



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

**A word from your President
 By Jerry Morse**

April is upon us and we can look forward to warmer weather and nature providing us with green grass, blooming plants and fresh air! Let's hope that means more homes are springing up For Sale!

April is Fair Housing month! REALTORS® have supported Fair Housing since 1975 by adopting the Voluntary Affirmative Marketing Agreement that year. As we adapt to changes affecting Fair Housing, REALTOR.org and WRA.org are great resources to update and refresh our skills. Promote your professionalism and support of Equal Opportunity in Housing by using those Trademark logos in your ads.

Because of the Pandemic, REALTOR® & GOVERNMENT DAY is Virtual this year and will be on April 14th. Sign up, participate and let your voice be heard. Our collective voices and the WRA have accomplished a lot to make our job much easier and have protected the right to own, use and enjoy real property.

Happy Easter!

Jerry



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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! Those were some awesome March winds. Now we are in the all famous, April Showers bring May flowers. I don't know about you but I can't wait to get out in my garden.

This is a reminder to register for the Online REALTOR® & Government Day 2021. This is a Zoom event and if you have never been to one, you have got to check this out. This is on April 14 and you can get more info and register at WWW.WRA.ORG/RGDAY I could possibly be up for an IN-person Zoom here at the Association office, Show it on the TV and we can watch as a group? Would anyone be interested??

I would like to personally thank those that participated in our Easter Baskets for ECHO Drive that we recently had. I know there was a lot of goodies dropped off here at the Association and also delivered to ECHO for the kids on Easter.

We are trying to come up with more Community Activities so, if you have any suggestions, Please call me and let me know. We need to show the Area Communities that We Care... Because **That's Who we "R"**

We ask that any persons who are meeting with staff or attending any meetings at the Rock-Green REALTORS® Association please abide by the following rules:

- Maintain six feet of physical distancing from other individuals. Only one person at the counter at a time.
- Wearing a mask is required
- Use hand sanitizer located on the counter before entering the conference room and also when you leave the building.
- Do not come into the premises if you exhibit symptoms of COVID-19.

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.

Friday | 8:30 a.m. – 12:30 p.m.

**ROCK-GREEN REALTORS® ASSOCIATION
2020-2021 ASSOCIATION
COMMITTEE LIST**

BUDGET/FINANCE

Jerry Morse, Co-Chair
Blair Winn, Co-Chair
Neil Kerwin
Colleen Nelson
Connor Fox

BYLAWS

Blair Winn, Co-Chair
Jeff Zuelke, Co-Chair

DINNER DANCE

Diana Stoehr, Chair
Connor Fox, Co-Chair
Rebecca Bittner
Val Eagan
Renaë Henry
Heidi Krenz-Buchanan
Colleen Nelson
Paul Schieldt
Sherri Shaw
Wade Williams
Vicky Kreyer

EQUAL OPPORTUNITY

Colleen Nelson, Chr.

GOLF OUTING

Gary Getchel, Co-Chair
Al Herbst, Co-Chair
Paula Carlson
Deb DeWitt
Devin Elliott
Kaye Fulton
Jeff Myers
Danielle Schmitz
Vicky Kreyer

GOVERNMENT

AFFAIRS/RPAC

Mary Gilbank-Peterson, Chair
Kelly Falk
Connor Fox
Heidi Krenz-Buchanan
Andrea Morse
Shelly Tracy
Macy Walter
Jeff Zuelke

HEALTH & SAFETY FAIR

Kim Nickols, Chair
Lindsey Chrostowski
Kelly Falk
Linda Kleinschmidt
Patricia Leak
Jeff Zuelke
Vicky Kreyer

**MEMBERSHIP/Education/
Program/Communication**

Wade Williams, Membership-Chr
Diana Stoehr, Program Chair
Kelly Falk
Neil Kerwin
Andrea Morse
Verna Saladino

NOMINATION

Jerry Morse, Association Chair
Colleen Nelson
Neil Kerwin
Heidi Krenz-Buchanan
Verna Saladino, MLS Chair
Kelly Falk
Erika Penny
Wade Williams

PERSONNEL

Jerry Morse, Board Chair
Heidi Krenz-Buchanan
Neil Kerwin
Colleen Nelson
Blair Winn
Verna Saladino, MLS Chair

PROFESSIONAL STANDARDS

Wade Williams Chair '13 (T-18)
Mediator (T-)
Paul Schieldt, Mediator '12 (T-18)
Andrea Morse, Griev. Chr '12(T-18)
Ombuds, Verna Saladino 21(T-)
Adam Briggs '12 (T-09)
Julie Budrow '2020 (T-)
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)
Heidi Krenz-Buchanan '20 (T-)
Patricia Leak '20 (T-)
Krista Shortreed '14 (T-13)

ROY/AWARDS LUNCHEON

Tammy Cherry, Chair
Connor Fox, Incoming President
Wendy Bumgarner
Andrea Morse
Colleen Nelson

RECRUITMENT

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

SUNSHINE

Maryann Warden, Chair
Mollie Podwell

YOUNG PRO'S TASK FORCE

Connor Fox, Chair
Ben DeWitt
Deb DeWitt
Kelly Falk
Kristin Hoff-Filak
Neil Kerwin
Heidi Krenz-Buchanan
Mary Ellen Mackey

STRAT PLAN COMMITTEE

Jerry Morse, Chair
Neil Kerwin
Colleen Nelson
Paul Schieldt
Ben Shult
Blair Winn
Jeff Zuelke

CORE STANDARDS COMMITTEE

Jerry Morse - Chair
Colleen Nelson
Macy Walter
Lindsey Chrostowski
Wade Williams
Diana Stoehr
Vicky Kreyer

REALTOR® & GOVERNMENT DAY 2021



**SAVE THE DATE
APRIL 14, 2021
1 – 3 P.M.**

Wisconsin Real Estate was deemed essential, and your participation in the WRA's annual lobbying event is your chance to keep it that way. With the all new virtual format, you can attend and visit lawmakers virtually, all

from the comfort of home. Advocating for a brighter tomorrow has never been easier.

WWW.WRA.ORG/RGDAY

Or, if you do not do Zoom or do not want to watch alone and you would like to participate. You can come to the Association office and I will put it up on the TV and we can watch as a group. I will safely distance us all and bring your masks. There could be snacks???

PROFESSIONAL STANDARDS TRAINING

If you are currently on the Professional Standards Committee or if you would like to be on this committee there is a Mandatory Training that is scheduled for April 8th and April 15th, these start at 9 a.m. to Noon on both days. Part 1 is on the 8th and Part 2 is on the 15th. I have already sent out the Zoom Invite for this training. If you would like to attend this training but you are not on the committee, just send me an email and I will add you to the list. Thank you all for your service.

Ombudsman Training

If you are one of our Ombudsman's your training will be on April 21st on Zoom starting at 1 p.m. to 4 p.m.

COVID-19 and Your Practice

The WRA created a coronavirus resource webpage to provide you the latest resources regarding the pandemic and its effects on real estate practice. These resources range from new developments with real estate law to best practices for hosting open houses during the pandemic. Be sure to visit the webpage often so you can stay alert of the newest developments and understand how to adjust your real estate business in response to the virus.

View COVID-19 Resources:

www.wra.org/coronavirus

MLS INFORMATION

*****Hot Tip:** Did you know you can text listings from Paragon. The text option can be found within the Share link when viewing a listing. The Share link is located within the blue menu bar, to the right of E-mail. Listings can be sent via text to any contact you have saved within Paragon. There is an option to set up a contact on the fly after selecting to text. If you receive an alert stating your mobile number is not configured, simply click on the option given to Configure Settings, and enter your mobile phone number. You need to configure your mobile number just once.

*****Hot Tip 2:** After entering a new listing, you do not have to wait until that listing is received by ShowingTime to enter showing instructions. From the Select an Action drop down, click on ShowingTime to immediately enter full showing instructions. Once the listing is received by ShowingTime the photo and property information from MLS will be added.

*****ShowingTime Change:** The **default** duration for a showing has been reduced from one hour to 30 minutes. If you feel the home you are showing will require more than 30 minutes, you can select a longer window. Listing agents, however, can set a maximum showing duration per listing, so you will not be able to extend beyond what the listing agent has set.

*****Hot Tip - Allow More Showings:** ShowingTime allows you to set the maximum showing duration for your listings. If you feel, for instance, that your listing can easily be shown in 30 minutes, you could set the maximum showing duration to 30 minutes to allow for more showings. You can find this setting from within Paragon. Click on Preferences -> ShowingAssist -> Listings. Select the listing and scroll down to Appointment Restrictions. Look for the Maximum Appointment Length drop down.

*****The default duration for a showing has been reduced from one hour to 30 minutes. If you feel the home you are showing will require more than 30 minutes, you can select a longer window. Listing agents, however, can set a maximum showing duration per listing, so you will not be able to extend beyond what the listing agent has set.**

*****Rule Reminder:** It is against MLS rules to advertise a property listed by another agent/broker without first obtaining permission from that agent/broker. The only exception to this rule is advertising done via an approved IDX site that has been registered with the MLS. IDX sites are only approved if they are controlled by the registered MLS agent/broker, and are clearly identified as being provided by the registered MLS agent/broker. Sites such as Facebook do not qualify as approved IDX platforms. A generic link on Facebook directing viewers to listings on an approved IDX site is allowed. The link should contain no information about, or photos of specific listings. A generic statement such as "Click to see homes in Waunakee" would be allowed.

*****New Listing Reminder:** New listings must be entered into the MLS within one (1) business day of being publicly marketed. If marketing has not yet begun, listings must be entered no later than four (4) calendar days from the effective date (first day of the term) of the listing contract. Entering verbiage in the listing contract to keep the listing off the MLS until a later date is not allowed.

*If a new listing is not ready to be shown, it can be input as either Delayed or Active. If entered as Active, the date showings will be allowed must be entered in the first line of the public remarks. If a listing is not ready to be shown, it cannot be shown by anyone, not even the listing office.

*MLS rules begin on the effective date of the contract. If a listing is to be entered into the MLS as Delayed, or as Active with a notation that no showings are allowed, nobody, including the listing office, can show the property between the effective date and when it is entered in the MLS. **The grace period for MLS entry gives you time to gather information, it does not provide a period of time to show a property if that property will not be available for showings when it hits the MLS.**

SHOWING REMINDER

As the weather starts to warm up and the snow starts to melt. This makes for a muddy mess. Please Respect the home owners by removing your shoes or wear shoe covers.

Thank you, Sue

MLS Officers/Directors

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Rebecca Bittner, MLS 1-Year Director
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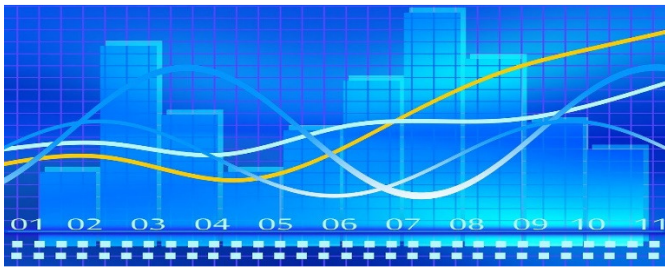
Email: rebeccabittner@gmail.com

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Phone: 608-931-7244

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[Anthony Dransfield 1-year Director](#)
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Rock County Housing Statistics

Madison, Wis.—Strong February housing sales pushed what are typically the three slowest months of the year into record territory. The February sales increased by 5.5% compared to February 2020, which was the last month before the recession began.

This is the second year in a row of record winter sales in the state. Every region of the state experienced record sales this winter, with the strongest growth in the North region, which increased 31.8% over the previous winter months. This shows that buyers remain highly motivated.

One bright spot has been the new construction market. A review of Wisconsin single-family permit data compiled by the U.S. Census Bureau shows an increase of 13.7% in 2020 compared to 2019, and housing permits were up 19% in January compared to 12 months earlier. The number of permits is a reliable predictor of housing starts.

This is the strongest seller's market on record, and it pushed prices up sharply in February. The inventory problem shows no sign of abating. The state had just 2.1 months of available supply in February which is the second straight month of record-low inventory levels.

As the COVID-19 vaccination rate expands, economic restrictions should diminish, allowing for a more complete economic recovery. Preliminary indicators suggest the national economy is growing at a healthy pace. The New York Federal Reserve Bank is projecting that first quarter 2021 real (inflation adjusted) GDP growth will be 8.6%, which is very strong economic growth. A growing economy will continue to stimulate demand for single-family housing this year.

Rock County Housing Statistics—The **median price** for February 2021 is \$181,750 and for the month of February in 2020 it was \$163,000 that was an increase of +11.5% and the **Sales** for February 2021 is 166 and February of 2020 was 146 that was an increase of +13.7%. In February of 2021 there was 1.8 months of **inventory** and in February of 2020 there was 2.8 that was a decrease of -35.7%. Average **days on the market** in February of 2021 was 79 and February of 2020 was 102 that was a decrease of -22.5%.

Statewide Housing Statistics—The median price through February 2021 is \$211,000 and through February of 2020 it was \$190,000 that was an increase of +11.1%. The sales through February of 2021 is 9,124 and February of 2020 was 8,409 that was an increase of +8.5%.

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.



Some Education Opportunities for You!

Power up Your Pricing/PSA certification course
April 1-2, 2021, 8:30 a.m. – Noon
Register: WWW.WRA.ORG/PSA

Get in the "Vacation" Game/RSPS certification course:
April 22-23, 2021 8:30 a.m. – Noon
Register: WWW.WRA.ORG/RSPS

Appraisal CE Spring Courses/Appraisal course spring series in March 2021
Register: WWW.WRA.ORG/2021APPCE

GREAT NEWS

New Legal Hotline Weekend Hours

In a response to member demand, the WRA is expanding the WRA Legal Hotline hours by adding a Sunday afternoon shift from 1:00 p.m. to 4:30 P.m. starting October 4th. Members will no longer have to wait until Monday to get a response to a hotline question that arises after-hours on Friday or over the weekend.

As always, members can submit questions online or by phone and request a phone call, a written response, or both. The WRA knows your transactions do not stop moving just because the WRA office closes at 5:00 p.m. on Friday. To help you keep those transactions moving, a WRA hotline attorney will be available on Sunday afternoons starting Sunday, October 4th.



Wishing all April birthdays the best.

The year seems to be slipping by a little fast again. Events for April: 1st April Fool, 2nd Good Friday, 4th Easter, 21st Administrative Professional Day, 22nd Earth Day (plant a tree), and 26th is the Full Moon.

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

Rock-Green REALTORS® Association is always looking for new members/new offices. New member/office applications can be found online at 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!

New Members:

Dawson Holmberg, Realty Executives Premier
Thomas McLean, Realty Executives Premier
Sierra Eichelt, Realty Executives Premier

Members Transferring:

Angelica Figueroa, Shorewest Realtors to C21 Affiliated (J)
Kristina Shear, Coldwell Banker The Realty Group to Briggs Realty Group Inc.

Office Name Changes:

Realty Executives changed to Realty Executives Premier

Members Leaving:

Tom Zanton, Shorewest Realtors

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 2021
May 13, 2021
Aug 12, 2021
November 11, 2021**

“Thank you Wade Williams for being our orientation instructor in house and on Zoom, very much appreciated.”

RECIPE OF THE MONTH

Glazed Ham Loaf

1 ½ lb. ground ham
1 ½ lb. fresh ground pork
1 1/2 c. bread crumbs
½ c. onion, finely diced
2 eggs, beaten
½ c. milk

Mix well, shape into long loaf shape and place in loaf pan. Bake for 1 ½ hours at 350°. After first ½ hour, baste with glaze and again after 1 hour.

GLAZE:

1 c. brown sugar
1 T. mustard
1 T. water
2 T. vinegar

Mix well and use for basting.

HAM TOPPING:

½ c. sugar
1 egg
½ c. vinegar
Dash of salt
1/2 tsp. dry mustard

Beat egg; and other ingredients. Cook in double boiler until slightly thickened. Set aside to cool
Measure the amount of the mixture and add mayonnaise in an equal amount. Mix well and store in refrigerator.

Note: Keeps well so you can serve as a topping now and as sandwich spread with leftovers after!

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.

The WRA has been in contact with Dane County regarding the impact **Dane County Emergency Order 10** has on showings and open houses. Showings and open houses are still permitted under this order. Masks and social distancing are still a must.

APRIL BIRTHDAYS

1	Lori Emerson
	Ashley Ormes
	Joshua Eastman
3	Chad Sullivan
8	Scott Bever
	Laurie Huml Eckert
9	Deb Dongarra
	Kathleen Stumpf
13	Peggy Cadd
14	Mandy Lux
	Kyle Chrostowski
15	Margo Berke
	Suzette Hughes
17	Colleen Meyer
18	Bill Newcomb
	Joshua Ellett
21	James Oberg
25	Benjamin DeWitt
26	Sam Tesar
	Ben Rein
	Melissa Pergolski
27	Jerry Morse
28	Kelly Falk
	Amy Kehl-White
30	Fred Gensmer

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

Appraiser Request:

With the ongoing COVID pandemic, appraisers are having to rely more on MLS photos for property condition. While the interior photos are generally more than sufficient, it is the exterior photos that we need help with. When possible, please provide photos of all four sides of the exterior along with any exterior amenities. Thank you.



DATES TO REMEMBER 7



APRIL 2021

- April 06, Young Professionals meeting, Assoc. 11 a.m.
- April 08 Pro. Standards Training, Zoom Pt. 1, 9 a.m. to noon
- April 14, MLS B.O.D meeting, Assoc/zoom 9 A.M.
- April 14, Virtual Realtor & Gov't Day, 1 – 3 P.M.
- April 15, Pro. Standards Training, Zoom Pt. 2, 9 a.m. to noon
- April 21, Assoc. B.O.D. meeting, Assoc/ZOOM 8:45 a.m.
- April 21, Pro. Standards Ombudsman Training, Zoom 1-4 p.m.

UPCOMING EVENTS

- May 13, New Member Orientation, 9 A.M.
- May 19, Assoc. B.O.D. meeting, Assoc/Zoom 8:45 a.m.
- May 31, Assoc. Office Closed for Memorial Day

ATTENTION All you photo takers! WE are creating a NEW Association Web Site and would like to Highlight some of your photos. Just submit your photos of Rock and Green County Community events, landscapes, wildlife and such. Just remember no Real Estate photos or anything that would include your signage. Please submit them (with a little description) to the Association either to Sue or Vicky.
Vicky@RockGreenRealtors.org or
Sue@RockGreenRealtors.org HAPPY SNAPPING!

MAY BIRTHDAYS

2	Christine Fisher	13	Ashley Nelson
4	Robert Walker		Jennifer O'Connell
	Kathryn McCulloch	14	Penny Cook
5	Thomas Parsons	17	Karen Williams
	Penny Hansen	18	Neil Kerwin
6	Leila Roehl		Amy Betker-Steffensen
	Jorden Ludeking-McLean	19	Terry Morris
8	Donya Bundy	23	Ben Shult
	Liane Haase	24	Douglas Davis
	Cindy Simonson	27	Shelly Cronin
9	Adam Baumel	30	Michelle Ruosch
	Paul D Anderson		
11	Kenneth Smith		
	Scott Mansur		

