



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

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A word from your President By Connor Fox

Hi everyone! Spring has sprung! (Almost, I think?) I am definitely looking forward to warmer weather. Let's hope the warmer weather brings more homes to the market.

Dip into your spheres and try and get some listings? That is still going to be our biggest hurdle for 2022. There are still buyers out there. Even with climbing interest rates, buyers who want to buy are still going to buy. There may be some fluctuation in what that buyer can afford with interest rates increasing, but motivated buyers will still find a way to buy a home. I think that it is imperative that agents work together to get deals put together even if we continue in the direction of low inventory and climbing interest rates.

The Board of Directors voted to rename the Community Family Fun Fair Committee to the Community Involvement Committee. The Fun Fair is still going to continue to be an annual event but now the committee is going to be tasked with making sure that Rock-Green REALTORS® Association is out in the community. If an organization asks the association for volunteers, the Community Involvement Committee is going to be the committee in charge of getting volunteers. Another goal of the committee is to plan several events throughout the year to fundraise for different organizations in our community. First up for this year is going to be an association bags tournament so be on the lookout for more information on that!

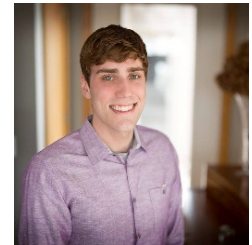
If anybody is looking to get more involved with the association, don't hesitate to reach out to Vicky, Sue or Myself. We'd be more than happy to help!

As Always, I am reminding everyone again to not forget about continuing education! Make sure to get this done before the end of the year. I know many agents already have it completed which is great!

All the best,



Connor



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PRESIDENT

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connorfox@c21affiliated.com

PRESIDENT-ELECT

Verna Saladino
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verna@thebriggsrealtygroup.com

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morserealestate@hotmail.com

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macywalter@shorewest.com

Stephanie Mawhinney | 1-year term
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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! Well, we are hopping into April and the weather is certainly looking like it. Warm today and cold and rainy the next. Hopefully, we will turn the corner soon and have some great days ahead.

We had our first Community Involvement Committee meeting. We had 9 folks attend that meeting and many plans were discussed. Look for information on a Bags Tournament and this year's Family Fun Fair. These are two of the events so far for 2022 along with the possibility of Spring Clean-up days and group volunteer activities. We can always use more help on this committee with volunteering or in the planning stages. We want to take this committee to new heights and show the communities that we live in that we do care because **"That's Who We R"** If you are interested in having some fun while helping folks in our communities then this new committee is for you! Our next meeting is on April 13th at noon here at the Association office. Please join us. Any questions please call me at (608) 755-4854

We are also planning our Membership Meetings for the year. If you are interested in helping us out on this, please call the Association office for more information.

Easter Basket Plus Drive 2022

This year's Easter drive is being extended to include the normal candy, baskets and basket fillers. We are also asking for donations of Non-perishable food items, peanut butter and jelly, mac & cheese and/or kid friendly snacks along with your baskets. You don't want to shop? We will accept monetary donations as well. ECHO is also very shy on volunteers, if you have a spare hour or two a few days a week, they can sure use your help. Please call Fran at ECHO, 608-754-5333

Thank you for your support for our communities because you know "That's Who We R"

IMPORTANT NUMBERS

Association AE Office	(608) 755-4854
MLS/Membership Office	(608) 755-4841
Association FAX #	(608) 755-4843
e-mail Association Executive	Vicky@RockGreenRealtors.org
e-mail Member Services	Sue@RockGreenRealtors.org
Web Site	www.rockgreenrealtors.org
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
Rena 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
Stephanie Mawhinney
Sarah McLean
Andrea Morse
Paul Schieldt
Macy Walter
Jeff Zuelke

Community Involvement

Kim Nickols, Co-Chair
Kelly Falk, Co-Chair
Linda Kleinschmidt
Heidi Krenz-Buchanan
Patricia Leak
Stephanie Mawhinney
Sarah McLean
Kathy Schultz
Kierra Wilson
Lynette Wurth
Vicky Kreyer

**MEMBERSHIP/Education/
Program/Communication**

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

NOMINATION

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

PERSONNEL

Connor Fox, Association Chair
Jerry Morse
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
Verna Saladino, 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

Did you know....That there are many Membership Benefits for all REALTOR® Members and Affiliate members. Here is a list of some of them.

MEMBERSHIP BENEFITS	member	Affiliate
Discounts for WRA Education	X	X
Discounts for WRA Events	X	X
Housing Statistics	X	X
Inman Select Subscription	X	X
Legal Update Newsletter	X	X
Legal Hottips	X	X
Legislative Representation	X	X
Statewide Referral Database	X	X
Local MLS Access	X	
Tech Hottips	X	X
Toll-free Legal Hotline	X	X
Weekly Email Updates	X	X
Wisconsin Real Estate Magazine	X	X
WRA Exclusive Partners	X	
WRA Online Resources	X	X
zipForm Access	X	

BE A NATIONAL LEADER IN 2023

The National Association of REALTORS® (NAR) recently adopted a new governance structure that establishes the composition of its board of directors, executive committee, regional vice presidents and leadership team. In addition to changes in structure, new requirements and qualifications have been added for state and local association representatives on the NAR Board. Under the new system, states will be allocated a specific number of Nar directors to represent the state association and larger local boards. In addition, the 'WRA must appoint two new NAR Directors: *One director representing medium size boards (500 to 1,999 members) *One director representing small boards (1 to 499 members) Rock-Green does fall into the small local board category.

CALL FOR VOLUNTEERS

The WRA is now seeking members interested in serving as NAR directors representing medium and small boards. This Process Includes:

*Certifying board size: NAR will certify the membership count in all bards as of July 31, 2022.

*Applications: Members interested in serving you must complete the online application and return it to Sandy Bolgrihn at sandyb@wra.org by Aug. 15, 2022.

*Terms: Those members selected will begin serving a one- or two- ear term beginning in January 2023.

REMINDER FOR WRA SERVICE

As a reminder, you will also need to apply for a NAR committee for service beginning in 2023. Apply online at www.narl.realtor/national-leadership/committee-members-liasons/committee-selection-process

MLS INFORMATION:

*** In an effort to promote the highest level of professionalism and cooperation, we strongly recommend the following best practices regarding setting a future date for presentation of, review of, or response to an offer:

Buyer Agents:

1. It is best to submit offers in a timely manner, and not wait until the deadline. The seller is free to change their mind, and the date set for presentation/review/response could change at any time.
2. Communicate with the listing agent if you will be writing an offer, and ask to be notified if the date changes.

Listing Agents:

1. If a seller desires to set a specific date for presentation of, review of, or response to offers, it is best to document this in writing, preferably in the listing contract.
2. Discuss with your seller how to handle offers written with binding acceptance dates prior to the set date for presentation/review/response.
3. If the seller changes their mind and wishes to review/accept an offer before the set date, it is best to document this change in writing, and update the MLS remarks as soon as possible. The seller and the listing agent should recognize that reviewing/accepting an offer before the stated future date puts cooperating agents in an unfavorable position because other buyers may become angry if they rely on the MLS information only to discover another offer has been accepted.
4. Notify all agents who have shown the property, have upcoming showing appointments, and who have expressed interest, as to the new presentation/review/response date. This can easily be done via ShowingTime Appointment Center (select listing and select Send Notifications).

*** **Photo Reminder:** Photos loaded into Paragon should not contain office/agent names, logos, or contact information. Please take photos from an angle to avoid your for sale sign, or from an angle such that your sign is not readable. If this is not possible, please edit your photo to blur or cover the sign before loading it into Paragon. This rule extends to unbranded virtual tours loaded into Paragon as well.

*** Did you know you can track the number of times your listing is viewed by agents and consumers via Paragon? To access this information, pull up your listing via Listings -> Maintain, and click on Select an Action. From the Select an Action box, choose View

Activity Report. Within the report there is a link that defines the statistics displayed.

Listing Statistics	
Matched Saved Searches 6	Total Hits 2914
Matched Contacts 3	Agent Hits 1544
Property Details Viewed 2914	Unique Agent Hits 1070
Views from Email 603	Clients Hits 1370
Favorite/Possible/Cart 65	Unique Client Hits 982
Emailed from System 1413	

Thank you, Sue

MLS Officers/Directors

Wade Williams, President
Phone: 608-289-7912
wadeway@gmail.com

[Kathleen Stumpf, Treasurer](#)
Phone: 608-754-2121
kstumpf@shorewest.com

Chris Burton, Secretary
Phone: 608-758-9779
burtonc@firstweber.com

Ben Rein, 1-Year Director
Phone: 608-295-7917
benreinrealty@gmail.com

Eric Kim, 1-Year Director
Phone: 608-884-8468
eric_kim1987@yahoo.com

[Alexandra Bowers, 1-Year Director](#)
Phone: 608-757-2862
alexandra@zteam1.com

Andrea Morse, 2-Year Director
Phone: 608-754-5300
amorse@ymail.com

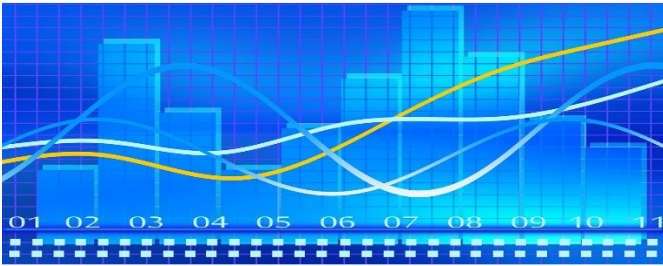
Gloria Singer, 1-Year Director
Phone 608-755-5400
gloria@thebriggsrealtygroup.com

Rebecca Bittner, 2-Year Director
Phone: 608-741-1000
rebeccabittner@gmail.com

Charla Piper, 1-Year Director
Phone: 608608-754-2121
cpiper@shorewest.com

Kimberly Govert-Meris, 1-Year Director
Phone: 608-365-1481
kgmeris@c21affiliated.com





Rock County Housing Statistics

Madison, Wis.—February home sales slipped 4.7% compared to February 2021 as inventories continued to tighten in 2022. With demand conditions remaining strong, the statewide price rose 9.3% over the past 12 months to \$235,000. On a year-to-year basis, existing home sales were down 3.8% compared to the first two months of 2021, and the median price increased 10.5% to \$233,750.

The Wisconsin Housing Affordability index measures the percent of the median-priced home that a typical buyer with median family income can purchase assuming 20% down and the remaining balance financed with a 30-year fixed-rate mortgage at current rates. The index stood at 182 in February, which is down from a value of 220 in February 2021, a 13.7% reduction in affordability. Rising mortgage rates and higher home prices have definitely eroded the affordability of the state's existing homes.

Brad Lois, 2022 Chair of the WRA Board of Directors, **STRONG WINTER SALES:** "Even with very low housing inventory, this has been a very strong winter season for home sales. REALTORS® closed more than 16,000 homes between December and February, which is only about 1% lower than the all-time record for winter sales, which was recorded last year."

Michael Theo, WRA President and CEO tells us, **HOME PRICE APPRECIATION EXCEEDS INFLATION:** "Housing is often the largest asset owned by homeowners and even during these highly inflationary times, home appreciation has exceeded the overall inflation rate. Buyers do need to move quickly in this tight market with a qualified offer and ready financing."

Dave Clark, Marquette University Economist and WRA Consultant, **INFLATION PROBLEM INTENSIFIES:** "Inflation has been a steadily growing problem due to stimulus sending, labor shortages and supply chain disruptions, and the war in Ukraine has exacerbated the inflation problem by spiking energy prices. In its March meeting, the Fed took decisive action, announcing its first quarter percent increase in the federal funds rate since 2018. It further signaled its intention to tame inflation by enacting additional quarter point rate hikes at each of its next six meetings. Getting inflation under control is critical, hopefully without triggering a recession. Until inflationary pressures subside, we can expect to see higher mortgage rates."

Rock County Housing Statistics—The median price for February 2022 is \$195,000 and for the month of February in 2021 it was \$181,750 that was an increase of +7.3% and the **Sales** for February 2022 is 131 and February of 2021 was 166 that was a decrease of -21.1%. In February of 2022 there was 1.9 months of **inventory** and in February of 2021 there was 2.0 that was a decrease of -5.0%. Average **days on the market** in February of 2022 was 80 and February of 2021 was 79 that was an increase of +1.3%.

Statewide Housing Statistics—The median price through February 2022 is \$233,750 and through February of 2021 it was \$211,500 that was an increase of +10.5%. The sales through February of 2022 is 8,944 and through February of 2021 was 9,294 that was a -3.8% change.

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.

**RPAC
CORNER**

My brother is a REALTOR.
He greets me with...

"Hey Bro, house it going?"

Did you know... That RPAC is also a benefit of REALTOR® membership? The best definition of "benefit," according to the Merriam-Webster dictionary, is "something that produces good or helpful results or effects or that promotes wellbeing." When you consider the long-term legislative success at the national, state and local level through our advocacy efforts, it's easy to conclude that contributions to RPAC "produce good or helpful results."

At the national level, the NAR advocacy team worked tirelessly to protect and benefit the real estate sector and even during the pandemic, made progress on many priorities. One was that NAR was instrumental in ensuring that federal rental assistance was well funded to help tenants and landlords during the eviction moratorium.

At the state level, the list of accomplishments is impressive as well. Over the last 10 years, WRA members as well as homeowners and property owners have benefited significantly from member investments in RPAC. RPAC keeps real estate professionals informed, involved and influential regarding legislation important to their industry.

April



Wishing all April birthdays the best!

April Events: 1st April Fools day, 16th Full Moon, 17th Easter, 22nd, Earth Day, and the 27th Administrative Professionals Day.

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.rockgreengreentors.org Forms Library (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:

Gregory J Hill, U.S. Bank
 Hany Fugate, U. S. Bank
 Geri McCluskey, JIT Realty
 Renae Becker, Brayson Realty LLC
 Anne Chapman, Century 21 Affiliated (B)
 Lindsay Wester, Keller Williams Realty Signature
 Ryan Simons, Simons Realty Group
 Justin Winkofsky, Shorewest Realtors
 Edward Calusinski, Magnum Realty
 Josh Johnson, Vertical Inspections Inc.

New Offices:

U.S. Bank, Dubuque, IA and Janesville, WI
 Simons Realty Group
 Magnum Realty
 Vertical Inspections Inc.

Members Transferring:

Timothy Shortreed left Old National Bank to PremierBank

Offices Leaving:

The Ellefson Group

Members Leaving:

Richard Ellefson, The Ellefson Group



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 2022

May 12, 2022

August 11, 2022

November 10, 2022

"Thank you Wade Williams for being our orientation instructor, very much appreciated. Thank you to Beth Hanthorn for participating with Wade."

RECIPE

Glazed Ham Loaf Something Different

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



Mix well, shape into long loaf shape and place in a 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
 Dash of salt
 ½ tsp. dry mustard

Beat egg; add 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 a sandwich spread with leftovers after!



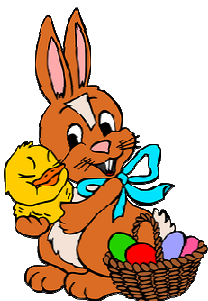
APRIL BIRTHDAYS

1	Lori Emerson
	Ashley Ormes
	Joshua Eastman
3	Chad Sullivan
8	Scott Bever
	Laurie Huml Eckert
9	Deb Dongarra
	Kathleen Stumpt
10	Agim Mahmudi
11	Flor Chavez
13	Peggy Cadd
14	Mandy Lux
	Kyle Chrostowski
15	Margo Berke
	Suzette Hughes
17	Colleen Meyer
18	Bill Newcomb
21	James Oberg
25	Benjamin DeWitt
26	Sam Tesar
	Ben Rein
	Melissa Pergolski
27	Jerry Morse
28	Kelly Falk

**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 2022

April. 20, Assoc. B.O.D meeting, Assoc. Office 8:45 A.M.

April 28, MLS B.O.D. mtg, Assoc. office @ 9 A.M.

UPCOMING EVENTS 2022

May 12, New Member Orientation, Assoc office @ 9 A.M.

May 18, Assoc. B.O.D. meeting, Assoc. Office 8:45 A.M.

May 30, Memorial Day, Association office will be closed



MAY BIRTHDAYS

1	Holly Van Veen	11	Kenneth Smith
2	Christine Fisher		Scott Mansur
4	Robert Walker	13	Ashley Nelson
	Kathryn McCulloch		Jennifer O'Connell
	John Van Veen	14	Penny Cook
5	Thomas Parson	17	Karen Williams
	Penny Hansen	18	Neil Kerwin
6	Leila Roehl		Amy Betker-Steffensen
	Jorden Ludeking-McLean	19	Terry Morris
8	Donya Bundy	22	Cortney Sisson
	Liane Haase	23	Ben Shult
	Cindy Simonson	24	Douglas Davis
9	Adam Baumel	26	Lynnette Wirth
	Paul D Anderson		Justin Winkofsky
	Anne Chapman	27	Shelly Cronin
		30	Michelle Ruosch

SAVE THE DATES

(events we have scheduled so far this year)

July 24, Rock-Green Bags Tournament, Sammy's Hill Top
24 – 2-person teams, More Details coming soon

August 10, SkyCarp Ball Game. RPAC Fun Day
Details will follow soon

August 18, Proposed date for RockGreen Annual Golf Outing
Details will follow soon

October 2nd thru 4th, WRA Annual Convention @ the Kalahari
Watch for details and registration information

October 22, Annual Fun Fair, Emmy's, Noon to 3
Registration form coming soon,

November 2nd, "RPAC After 5" Annual RPAC Fundraiser
Held at The Barn on Prairie, starting at 5 P.M.

I will update this schedule monthly as we add/remove events and add details to an event. Watch your emails and newsletters for more information as it becomes available.