Bill Newcomb				
James Oberg				
Benjamin DeWitt				
Sam Tesar				
Ben Rein				
Melissa Pergolski				
Jerry Morse				
Tom Bradley				
Kelly Falk				
Fred Gensmer				

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

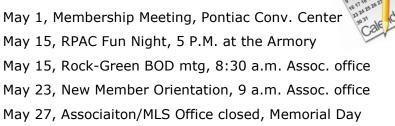


DATES TO REMEMBER

APRIL 2019

April 10, MLS B.O.D mtg, 9 a.m. Association office April 17, Rock-Green B.O.D. mtg, 8:30 a.m. Assoc. office April 24, REALTOR & Government Day, Madison

UPCOMING EVENTS



May Birthdays							
2	Christine Fisher	14	Penny Cook				
4	Robert Walker	15	Kristin Zahler				
	Kathryn McCulloch	17	Karen Williams				
5	Thomas Parsons	18	Neil Kerwin				
8	Donya Bundy	19	Terry Morris				
	Liane Haase		Billy Shipler				
	Cindy Simonson	20	Joan Waite				
	Amy Betker-Steffensen	22	Karen Entress				
9	Adam Baumel	23	Ben Shult				
	Paul D Anderson	24	Douglas Davis				
11	Kenneth Smith	27	Shelly Cronin				
	Scott Mansur	30	Michelle Ruosch				
12	Jennifer Hughes		Debra Olson				
	Allison Blackburn		Jody Curtis				
13	Ashley Nelson						
	Jennifer O'Connell						

RPAC Fun Night, at The Armory on May 15, starting at 5:00 P.M. The bar will be open and snacks will be set out. There will be a silent and live auction and we will end the night with an awesome game of KAHOOT! Once again there will be 4-person teams @ \$200 a team. If you don't have a team and want to play, just \$50 per person and we will try and fit you with a team if wanted. We are always looking for event sponsors and donations for the Auction, call and we will pick-up if necessary. And, remember to decorate your space and create that great sign for your team.



Chad Sullivan, Janesville Police Dept. and a member of the JM4C coalition, and **Jane Golberg**, Drug Free Communities Project Coordinator for Janesville Mobilizing 4 Change. (JM4C)

Come and hear how you can keep safe while showing someone their dream home. Hear tips and tricks to make sure you make it home. Did you know that 70% of abused prescription drugs are obtained from family or friends? Learn about a program that can help you and your families and one that you can tell your clients about. Jane will tell us how she can help your sellers safeguard their prescription medications, as they would any other valuable, prior to opening their homes to potential buyers or others by using a home medication lock box. (free, no charge)

Pontiac Convention Center | 2809 N Pontiac Drive

May 1, 2019 | Registration 8:30 a.m. Continental Breakfast at 8:30 meeting starts at 8:45 a.m. Registration Deadline: April 26, 2019

> Membership Meeting Registration Form—May 1, 2019 Please Print Names

NAME	_NAME
NAME	_NAME

Please check here if you require special services to attend. Attach a written description of needs.

WHAT IS RPAC?

RPAC stands for the REALTORS[®] Political Action Committee. A PAC is a legal means by which interested individuals with common goals, like a trade association, ban together for the purposes of political action.

WHAT DOES RPAC DO?

As a real estate professional, RPAC is your PAC. It is the real estate industries vehicle for political success. REALTOR[®] volunteers raise voluntary contributions from other members across the state. These funds are then pooled together and contributed on a nonpartisan basis to candidates for public office who support housing and real estate interests.

70 cents of every dollar raised stays in Wisconsin for state and local elections, with the remaining 30 cents being transferred to the National Association of REALTORS[®] PAC for contributions to federal candidates.

FACTS ABOUT RPAC

- 1. All fund raising efforts and contributions to candidates are administered by a board of RPAC Trustees. Decisions made by the Trustees are submitted to the WRA Board of Directors.
- 2. Funds are disbursed on a nonpartisan basis to Democrats and Republicans alike, based on issues and promotion of the REALTORS[®] legislative agenda.
- 3. RPAC is one of the largest trade association PACs in the United States.

WHY SHOULD RPAC INTEREST YOU?

RPAC is a very important business partner to REALTORS[®] because it means legislative success, Up to 3,000 bills are introduced each session in the state legislature. Elections decide who will be voting on these 3,000 bills. RPAC helps elect the people who write the laws you and your business must live with. Through extensive research and ongoing monitoring, RPAC keeps you informed, involved, and influential in the legislative decisions that are important to you and your business.

ROCK-GREEN REALTORS® ASSOCIATION, INC. ANNUAL RPAC FUNDRAISER 2019 AT THE ARMORY, 10 S. HIGH STREET, JANESVILLE, WI WEDNESDAY, MAY 15, 5:00 P.M. TO 8:00 P.M.



4 PERSON TEAMS, \$200 OR \$50 PER PERSON SILENT AND LIVE AUCTIONS, PROCEEDS GO TO RPAC

CASH BAR AND SNACKS WILL BEGIN @ 5:00 P.M. THE GAME "KAHOOT" AND AUCTIONS BEGIN AT 6:00

Please send payment with form. Checks payable to Rock-Green REALTORS[®] Association. C/C add \$3

DECORATE YOUR AREA AND/OR CREATE THE BEST SIGN AND WIN A PRIZE

TEAM NAME		OFFICE	OFFICE		
PLAYERS					
1.		3.	3.		
2.		4.	4.		
TEAM NAME		OFFICE	OFFICE		
PLAYERS					
1.		3.	3.		
2.		4.	4.		
GUESTS NAMES	2.		4.		
1.	3.		5.		
NAME	C/C #	FX	P 3-Digit code \$		