



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

4451 Woodgate Drive, Suite 100  
 Janesville, WI 53546  
 Office: 608.755.4854  
 Fax: 608.755.4843

## A word from your President By Connor Fox

August already, wow! I feel like a broken record, I say this every month, but I cannot believe that this year is going this fast. 2022 is more than half over which is crazy to think about.

Interest rates are still hovering around 6% the last I checked. Obviously, that all depends on credit and how much down payment there is. 6% is still a great interest rate but nothing compared to the 2's and 3's we were seeing. I did just close on a property with a buyer that was able to get a 7-year ARM at 4.25%. That was my first adjustable rate that I closed on. Has anybody else been seeing ARM's more frequently? They can be a great option especially if a buyer can get a longer term length before the rate adjusts.

Just a couple quick announcements! Thank you to those who attended the Beloit SkyCarp game for RPAC on August 10<sup>th</sup>. More information will be coming out about the Community Involvement Committees Fun Fair in October so keep an eye out for that.

Don't forget about continuing Ed! The deadline is fast app4roaching. I envy anybody who has it completed already!

And as always, if anybody is interested in getting more involved with the Association, don't hesitate to reach out to Sue, Vicky or myself.

All the best,

Connor



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\*=Inserted Page

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## EXECUTIVE COMMITTEE

### PRESIDENT

Connor Fox  
756-4196  
connorfox@c21affiliated.com

### PRESIDENT-ELECT

Verna Saladino  
755-5400 |  
verna@thebriggsrealtygroup.com

### TREASURER

Jennifer O'Connell  
756-3932 |  
joconnell@realtyexecutives.com

### SECRETARY

Tammy Cherry  
754-2121 | tcherry@shorewest.com

### LOCAL DIRECTORS

Jerry Morse | Past President  
754-5300 |  
morserealestate@hotmail.com

Kevin O'Leary  
741-1000 | kevinoleary6@gmail.com

Neil Kerwin  
365-7791 | neilkerwin13@gmail.com

Donya Bundy  
815-282-2222 |  
donyabundy@yahoo.com

Sarah McLean  
756-3932  
sarahmclean@realtyexecutives.com

John Mansur  
728-7801 | john@davemansur.com

Stephanie Mawhinney  
1-year term  
754-0700 | scm@knightbarry.com

### ROCK-GREEN STAFF

Vicky Kreyer | Association Executive  
608-755-4854  
Vicky@rockgreenrealtors.org

Sue Cook |MLS/Membership  
Administrator  
608-755-4841  
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:



Happy Summer All! I sincerely wish everyone a happy and safe summer. Great vacations and maybe a camping weekend getaway. Good times with family and friends. Please be safe on the highways and water activities.

We have a few tickets left to sell for the August 10<sup>th</sup> Sky Carp ballgame. We have reserved the Coors Light Chill Zone which is exclusively reserved for our group. We only had 125 tickets to sell so if you still need one, call today. \$50 will get you a ticket, the party deck, food and a donation to RPAC. More information is in this issue of "*The Real Scene*".

### We have a few Events coming up in the near future.

August 4<sup>th</sup> is the Golf Outing, Glen Erin and dinner at the Celtic House. August 10<sup>th</sup> is the SkyCarp Ballgame at the ABC Supply Stadium in Beloit. August 11<sup>th</sup> is the New Member Orientation class that is for all new members. September 22 is the Installation for the new slates of officers. There is the WRA Annual Convention that is at the Kalahari this year. October 2 – 4. The Annual Fun Fair at Emmy's on October 22, noon to 3. Then November 2 is the Annual RPAC Fundraiser. This will be at The Barn on Prairie. I hear some great auction items are coming in. Great Food! Great Music! And most of all, A Great Time! Don't miss it. More information to come very soon. Put on your calendars, Early December we are planning our annual event. More information to come!!!

### 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.**

### COMING SOON!!!

**Watch for the date when we put our new and refreshed Association WEBSITE live.**



**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  
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  
Lynnette Wirth  
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  
Jennifer O'Connell  
Tammy Cherry  
Neil Kerwin  
Wade Williams, MLS Chair  
Kathleen Stumpf  
Chris Burton

**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  
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

## SAVE THE DATES

August 4, Rock-Green Annual Golf Outing. Golf at Glen Erin & dinner following at The Celtic House

August 10, SkyCarp Ball Game. RPAC Fun Day  
6:30 p.m. game time

October 2<sup>nd</sup> thru 4<sup>th</sup>, 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 2<sup>nd</sup>, "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. New events will be in bold print.

## 2022 Family Fun Fair

We are currently planning this year's Fun Fair to take place on October 22. We have picked a recipient of dollars raised. We have chosen, Emmy's Wish (pronounced Emma). Emmy's Wish was created out of Love and Family. Emmy was diagnosed with Germ Cell Tumor Cancer on February 2, 2018. Emmy was 10 months old. Her battle has covered more than half of her life. When they received the news that after three rounds of Chemotherapy and countless efforts that the Tumor was going to win this battle, they reached out to the Make a Wish Foundation. They wanted Emmy to have some much needed fun and family time before the end. The Make a Wish Foundation informed them that she was too young to be granted a Wish. The child must be at least 2 ½ years old to qualify. They knew at that moment what their mission in life was. They are here to grant wishes to all families with young children that do not qualify for the Make a Wish Foundation. They know from experience what a difference it makes to a family to have that time with their loved ones. These wishes are not just for the child with cancer but also for the siblings and parents. A Wish like this helps bring some joy and fun back into their lives if even for a couple of days. Their mission is to make sure NO child goes without the "Wish" they so deserve. For Love and Family are what makes this world go round.

If you are creative or would like to help set-up or tear-down or help in any way, please give me a call. We need a lot of volunteers to make this a successful event and to do that we need your help. We also need Auction Items, can be an item or a basket or a monetary sponsor it all helps. Thank you.

This is a REALTOR® branded event so it looks great in the community if we have REALTOR® help. Won't you volunteer today after all That's Who We "R"

## MLS INFORMATION:

\*\*\* If you have a listing that is not mapped correctly, it may be missed if an agent is searching by map. Please make it part of your routine to always check the map placement when adding a new listing. If the map placement as assigned by Paragon is not correct, you can adjust it under Listing Maintain – Change GeoCode. When the map displays under maintain, click on the red map placement marker and move it as needed. Switching to a bird's eye view (click the down arrow next to the word Road in the upper left corner) and using the zoom feature helps to pinpoint the exact location. There is also an option to enter the latitude and longitude. Before clicking Save, you may want to zoom out a bit as the zoom level will also be saved. If you are not familiar with the location of a property, the CRS tax program can help you pinpoint it exactly using the latitude and longitude. Click on the red T from the listing to pull the property up within the CRS tax program. The Latitude/Longitude are the last field within the Location section. Copy and paste into the Change GeoCode option within listing maintain.

\*\*\***Seller Concessions Field:** The Seller Concessions field is an alpha/numeric field, and allows room for not only the amount of a sale concession, but also a short description of the concession. Appraisers find it helpful to not only have the amount of the concession, but a description as well. While we all like chatting with appraisers, sometimes the call to explain a concession for a past sale comes at an inconvenient time. Minimize appraiser calls by including what the concession was when closing out a property. In the current seller's market, we are seeing sale concessions being offered by the buyer. If the buyer has paid a sale concession (i.e. seller's closing costs), please use the Seller Concession field to report, but indicate **Buyer Concession** (and a description) after the concession amount.

\*\*\* When entering a comp sale (listing sold outside MLS), instead of just entering "sold comp" in the remarks, please include features of the property that are not addressed in our pick lists, especially if there is something unique. Accurate and complete data makes our MLS database more useful for everyone using it. Thank you!

\*\*\* Do you have contacts in Paragon for whom you would like to preview listing matches before sending?

\*\*\* **If you use Collab Center, you can set up the contact for Agent Preview.** Open the contact, go to Contact Information, select Agent Preview from the Collab Center Search Options located in the top left, and click Save. When a listing notification is sent, it will come to you first to Approve or Disapprove in Paragon. This approval/disapproval can be done directly from the contact grid.

\*\*\***If you use Email Notification, you can edit the notification so it is only sent to you.** Open the contact, click Buyer Activity, click the search name, and then click Email Notification 1. Click the Edit Notification button at the top. Remove the contact's email address, check the Bcc Me box, and click Save. Be sure you clearly identify the contact

in the subject line so you know who to forward the email to when you receive it.

### \*\*\* (PLEASE) No Showings Means No Showings

If a listing is not ready to be shown, it cannot be shown by anyone, not even the listing agent/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 agent/office, can show the property between the effective date and when it is available for all to show. 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.

*Thank you, Sue*

## MLS Officers/Directors

Wade Williams, President  
Phone: 608-289-7912  
[wadeway@gmail.com](mailto:wadeway@gmail.com)

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

Chris Burton, Secretary  
Phone: 608-758-9779  
[burtonc@firstweber.com](mailto:burtonc@firstweber.com)

Ben Rein, 1-Year Director  
Phone: 608-295-7917  
[benreinrealty@gmail.com](mailto:benreinrealty@gmail.com)

Eric Kim, 1-Year Director  
Phone: 608-884-8468  
[eric\\_kim1987@yahoo.com](mailto:eric_kim1987@yahoo.com)

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

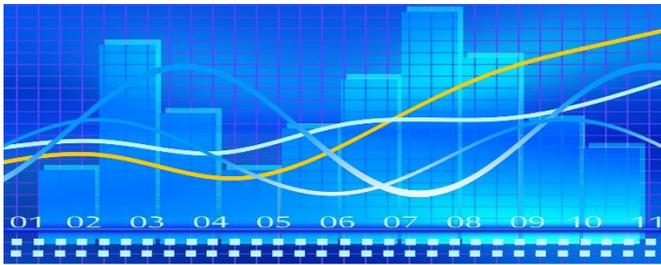
Andrea Morse, 2-Year Director  
Phone: 608-754-5300  
[amorse@ymail.com](mailto:amorse@ymail.com)

Gloria Singer, 1-Year Director  
Phone 608-755-5400  
[gloria@thebriggsrealtygroup.com](mailto:gloria@thebriggsrealtygroup.com)

Rebecca Bittner, 2-Year Director  
Phone: 608-741-1000  
[rebeccaibittner@gmail.com](mailto:rebeccaibittner@gmail.com)

Charla Piper, 1-Year Director  
Phone: 608608-754-2121  
[cpiper@shorewest.com](mailto:cpiper@shorewest.com)

Kimberly Govert-Meris, 1-Year Director  
Phone: 608-365-1481  
[kgmeris@c21affiliated.com](mailto:kgmeris@c21affiliated.com)



## Rock County Housing Statistics

**Madison, Wis.**—Declining state inventories continued to hinder sales while driving home prices higher. Existing home sales fell 11.1% in June 2022 compared to June 2021, and the median price rose to \$280,000, a 9.4% increase over that same period. June is routinely the strongest month for sales in the state, accounting for 11.6% of annual closings in a typical year.

**Brad Lois**, 2022 Chair of the WRA Board of Directors, **HOUSING MARKET REMAINS TIGHT:** “We have historically low inventory throughout the state, which is limiting sales and driving up prices. Even in an environment of rapidly rising mortgage rates, demand remains strong, and homes are moving quickly. This trend is likely to continue, at least through the peak market in the summer.”

**Michael Theo**, WRA President and CEO tells us, **DEMAND PRESSURE SHOULD START MODERATING BY THE END OF 2022:** “REALTORS® report the reduction in affordability has already begun to price some buyers out of the market. With mortgage rates on an upward trajectory, we expect the seller’s market to start to weaken by the end of the year.”

**Dave Clark**, Marquette University Economist and WRA Consultant, **EXPECT HIGHER MORTGAGE RATES AS THE FED RAISES SHORT-TERM RATES:** “Inflation is not yet contained as indicated by the preliminary June inflation estimate of 9.1%. The Fed is likely to increase its upward pressure on short-term interest rates to lower these strong inflationary pressures. A full 1% increase of the Federal Funds Rate is increasingly likely in the late July meeting of the Fed’s Federal Open Market Committee. While this will definitely increase mortgage rates in the short term, it’s necessary to prevent inflation from getting embedded in the economy and driving mortgage rates into the double digits as was the case in the early 1980’s.”

**Rock County Housing Statistics**—The median price for June 2022 is \$250,000 and for the month of June in 2021 it was \$205,000 that was an increase of +22.0% and the Sales for June 2022 is 234 and June of 2021 was 251 that was a decrease of -6.8%. In June of 2022 there was 2.9 months of inventory and in June of 2021 there was 3.0 that was a -3.3% change. Average days on the market in June of 2022 was 60 and June of 2021 was 60 that was a 0% change.

**Statewide Housing Statistics**—The median price through June 2022 is \$260,000 and through June of 2021 it was \$236,000 that was an increase of +10.2%. The sales through June of 2022 is 37,034 and through June of 2021 was 39,795 that was a -6.9% 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.

## Rock-Green REALTORS® Association Official notification of the 2022-2023 Nominating Committee Report

The Nominating Committee met on Mon. August 1, 2022. The committee members in attendance were, Connor Fox, Wade Williams, Katie Stumpf, Chris Burton and Rebecca Bittner

Need Motion to recommend approval of the following Slate for the 2022-2023 fiscal year:

ASSOCIATION OFFICERS	
President	Connor Fox
President Elect	Jeff Zuelke
Treasurer	Jennifer Moran
Secretary	Tammy Cherry
ASSOCIATION DIRECTORS	
1-Year Director	Barb Palmby
1-Year Director	Kevin O’Leary
1-Year Director	Kelly Falk
1-Year Director	Lynnette Wirth
1-Year Director	John Mansur
1-Year Director	Jennifer O’Connell
1-Year Director	Kassandra Dixon
1-Year Affiliate	Tammy Kolovitz

MLS OFFICERS	
President	Wade Williams
President Elect	Katie Stumpf
Treasurer	Chris Burton
Secretary	Rebecca Bittner
MLS DIRECTORS	
1-Year Director	Kimberly Govert-Meris
1-Year Director	Eric Kim
1-Year Director	Charla Piper
1-Year Director	Andrea Morse
1-Year Director	Ben Rein
1-Year Director	Roz Voegeli
1-Year Director	Mike Skog
1-Year Director	Patricia Leak

**The Annual (Election) will take place the week of August 29, 2022. This will be an online vote, please watch your emails for this important vote.**

Per Article XI, Section 4 of the Bylaws, the report of the Nominating Committee shall be provided to each member at least three weeks preceding the election. Additional candidates for the offices to be filled may be placed in nomination by petition, signed by at least 20% of the REALTOR® membership eligible to vote. The petition shall be filed with the AE or the Secretary at least two weeks before the election. The AE or Secretary shall send notice of such additional nominations to all members eligible to vote before the election. Note: Petition forms are available at the Association Office.

August, my goodness where has this year gone?

Wishing all August birthdays the best!

August Events: 4<sup>th</sup> Golf Outing, 11<sup>th</sup> Orientation and Full Moon, 17<sup>th</sup> BOD Meeting, and the 25<sup>th</sup> MLS Board of Directors Meeting.



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](http://www.rockgreenrealtors.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:

Victoria France, Blackhawk Bank  
Shane Hartje, Envoy Mortgage  
John Brueske, Agent Photo Online LLC  
Kevin Horstman, Berkshire Hathaway HomeServices Crosby Starck Realtors

### New Offices:

Agent Photo Online LLC  
Envoy Mortgage

### Offices Leaving:

Kardale Appraisals  
JIT Realty

### Members Leaving:

Josh Bohling left BHHS Crosby Starck Real Estate  
Nicole Davis left Right Choice Realty  
Karen White left Kardale Appraisals  
Kyle Chrostowski, Briggs Realty Group Inc.  
Lindsey Chrostowski, Briggs Realty Group Inc.  
JR Sheldon, JIT Realty

**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

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."**



# RECIPES

## Fruit Salad with Poppy Seed Dressing

### DRESSING:

1c. plain yogurt  
½ c. mayonnaise  
4 T. sugar  
4 T. poppy seeds  
2 T. white wine vinegar

### SALAD:

2 lg. heads lettuce  
2 pt. strawberries, hulled & sliced  
2 c. seedless green grapes, cut in half  
4 avocados  
Juice of 1 lemon

Mix all ingredients for dressing and refrigerate until ready to use. Rinse lettuce, drain on paper towels and refrigerate. Prepare strawberries and grapes; refrigerate. Peel and slice avocados; gently toss in lemon juice to prevent browning. Arrange lettuce on large serving platter. Arrange other items on lettuce. Spoon dressing over fruit when ready to serve.  
Yield: 8 to 10 servings.

## Indian Summer Salad

1 (6 oz.) pkg. orange Jello  
2 c. boiling water  
1 (6oz.) can frozen juice, thawed  
1 c. crushed pineapple (undrained)  
1 (11 oz.) can mandarin oranges, drained  
1 pkg. whipped topping mix  
1 pkg. instant lemon pudding mix

Dissolve gelatin in water. Add orange juice, oranges and pineapple. Pour into 9x13-inch pan. Chill until firm. Prepare topping mix and pudding according to package directions. Fold together. Spread over set gelatin.  
Yield: 12 servings.

*Barb Tapovatz Tried' n True*

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

### LAST MONTH FOR: 2023 Annual Dues Pre-Payment Plan

2023 you say? Yes, this is a program we started a few years ago and it has helped members get a head start on your dues so that you don't get caught paying the whole total in November when the holiday season starts. It is your choice, you can pay monthly, quarterly or just pay half then pay the other half when due or any amount at any time for a one-time \$5 counter fee. If you pay the total amount at any time there will not be a fee. Examples are: Monthly (Feb. 2022 thru September 2022) is \$88.50 a month with the last payment adjusted when we find out what the dues totals are. Quarterly (March, May, July and September) are \$177 with the last payment adjusted if needed. Estimated total \$708.00.

# AUGUST BIRTHDAYS

1	Carol Roehl
3	Michael Lunde
	Theresa Streuly
	Randy Walters
5	Sara Luchsinger
8	Jenny Hallett
12	Saundra Nehls
	Dixie Kalk
13	Brett Gill
14	Donna Panico
	Allan Brillman
16	Kimberly VanMatre
17	Gary Loos
19	Kurt Kirchenwitz
22	Taylor Golz
23	Greg Heinen
24	Charles Stanhope
	K Andreah Briarmoon
	Deborah O'Brien
25	Jeffrey Frost
26	Harry Devitt
	Donna Pass
27	Vicky Kreyer
28	Bianca Singer
	Kay Butterfield
30	John Brueske
31	Bob Mack
	Mary Ellen Mackey

**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

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### AUGUST 2022

Aug. 11, New Member Orientation, Assoc. office 9 a.m.  
 Aug. 15-16, Vicky out of office, Assoc. Exec. Council Meetings  
 Aug. 17, Assoc. B.O.D. meeting, Assoc. Office 8:45 A.M.  
 Aug. 25, MLS B.O.D. mtg, 9 A.M., Assoc. office

### UPCOMING EVENTS 2022

Sept. 5, Office closed, holiday  
 Sept. 15, Membership Meeting on Safety  
 Sept. 21, Assoc. B.O.D. meeting, Assoc. Office 8:45 A.M.  
 Sept. 22, Installation Awards Ceremony  
 October 2-4, WRA Convention, Kalahari in Madison



## SEPTEMBER BIRTHDAYS

1	Tamara Lund	20	Paul Burkart
2	Gloria Singer		Maysie Raine
	Tim Anderson	21	Lettie Mazur
5	Kari Reilly	23	Amber Buster
6	Erica King		Sierra Eichelt
7	Paula Carrier	24	Candie Bonson
	Shelly Tomlinson	25	Diane Rosenstiel
9	Eric Schmaling		Ramona Rodriguez
10	Melissa Selvog	27	Cindy Wright
	Gina Hartmann		Heidi Rose Anderson
11	Cassandra Khabbaz	28	JR Sheldon
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