



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

4451 Woodgate Drive, Suite 100  
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**A word from your President  
 By Jerry Morse**

Well, now it's December!

I hope everyone had a safe Thanksgiving and with promising Corona Virus vaccines on the horizon, my hope is that you and yours get safely through this difficult time.

The good news is that the days will start to get longer in 3 weeks and Christmas time will be upon us. It is that magical time of the year, a time of giving, a time for family, and a time of hope and energy to help propel us into the New Year! That's something we all could use given the unusual time we are living in.

There has not been much of a change in our local Rock County real estate market since my last newsletter: High demand, Low inventory. However, October numbers show a big 30% increase in single family sales over October 2019. My guess is that the number of sales will start to decline as the inventory continues to dwindle. Also, median prices were up \$21,000 in October 202 vs the same month last year. That is one of the largest dollar increases so far this year over the previous year.

Interest rates remain low, so expect high demand to continue. Maybe Spring will loosen up the tight inventory and give us more robust activity in 2021.

I wish you all a Merry Christmas and a healthy and successful New Year and plan on seeing all of you then!

Stay Safe!

*Jerry*



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Macy Walter  
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Sue Cook |MLS/Membership  
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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 Holidays everyone! December is now upon us. The memories of 2020 will fade into 2021. Let's all hope the future looks brighter and that we all have a most prosperous New Year!

One more reminder, Your CE and renewal of your Real Estate License is due on December 14<sup>th</sup>. If you do not have these done by that date, you will no longer be a REALTOR® until you pay your renewal. You will wake up on the 15<sup>th</sup> and not be able to practice R.E. How do you prevent this outcome? Take all 6 courses of CE and pass your tests. Find your DSPS renewal reminder. Look up your PIN number if you do not know it, Make sure your \$75 payment online and renew your license.

We would also like to try and schedule a membership meeting or two in the next few months. Not sure how that will look at this point, but my question is...what kind of topics would you like to see/hear about? We would like these to be on topics that will interest you all. Please give us some suggestions and we will try and get these set up in the near future.

Everyone please be safe during the holiday season. Spend time with family and friends, send special greetings to your neighbors that are elderly and alone through the holidays. Do secret Santa gifts to lonely neighbors and make someone's day a little brighter. Leave little gifts on their porch, doesn't have to be much, it's the thought that counts. Have a Happy New Year!

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  
 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  
 Renae 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  
 Vicky Kreyer

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

**HEALTH & SAFETY FAIR**

Lindsey Chrostowski, Chair  
 Kim Nickols, Co-Chair  
 Brandi Dabson  
 Kelly Falk  
 Jeannine Hill  
 Linda Kleinschmidt  
 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)  
 Joan Waite Mediator '12 (T-13)  
 Paul Schieldt, Mediator '12 (T-18)  
 Andrea Morse, Griev. Chr '12(T-18)  
 Randy Borman, Ombudsman'16T18  
 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)  
 Jeannine Hill '2020 (T-)  
 Eric Kim '16 (T-14)  
 Heidi Krenz-Buchanan '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

## LICENSE RENEWAL DEADLINE APPROACHING, DECEMBER 14

Your completed real estate license renewal application and fee must be received by the Department of Safety and Professional Services (DSPS) no later than midnight on Monday, December 14, 2020. You need your license to list a property, write an offer and collect a commission, so don't let this crucial date slide by! If you do not meet the December 14<sup>th</sup> deadline you will be unlicensed as of December 15<sup>th</sup> and cannot practice real estate per Wis. Stat. § 452.12(5)(b) until the license is renewed. Your license terminates at midnight December 14!

## REALTOR® CE DEADLINE APPROACHING

You have until December 14, 2020 to get it done. That is the 2019-2020 Biennium Deadline. In order to maintain your Wisconsin real estate license, you must complete your 2019-2020 CE Credits by Dec. 14.

## Annual Association Dues

November 20<sup>th</sup> was the Deadline for On-Time Payments. A late fee could be assessed. If not paid, your membership will stop on December 31, any payments made after that date will have to include \$150.00 for new member fees for State and Local.

Payments before Dec. 31 you can mail them or you can drop them off at the office. You don't want to come in? We have a drop box right on the front door. Or you can pay by credit card to us with a \$3 fee or at [www.Nar.Realtor](http://www.Nar.Realtor) Convenient and Fee Free.



Remember if you are paying by check, your RPAC Contributions must be paid on a personal check.

## 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](http://www.wra.org/coronavirus)

## MLS INFORMATION

**\*\*\*Important Rule Change:** On October 1<sup>st</sup>, the show date will again be required, and the maximum number of days a listing can be in Delayed, or Active with no showings will again be 45 days. As you know, show date was changed to optional, and the 45-day limit was removed at the onset of COVID-19. As there has been adequate time to employ best practices in safe selling, we feel reverting to the requirement of the show date, and the 45-day maximum is now warranted. All listings entered or modified on or after October 1 will trigger the requirement for show date.

**\*\*\* Database Changes: On Monday, November 16, the following changes/additions will be made to listing data we collect. If you have an active listing with any of these features, please add them within Paragon.**

- The Type feature for Manufactured homes will be modified to selections of *Manufactured - With Land* and *Manufactured - No Land*. The MLS Committee has created an [Associated Document](#) for manufactured homes with land, to provide important information to aid in the selling of manufactured homes. This document will be required for all manufactured homes with land.
- The feature for High Speed Internet will be removed, and in its place will be a list of the various high speed internet options: *Cable, DSL, Fiber, Fixed Wireless, and Satellite/Dish*. As access to high speed internet is becoming even more critical, knowing the type of access will be helpful for buyers.
- Within the Condo Available Common Amenities feature a new selection for *Fire Sprinkler System* will be added.
- Within the Condo Fee Includes feature, a new selection for *High Speed Internet* will be added.
- Within the Multi Family Unit 1 - Unit 4 features, two new selections will be added for *Private Basement* and *Shared Basement*.

**\*\*\*The garage feature pick list should identify the number of stalls per garage. For example, if a listing has a 2 car attached garage and a 3 car**

detached garage, you would select the 2 car, 3 car, attached & detached features. The total full garage stalls field would be entered as 5. If a buyer is looking for a certain number of garage stalls, you can search using a min and/or max in the total garage stalls field. The 4+ car feature within the pick list is used to reflect that a single garage has 4 or more stalls.

*Thank you, Sue*

## MLS Officers/Directors

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## Rock County Housing Statistics

**Madison, Wis.** —Fueled by record-low mortgage rates, Wisconsin's existing home market saw another sharp increase in sales and prices in October. For the seventh straight month, mortgage rates fell into record-low territory, with the 30-year fixed-rate mortgage dropping to 2.83% in October.

Six months of available inventory is considered to be balanced, with inventory levels below that benchmark considered a seller's market. Every region in the state was well below the six-month level, with the North region having the most supply at 4.4 months and the South Central region the lowest at three months of available supply. Unfortunately, months of supply declined in every region over the last 12 months.

This hot market continues to push home prices up with price appreciation in the double digits since July. Despite our increasing prices, Wisconsin housing remains affordable compared to the national average.

As we move into the winter months, buyers should remember that this can be a good time to buy as competition and prices tend to moderate. As our economy returns to a sustained growth path, mortgage rates will likely bottom out.

**Rock County Housing Statistics**—The median price for October 2020 is \$202,000 and for the month of October in 2019 it was \$181,000 that was an increase of +11.6% and the **Sales** for October 2020 is 281 and October of 2019 was 217 that was an increase of +29.5%. In October of 2020 there was 3.1 months of **inventory** and in October of 2019 there was 3.8 that was a decrease of -18.4%. Average **days on the market** in October of 2020 was 74 and October of 2019 was 79 that was a decrease of -6.3%.

**Statewide Housing Statistics**—The median price through October 2020 is \$220,000 and through October of 2019 it was \$198,000 that was an increase of +11.1%. The sales through October of 2020 is 73,457 and October of 2019 was 70,285 that was an increase of +4.5%.

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.

## ATTENTION ALL OFFICES / MEMBERS

We are hoping everyone can contribute a little to this drive for ECHO. We think it will be a lot of fun and it will benefit so many in someone's time of need. This is called a "REVERSE ADVENT CALENDAR" all you have to do is have different people in your office or someone could do this by themselves, follow the list from day 1 thru day 24. Get a box, basket or bags, doesn't matter. (just a little catch up)

Each day take the designated item and put it into a basket or box. And, at the end of the month (or soon after) tape up the box with your items and bring them to ECHO it's that easy. What is easier is when you have all the items collected, call Andrea Morse or the Association and someone will come and pick it up.

### The schedule is as follows:

- December 1, Package of Toilet paper
- December 2, Full size bottle of shampoo
- December 3, Canned fruit
- December 4, Tooth paste
- December 5, Canned Meat
- December 6, Boxed Meal
- December 7, 100% Juice
- December 8, Laundry detergent
- December 9, Peanut butter
- December 10, Canned Vegetable
- December 11, Spaghetti
- December 12, Package of Diapers
- December 13, Oatmeal
- December 14, Tomato Sauce
- December 15, Kleenex
- December 16, Flour
- December 17, Canned Soup
- December 18, Package of Bar soap
- December 19, Tooth Brush
- December 20, Package of Feminine Products
- December 21, Paper Towels
- December 22, Bottle of all-purpose cleaner
- December 23, Rice
- December 24, Cereal

### GREAT NEWS

#### Legal Hotline Weekend Hours will Begin on October 4<sup>th</sup>!

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 4<sup>th</sup>. 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 4<sup>th</sup>.



December the end of 2020, it can only get better!!

Wishing all December birthdays the best. Events for this month, the 7<sup>th</sup> Pear Harbor Remembrance Day, 21<sup>st</sup> first Day of Winter, 24<sup>th</sup>/25<sup>th</sup> Christmas Eve and Christmans, 29<sup>th</sup> Full Moon, and last the 31st New Years Eve.

Remember this is the time for giving, sharing and of course spending time with family, however that happens this year.

Hope everyone is well and healthy. Wearing your masks when needed, washing your hands like a doctor, and practice distancing, while still enjoying yourself with friends and family.

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) (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:

Aaron Zuehlke, Zuehlke Inspection Service, LLC  
Caleb Dassow, First Weber Inc.  
Amy Kehl-White, Shorewest Realtors  
Richard Ellefson, The Ellefson Group LLC

#### New Office:

Zuehlke Inspection Service, LLC  
The Ellefson Group LLC

#### Members Leaving:

William Berger, Winn Realty & Appraisal LLC (Retiring)

#### Transfers to Association:

Penelope Hansen, Century 21 Affiliated RG  
Ed Hansen, Century 21 Affiliated RG

**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  
TBD**

**“Thank you Wade Williams for being our orientation instructor very much appreciated.”**

## RECIPE OF THE MONTH

### CHRISTMAS NOG

This will put a little ‘merry’ in your holidays!

½ c. Amaretto  
½ c. brandy  
2 c. eggnog  
4 scoops vanilla ice cream  
Blend in blender and enjoy!



### CHRISTMAS CAKE

#### CAKE:

2 ½ c. flour  
1 c. buttermilk  
1 ½ c. vegetable oil  
1 tsp. baking soda  
1 tsp. vanilla  
2 oz. red food coloring  
1 ½ c. sugar  
1 tsp. unsweetened cocoa powder  
1 tsp. white vinegar  
2 lg. eggs

Preheat oven to 350°. Mix all ingredients well. Spray 3 (9-inch) cake pans with nonstick cooking spray. Divide batter into pans and bake for 20 minutes. Cool on Wire racks in pans for 10 minutes, then turn out and cool completely.

#### FROSTING:

1/13 sticks butter, softened  
10 oz. cream cheese, softened  
1 lb. powdered sugar  
2 c. chopped pecans



Beat butter and cream cheese until smooth. Add sugar and beat until fluffy. Fold in 1/12 cups pecans and frost cake. Top cake with another ½ cup chopped pecans. Refrigerate at least 1 hour before serving.

*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.**

**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.**

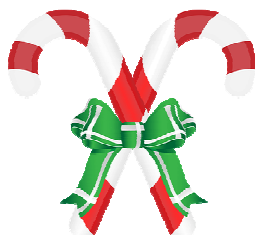
# DECEMBER BIRTHDAYS

1	Sarah Iverson
2	Shelly Tracy
3	John Mansur
5	Kimberly Disch
9	David Brown
	Melanie McNeill
12	Irene Oliver
	Andrew Anselmi
	Bradley Marinelli
13	Aaron Dobbs
14	Larry Niquet
15	Janice Snippen
	Marianne Walker
	Brady O'Leary
16	Konya Schuh
	Bonnie Collins
18	Sherri Shaw
22	Timothy Shortreed
24	Ashley Suiter
26	Barbara Krattiger
28	Daniel Silbaugh
29	Deb DeWitt
31	Amy Townsend
	Mary Adamson

**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

### DECEMBER 2020

Dec. 14, CE and License Renewal Due  
 Dec. 16, Assoc. B.O.D. meeting, ZOOM 8:45 a.m.  
 Dec. 23-25, Assoc. Office Closed (Christmas)  
 Dec. 30 – Jan. 1, Assoc. Office Closed (New Year's)



### UPCOMING EVENTS

Jan. 20, Assoc. B.O.D. meeting, Assoc/Zoom 8:45 a.m.

#### 2021 ANNUAL DUES RENEWAL

These are due by December 31 or you will be assessed a \$150 Renewal Fee.

**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 County Community wildlife and such. Just Estate photos or include your signage. (with a little description) to the Association either to Sue or Vicky. [Vicky@RockGreenRealtors.org](mailto:Vicky@RockGreenRealtors.org) or [Sue@RockGreenRealtors.org](mailto:Sue@RockGreenRealtors.org) HAPPY SNAPPING!



\*

## JANUARY BIRTHDAYS

3	Rachel Larsen	21	Angelica Figueroa
4	Cynthia Briggs		Devin Elliott
5	Mary Hively	22	Jim Reilly
6	Linda Steinke		Shelby Dewey
	Charla Piper	23	Jordan Wickl
11	Janine Birkhimer		Kassandra Dixon
	Linda Kleinschmidt		Briana Skog
	Kenneth Pizzurro	24	Beth Hanthorn
12	Carol Thiel	25	Macy Peterson
15	Jay Frazier	26	Julie Raese
16	Jason Sheridan	29	Jackie Borgwardt
17	Preston Coutts		Melani Phillips
19	Dwight Kruse	31	David Newville
	Tony Dransfield		
20	Colleen Nelson		
	Kyle Carrier		
	Shlomo Calvo		