



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

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**A word from your President
 By Connor Fox**

Wow! December already. This year has completely flown by for me. Has it flown by just as fast for anyone else? I would just like to take a quick moment and thank everyone that has renewed their membership at Rock-Green. Your continued support for our REALTORS® Association means so much.

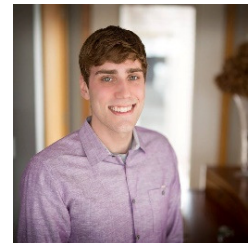
The local real estate market is still strong. Correctly priced homes are still selling and interest rates are still low. I wouldn't worry too much about the time of year and the typical slow down. Not many people want to move in the winter. Though, what do I know....I've done it twice!

Moving on to the real business... who is done with Christmas shopping?! I've barely started. I give so much credit to anyone who stays organized during this hectic time of year. Online shopping just doesn't do it for me. I like to shop in an actual store but, I will agree that online shopping is way more convenient!

As we continue on through this holiday season, don't forget to stay thankful during this time of year. Don't hesitate to volunteer or lend a helping hand for someone in need. Kindness and generosity are some of the greatest gifts of all. I hope everyone has a wonderful Christmas and an extra special New Year!



Connor



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Vicky Kreyer, Association Executive
Co-Editor

Sue Cook, MLS/Membership Administrator

ASSOCIATION NEWS

2



A Note from your Association Executive:

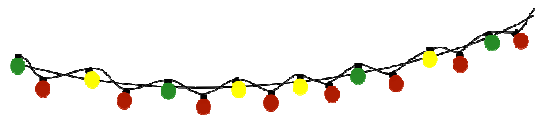
Hello all and Happy December! Wow, what a way to start off December with temps in the 50's, but this weekend I believe winter will start with temps in the low 30's. Knew it would happen sometime soon.

Thank you to everyone who helped or attended the RPAC after 5 event. It was a great night out and what a venue. Perfect place to gather. We also raised over \$6,500 for RPAC. Great job to all the committee members and members that helped.

The 2022 Annual Dues were due by November 19th. For all that have already paid their dues, thank you for your renewal, we do appreciate it! **For those that have not yet paid your dues. Starting on December 1, you will need to add a \$50 late fee to your total.**

Just to let you all know our Holiday Schedule. Our office will be closed on December 22 thru the 24th. And then we will be closed on December 29th thru the 31st. We will be back to normal hours and days on January 3, 2022. We sincerely hope you all have a wonderful Christmas season and a happy and safe New Year's.

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 live in that We Care... Because **That's Who we "R"**



Your Association is looking for members who will step up and help fundraising efforts to complete our obligation for the AriseNow Project. If you like to do fundraising or have ideas on what we can do as an Association to raise funds for our pledge, please give us a call or email to let us know you are interested. This will be a small task force just until we collect the amount needed to fulfil our obligation. I do know we have some creative folks in our Membership, please take a little time out of your busy schedules to help out your Association and maybe even have a little fun! Call 755-4854 | E-mail vicky@rockgreenrealtors.org Thank You!

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 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

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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

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

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Heidi Krenz-Buchanan
Sarah McLean
Andrea Morse
Paul Schieldt
Macy Walter
Jeff Zuelke

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Kelly Falk
Linda Kleinschmidt
Patricia Leak
Kierra Wilson
Lynette Wurth
Vicky Kreyer

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Program/Communication**

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Diana Stoehr, Program Chair
Kelly Falk
Neil Kerwin
Andrea Morse
Verna Saladino

NOMINATION

Jerry Morse, Association Chair
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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

RGD back in person in Madison on
February 9, 2022 The Madison Concourse
Hotel and Governor's Club, 1 W. Dayton St.,
Madison, WI 53703

Advocacy starts with your voice. Success starts with your voice. And you can make your voice heard on February 9, 2022. Let's shape the future together this February in Madison at the 2022 REALTOR® & Government Day (RGD).

RGD is your chance to advocate for your business, your industry and your clients. REALTORS® from all across the state come together in unity to shape the future of Wisconsin real estate and maintain a thriving industry. You'll have the unique opportunity meet in person with your state lawmakers to advocate for issues that impact the real estate industry, homeownership and property rights in Wisconsin. Your voice will be heard, and a better Wisconsin real estate market will follow.

Tentative Schedule:

12:30 - 1:00 p.m. Registration

1:00 - 1:15 p.m. Welcome and overview

1:15 - 1:45 p.m. Address by Gov. Evers (invited)

1:45 - 2:45 p.m. Issue briefing

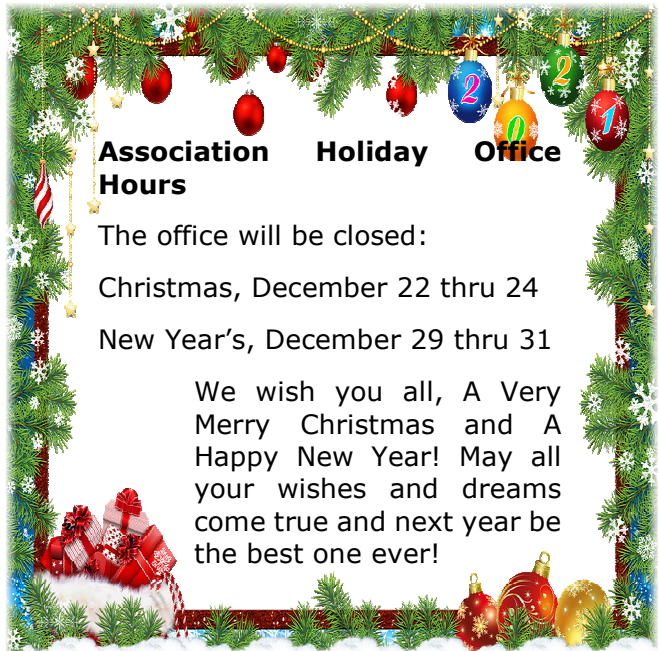
2:45 - 3:00 p.m. Move to the Capitol

3:00 - 4:30 p.m. Capitol visits

4:30 - 5:30 p.m. Reception back at the Madison Concourse

Registration is free, but your efforts are truly priceless.

Register online at WRA.org or call the office to register.



MLS INFORMATION:

FYI

"Withdrawn by Seller" does not mean "Expired"***** Is your Supra eKEY Ready for the Day?**

Before leaving for a showing, especially for a property in an area with spotty cell phone coverage, double check that your Supra eKEY has updated for the day. To check this, look for the Update icon on the bottom of the main eKEY screen. If there is a red X over the Update icon, click to do a manual update. If there is no red X, you are good to go. Once your eKEY is updated for the day, it does not need access to cell service or the internet to retrieve a key or open a keybox shackle.

***** If a new listing is not ready to be shown, it still must be entered into the MLS. You have the option of entering it 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.**

*****Search Hot Tip:** Quickly load a previous search you did in Paragon by selecting the Last Search option located above Primary Criteria after selecting Class. Hovering over Last Search will display the 5 previous searches you performed. Clicking on one of these searches will load the search criteria for that past search.

Quickly load the last Quick Search you did by selecting Last Quick Search located under the Quick Search header on the Paragon Home Page.

***** New Disclosure for Waterfront Properties:** At their last meeting, the MLS Board of Directors approved a new disclosure requirement for waterfront properties where the actual frontage is owned by another entity (such as Wisconsin River Power Company) and specific shoreline rights are granted exclusively to the property owner. In these cases, the listing agent

can select the waterfront feature "has actual waterfrontage", but if they do, the following statement must be included in the public MLS remarks:

Waterfrontage contiguous to the property is owned by _____, with specific rights granted exclusively to the property owner.

Thank you, Sue

MLS Officers/Directors

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wadeway@gmail.com

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eric_kim1987@yahoo.com

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

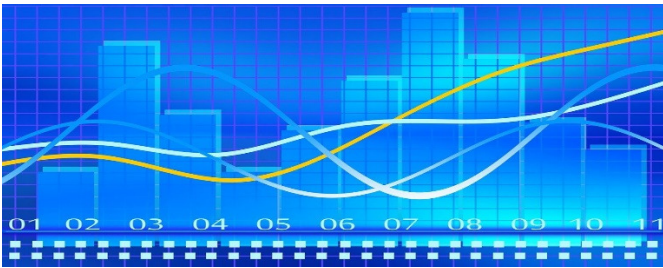
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Rock County Housing Statistics

Madison, Wis. —Existing home sales dropped 12.3% between October 2020 and October 2021, even as median home prices rose 7.5% to \$245,000 over the same period. Year-to-date sales had been running well ahead of last year's record pace for the first half of 2021, rising 9.7% compared to the first six months of the pandemic year. However, the last four months have seen sales slip 8.8% relative to that same period last year. The net effect is that through the first 10 months of the year, existing home sales are just 0.1% higher than year-to-date sales in 2020. In contrast, the year-to-date median price rose to \$241,000, which is 9.5% ahead of last year's median price for the January-through-October period. Indicators of inventory, including total listings, new listings and months of available supply, all fell over the last 12 months.

Mary Duff, 2021 Chair of the WRA Board of Directors, "Home sales in the second half of 2021 have slipped well below the very strong pace we saw in the second half of 2020. Given the ongoing inventory weakness in the housing market, we don't expect another record year for sales in the state. However, 2021 will still be a very strong year for home sales since buyers remain motivated, fueled by very favorable mortgage rates."

Michael Theo, WRA President and CEO tells us, "For the third straight month, the increase in median housing prices has remained at or below 7.5%. This is welcome moderation compared to the first seven months of the year. While it's good to see housing provide a good return on investment for homeowners, double-digit appreciation is not sustainable and threatens to keep some first-time buyers out of the market. This moderation in appreciation rates has helped to keep Wisconsin housing relatively affordable, even in a strong seller's market."

Rock County Housing Statistics—The median price for October 2021 is \$202,500 and for the month of October in 2020 it was \$201,000 that was an increase of +0.7% and the **Sales** for October 2021 is 264 and October of 2020 was 291 that was a decrease of -9.3%. In October of 2021 there was 3.0 months of **inventory** and in October of 2020 there was 3.2 that was a decrease of -6.3%. Average **days on the market** in October of 2021 was 64 and October of 2020 was 74 that was a decrease of -13.5%.

Statewide Housing Statistics—The median price through October 2021 is \$241,000 and through October of 2020 it was \$220,000 that was an increase of +9.5%. The sales through October of 2021 is 74,335 and through October of 2020 was 74,276 that was +0.1% 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



So...What does a
REALTOR® say during
the holiday season?

For lease Navidad!

Did you know...Last month, the Wisconsin Assembly passed 8 workforce housing bills. This legislation covered a variety of topics, including:

- AB 156:** Creating a workforce housing income and franchise tax credit.
- AB 603:** Creating a shovel-ready workforce housing development site program.
- AB 605:** Municipal workforce housing incentive plan.
- AB 606:** Creating a sales tax exemption for materials used to construct workforce housing developments or to conduct workforce housing rehabilitation.
- AB 607:** Creating a workforce housing rehabilitation loan program.
- AB 608:** Local approval of workforce housing projects, zoning for certain residential uses, and a requirement that street addresses be assigned at the time of subdivision plat approval.
- AB 609:** Creating a local housing investment fund program.
- AB 610:** Prohibiting certain property tax assessment practices.

All 8 pieces of legislation are now in the WI Senate. As these bills move through the committee process and head toward the floor, watch for additional updates from the WRA.

Wishing all December birthdays the best.

December! Events of the month 7th Pearl Harbor Remembrance Day, 18th Full Moon, 24th Christmas Eve, 25th Christmas, 31st New Years Eve.



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 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:

Heidi Rose Anderson, C21 Affiliated (B)
Anthony Vargas, C21 Affiliated (J)
Eliyah Zachery, Shorewest Realtors

Members Transferring:

Erica Nenno, Realty Executives from C21 Affiliated (J)

Members Leaving:

James Martin, 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 2022
TBD**

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

RECIPE OF THE MONTH

Holiday Hens

6 Rock Cornish hens
3 T. Butter
Salt & Pepper

Rinse and pat dry hens; season inside and out. Stuff and brush with melted butter. Bake at 375° for 50 to 60 minutes. After 20 minutes, baste with Cumberland Sauce. Yield: 6 servings

WALNUT-RAISIN-RICE STUFFING:

3 T. butter
1 rib celery, chopped
3 c. cooked rice
¼ c. raisins
¼ c. walnut pieces
2 T. chopped parsley
Salt & Pepper
1 ½ tsp. grated orange rind
1 med. onion, chopped

Sauté onion and celery until they just begin to brown. Add rice and stir. Remove from heat and add rest of ingredients. Stuff hens.

CUMBERLAND SAUCE:

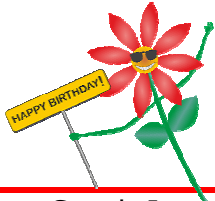
Grated rind & juice of 1 orange & 1 lemon
½ c. red currant jelly
½ c. red wine
1 ½ T cornstarch
½ c. cold water
½ tsp. dry mustard
1/8 tsp. ginger

Combine rinds, jelly and wine in saucepan; bring to a boil. Stir cornstarch with cold water; add to mixture in pan. Stir until it boils. Add juices and seasonings. Use to glaze and serve the rest as a sauce. Yield: about 2 cups.

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.

DECEMBER BIRTHDAYS



1	Sarah Iverson
3	John Mansur
5	Kimberly Disch
9	Melanie Mcneill
12	Irene Oliver
	Andrew Anselmi
	Bradley Marinelli
13	Aaron Dobbs
14	Larry Niquet
	Deborah Cappello
15	Janice Snippen
	Marianne Walker
16	Konya Schuh
	Bonnie Collins
17	Erica Nenno
18	Sherri Shaw
22	Timothy Shortreed
29	Deb DeWitt
30	Kenneth Bach
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 2021

Dec. 15, Assoc. B.O.D meeting, Assoc. Office 8:45 A.M.

Dec. 22-24, Association office closed, Christmas

Dec. 29-31, Association office closed, New Year's

UPCOMING EVENTS 2022

Jan. 12, MLS Board Meeting, Assoc. Office 9 A.M.

Jan. 19, Assoc. B.O.D. meeting, Assoc. Office 8:45 A.M.

Feb, 09, Realtor & Government Day, Madison



JANUARY BIRTHDAYS

3	Rachel Larsen	20	Colleen Nelson
4	Cynthia Briggs		Kyle Carrier
5	Mary Hively		Slomo Calvo
6	Linda Steinke	21	Alelica Figueroa
	Charla Piper		Devin Elliott
11	Janine Birkhimer	22	Jim Reilly
	Kenneth Pizzurro	23	Jordan Zwickl
	Linda Kleinschmidt		Kassandra Dixon
12	Carol Thiel		Brianna Skog
15	Jay Frazier	24	Beth Hanthorn
16	Jason Sheridan	25	Macy Walter
17	Preston Coutts	26	Julie Raese
19	Tony Dransfield	29	Melani Phillips
			Jackie Borgwardt

RPAC AFTER 5

We had a great time at the Barn on Prairie on November 10th. The food was great and we all enjoyed the music. There were many awesome Silent Auction items and Great Live Auction items up for bid. Through all the events we had this year, many RPAC funds were raised and we should have hit our goal! Thank you to everyone that attended and bid on the auction items. Mostly thank you to the sponsors and auction donations, you all made this a successful event. And, thank you to the RPAC Committee for all your time and efforts!



The Rock-Green REALTORS® Association wish you all a Happy New Year. Stay safe and enjoy 2022!

Sue and Vicky