

4451 Woodgate Drive, Suite 100 Janesville, WI 53546

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A word from your President By Jerry Morse

I hope you had a chance to Celebrate Independence Day! After last year, it is nice to have had a chance to Relax, take a Break, and Enjoy Family and friends for one of our most celebrated holidays.

The real estate market remains as hot as the weather! Sales are up and prices are up and buyers are hitting the pavement everyday just to try to get a home in the <u>most competitive</u> market ever.

The Nomination committee will be meeting soon to put together a slate of candidates for Association and Rock-Green MLS board and officer positions. They will be set for your vote and approval in August. As volunteers, they are Thanked for the time, energy and guidance they give to keep our Association vibrant.

Two of our most fun get togethers are coming up! Please sign up for our RPAC "Snappy Hour" at the new Ballpark, 217 Shirland Ave, in Beloit on August 25th, and the Golf Outing on August 19th at Glen Erin Golf Course.

Enjoy your summer!

Jerry





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Golf Outing Registration Form

EXECUTIVE COMMITTEE

PRESIDENT

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morserealestate@hotmail.com

PRESIDENT-ELECT

Connor Fox 756-4196| connorfox@c21affiliated.com

TREASURER

Neil Kerwin 365-7791 | neilkerwin13@gmail.com

SECRETARY

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

John Mansur 728-7801 | john@davemansur.com

Macy Walter 754-2121 macywalter@shorewest.com

Chris Collins | 1-year term 243-5000 | chris.collins@summitcreditunion.com

ROCK-GREEN STAFF

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> 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



A Note from your Association Executive:

Happy Summer all! I hope you all had a great 4th of July holiday. I sure did even though it was at the end of my out West Vacation where we had a wonderful time with family and friends.

Now, back to work. I am ready to record your reservations for the Golf Outing which is on August 19 and the RPAC event at the New Beloit Stadium on August 25. Both registrations are in this newsletter for your convenience. You will also want to Save-The-Date of September 24 for this year's Installation program being held at the lovely Rotary Gardens.

We will be meeting soon to come up with the new Slate of Officers for your Association. If you are interested in becoming a Director for the Association or MLS please call or email me as soon as possible to be considered.

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 Vicky@RockGreenRealtors.org e-mail www.rockgreenrealtors.org Web Site WRA (General #) (608) 241-2047 WRA Members Only 1-800-279-1972 Members Only Legal Hotline 1-800-799-4468 Legal Hotline (608) 242-2296

> **General Office Hours----**Monday-Thursday | 8:30 a.m. - 5 p.m. Friday | 8:30 a.m. - 12:30 p.m.

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

BUDGET/FINANCE

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

BYLAWS

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

DINNER DANCE

Diana Stoehr, Chair Connor Fox, Co-Chair Rebecca Bittner Val Eagan 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 Danielle Schmitz Vicky Kreyer

GOVERNMENT AFFAIRS/RPAC

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

HEALTH & SAFETY FAIR

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

MEMBERSHIP/Education/ Program/Communication

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

NOMINATION

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

PERSONNEL

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

PROFESSIONAL STANDARDS

Wade Williams Chair '13 (T-18) Mediator (T-) Paul Schieldt, Mediator '12 (T-18) Andrea Morse, Griev. Chr '12(T-18) Ombuds, Verna Saladino 21(T-) Adam Briggs '12 (T-09) Julie Budrow '2020 (T-) Earl Collins '14 (T-18) Deb DeWitt '14 (T-18) Carol Esselman "18 (T18) Kaye Fulton '12 (T-18) Mary Gilbank '12 (T-18) Eric Kim '16 (T-14) Heidi Krenz-Buchanan "20 (T-) Patricia Leak "20 (T-) Krista Shortreed '14 (T-13)

ROY/AWARDS LUNCHEON

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

RECRUITMENT

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

SUNSHINE

Maryann Warden, Chair Mollie Podwell

YOUNG PRO'S TASK FORCE Connor Fox, Chair

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

STRAT PLAN COMMITTEE

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

CORE STANDARDS COMMITTEE Jerry Morse – Chair

Colleen Nelson Macy Walter Lindsey Chrostowski Wade Williams Diana Stoehr Vicky Kreyer

G

August 19th Rock-Green Annual Golf Outing

Golf at Glen Erin
Dinner at The Celtic House
\$75 for Golf & Dinner | OR
\$55 Golf only | \$20 Dinner only
Get your 4-somes ready and register today
Registration form is in this newsletter
Hole Sponsors contact Al Herbst
Door Prizes contact Vicky at the Association.



RPAC Event: Snappy's Final Tour

Join us for "Snappy" Hour at the New Ballpark in Beloit at 217 Shirland Ave. Gates open at 5:30 p.m. and the game starts at 6:30 p.m. \$50 per person gets you into the game, use of the party deck, food and soda. See the registration form in this newsletter.

Save-the-Date

2021-2022 Installation Program September 24 at Rotary Gardens Registration/breakfast 8:30 a.m. Program at 9:00 a.m. – 11:00 a.m.

FREE FOOD FOR SENIORS

Do you know of anyone over 60 that could use some help with food in their pantry???

Registration and distribution will be at ECHO, 65 S High St., Janesville, WI and will be available only Monday thru Thursday from 1 P.M. to 3 P.M. Wisconsin identification is required for sign up. Income limits are \$1,396 for 1 person and \$1,888 combined income for a spouse and person. If you have any questions, please call (608) 754-5333

We can always use committee help, check out the list and see if there is something interesting for you and contact Vicky at the Association for more information.

MLS INFORMATION

***Listing Input Reminder: Over a year ago, the National Association of Realtors and Realtor MLSs across the country put in place new rules to prohibit the marketing of "pocket listings" not on the MLS.

Now, all listings, being marketed outside an agent's firm, MUST be entered in the MLS within 1 business day of public marketing. This includes marketing done by, or on behalf of the seller.

If marketing has not yet begun, listings must be entered no later than 4 calendar days from the effective date of the listing contract.

Our members have done fairly well adjusting to this new mandate, but there is still some confusion regarding public marketing. Public marketing begins as soon as you do any of the following:

- 1. Place a yard sign
- 2. Distribute information about your new listing to someone outside your own firm
- 3. Post your listing on a public website
- 4. Post your listing on a social media platform (including multi-brokerage listing sharing networks)
- 5. Respond with information about your new listing to an inquiry posted via a public platform -- An example would be responding to an agent looking for upcoming listings via a post on a real estate agent Facebook group.

As soon as you do any of the above, you MUST enter your listing in the MLS within 1 business day.

***Don't Do It: The security of clients' properties is a top priority for all of us. Please note that you and your broker may be assessed a fine of \$500 each if you access a keybox without a confirmed appointment. These fines double, and Supra eKEY access may be suspended for a second offense. These penalties are guidelines, and depending on the circumstances have been more severe. In addition, a seller can bring trespass charges against any agent without a confirmed appointment. Double check the address before you access a property. Claiming you accidently opened the keybox for the wrong property has not been a successful defense.

2 Showings at a Time: Beginning Tuesday, June 2, for new listings going forward, the ShowingTime **default** for showings has been reset to allow overlap showings. As we ease into post-COVID times, the default has been set to

allow two (2) showings at a time. This default can be changed for all listings within an office, for all listings for an agent, or listing by listing via the Office, Agent, or Listing setup options within ShowingTime. Options exist for no overlap, or for overlaps of 2-10 showings at a time. If more than one showing is allowed, the showing agent will see a pop-up letting them know another party may be present.



Thank you, Sue

MLS Officers/Directors

Verna Saladino President Phone: 608-755-5400

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Andrea Morse, MLS 1-Year Director Phone: 608-754-5300 Email: amorse@ymail.com

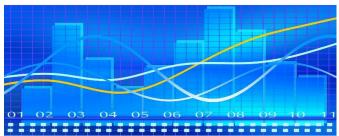
Shelly Cronin, MLS 1-Year Director Phone: 262-740-7707 Email: scronin@c21affiliated.com

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Rebecca Bittner, MLS 1-Year Director Phone: 608-741-1000 Email: rebeccajbittner@gmail.com

Nicole Davis 1 year Director Phone; 608-931-7244 Email: davisnd04@gmail.com

Anthony Dransfield 1-year Director Phone: 608-158-9779 Email: dransfieldt@firstweber.com



Rock County Housing Statistics

Madison, Wis. - Both existing home sales and median prices rose by double-digit margins in May compared to their levels 12 months earlier, when the economy was in lockdown. Demand conditions are very strong with the 30-year fixed-rate mortgage dipping to 2.96% in May. The latest statewide employment data from April indicates a robust rebound from the depressed levels of April 2020, with 261,200 private sector nonfarm jobs added over the last 12 months. Total statewide listings fell 26.2% to just 21,195 homes for sale in May. Housing supply remains very tight with just 2.8 months of available supply in the state. Inventory is tight in all regions, across all urban/rural classifications and across all price ranges. Average days on the market dripped 24% to just 73 days statewide in May as competition for the limited supply intensified. Housing affordability slipped 7.1% as median home prices surged 14.2% over the past 12 months to \$245,500 in May 2021.

Mary Duff, 2021 Chair of the WRA Board of Directors says, "We have had a very good start to the year, with sales up more than 10% in the first five months of this year compared to the January-to-May period of last year. Even with supply as razor thin as it has been this year, REALTORS® have been able to move homes quickly, which has helped to get buyers into homes and has fueled our growth in sales. As we move into the peak summer housing market, tight inventories will likely result in slower sales growth compared to the previous year unless we start seeing an improvement in our listings. It will be difficult to grow off the strong sales we say in the second half of 2020 with such tight supply."

Michael Theo, WRA President and CEO tells us, "Basic economics tells us that strong and growing demand in a world of tight supply is going to create significant price pressure, and that's exactly what we're seeing in the state housing market. Median prices through the first five months are up at an annual pace of 12.1%. Unless demand moderates or supply improves, neither of which is likely in 2021, we can expect to see more of the same price appreciation through the end of this year. The good news is that mortgage rates remain very low by historical standards, which has at least partially offset the impact of significant price pressure on housing affordability in the state."

Rock County Housing Statistics—The median price for May 2021 is \$220,000 and for the month of May in 2020 it was \$172,000 that was an increase of +27.9% and the **Sales** for May 2021 is 208 and May of 2020 was 185 that was an increase of +12.4%. In May of 2021 there was 2.5 months of **inventory** and in May of 2020 there was 3.1 that was a decrease of -19.4%. Average **days on the market** in May of 2021 was 59 and April of 2020 was 82 that was a decrease of -28.0%.

Statewide Housing Statistics—The median price through May 2021 is \$235,000 and through May of 2020 it was \$213,850 that was an increase of +9.9%. The sales through May of 2021 is 6,935 and May of 2020 was 6,052 that was an increase of +14.6%.

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.

2021 Family Fun Fair

We are currently planning this year's Fun Fair to take place in October. We are working out the details such as location and actual date. We have however picked a recipient of dollars raised. This year 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.

We are in the planning stages of this event. We still have a lot to do. 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.

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"



Wishing all July birthdays the best.

July is here!! Hope everyone had great \text{\celebrations on July 4th with family and friends. Lastly for July is the full moon on the

23rd.

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

Rock-Green REALTORS® Association is always looking for new members/new offices. New member/office applications can be found online at www.rockgreenrealtors.org (fees not disclosed online) or call the office, we can fax or email applications if you wish, for new offices, agents, brokers, affiliates and local affiliates. The more the merrier!

New Members:

Kierra Wilson, Shorewest Realtors Donna Butterfield, Re/Max Property Source (MLS only) Daniel Knull, First Weber Inc.

Members Leaving:

Evan Shortreed, Realty Executives Premier

Members Transferring:

Kelly Falk, C21~Affiliated-RG to C21~Affiliated Janesville



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 Aug 12, 2021 November 11, 2021

"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 STUFFED PEPPERS

6 lg. green peppers, halved lengthwise & seeded
1 c. Uncle Ben's long-grain & wild rice (cooked)
1 lb. ground chuck, cooked & drained
1 c. Cheddar cheese, grated
Salt & Pepper, to taste
½ c. chicken broth
½ tsp. curry powder
1/8 tsp. cayenne pepper
1 (16 oz.) can stewed tomatoes
½ c. seasoned bread crumbs

Parboil peppers for 4 minutes. Blanch in cold water and drain well. Mix rice, meat, cheese, salt and pepper. Dissolve curry powder in chicken broth and add to meat mixture. Add cayenne pepper. Stuff peppers. Top with tomato sauce and bread crumbs. Bake at 350° for 60 minutes, covered. Yield: 6 servings.

CHERRY DELIGHT

This is so simple you won't believe it! It's delicious and will fill you house with a great aroma.

Preheat oven to 350° and grease a 9x13-inch pan.

LAYER:

4 c. cherries with juice 1 (18 oz.) pkg. white or yellow cake mix (golden vanilla is great) 2 sticks melted butter or margarine 1 c. chopped pecans

DON'T MIX! JUST LAYER THE INGREDIENTS AND BAKE FOR 50

Barb Tapovatz Tried' n True

MINUTES.

If you have a recipe you would like to share email: sue@rockgreenrealtors.org
Make sure you have copyright permission.

JULY BIRTHDAYS

3	Heather Spies
	Sara Reque
4	Wayne E Jacobson
6	Verna Saladino
	Chris Tuescher
8	Becky Bittner
9	Barb Smith
	Melanie Simmons
12	Mollie Podwell
	Carol Esselman
13	Gretchen Anderson
16	Becky Zuelke
	Jeffrey Joseph
	Brittney Mansur
17	Lindsey Chrostowski
	Al Herbst
19	David Love
20	Lori Hagemann
21	Steven Greene
22	Stephen Biedermann
	Rion Tovar-South
24	Carol Harkin
25	Andy Dongarra
	Chris Mayhew
26	Kimberly Nickols
28	Carole Cullen
31	Stacy Hardenstine

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

JULY 2021

July 5, Association office closed

July 08, Fun Fair Committee Meeting, 10 – 11 A.M.

July 22, Fun Fair Committee Meeting, 10 - 11 A.M.

UPCOMING EVENTS

August 11, MLS B.O.D. Meeting, Assoc. 9 A.M.

August 12, New Member Orientation, Assoc. Office 9 A.M.

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

Agust 19, Golf Outing, Glen Erin (golf) Celtic House (dinner)

August 25, RPAC event at the New Stadium (Beloit)

September 24, Save the Date - Installation

AUGUST BIRTHDAYS					
1	Carol Roehl	17	Gary Loos		
3	Michael Lunde	19	Kurt Kirchenwitz		
	Theresa Streuly	20	Walter Bancroft		
	Randy Walters	23	Greg Heinen		
5	Sara Luchsinger	24	Charles Stanhope		
8	Jenny Hallett		K Andreah Briarmoon		
12	Jeffrey Brink	25	Jeffrey Frost		
	Saundra Nehls	26	Harry Devitt		
	Dixie Kalk		Holly Barrett		
13	Brett Gill	27	Vicky Kreyer		
14	Donna Panico	28	Bianca Singer		
	Allan Brillman	31	Bob Mack		
16	Kimberly Vanmatre		Mary Ellen Mackey		



Hello all, it's getting to be that time of year again! What time you ask? Dues time. You have till August 31 to send in a partial payment if you wish. That way you will have part of your 2022 dues paid before the billing comes out in September. They are

normally due in full by November 18th. For more information on how you can make a partial payment, just call Sue, or send in a payment and mark it Partial Payment for 2022 Dues and Sue will process it and when the billing comes out in August she will deduct that from the total bill.

Thank you to all who participate and Give to RPAC, Your dollars do help make a difference! Every donation Helps! We do have a few members that have stepped up and we are hopeful for more to join them in the future.

GREAT JOB EVERYONE! We couldn't do it without you!



2021

Golf

Outing

Thursday, August 19

Glen Erin Golf Course

Best Ball-4 Person Scramble Shotgun Start @ 11:00 a.m. Dinner to follow in the "Celtic House" \$75
PER PERSON

Includes golf & Dinner

Same Low Cost!

Grilled Burgers, Brats & Hot Dogs

(Available Prior to Start)

Games & Prizes

(On Course)

For Hole Sponsorship

Contact Al Herbst @ 743-4072 aherbst@johnsonfinancialgroup.com

Golf Only @ 11:00 a.m. ---\$55.00 Dinner Only @ 4:30 p.m. -\$20.00 (Celtic House at Glen Erin)

Registration: 10 a.m. – 11:00 a.m.

Registration Deadline is August 6, 2021

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Name	_ Golf	_ Dinner
Name	_ Golf	_ Dinner
Name	_ Golf	_ Dinner
Name	_ Golf	_ Dinner

2021 registration form

Must be in attendance to win door prizes.

MAKE CHECKS PAYABLE TO: Rock-Green REALTORS®

Association, Inc.

Remit amount for golf & dinners listed on this registration form.

Bring or Mail to:
Rock-Green REALTORS®

4451 Woodgate Drive, Suite 100, Janesville, WI 53546

Registrations will not be accepted without all monies accompanying names of registrants.

AUGUST 25th COST: \$50 PER PERSON

*INCLUDES:

*GAME TICKET,

*USE OF PARTY DECK,

*BURGERS/BRATS/SODA. Exc.

*DONATION TO RPAC

Join us for "Snappy" Hour! AT THE NEW Ballpark



217 Shirland Ave. in Beloit Gates open @ 5:30 p.m. Game @ 6:30 p.m.

Register today!

- *Enter your Name and #Tickets you would like to reserve #tickets x \$50=amount due
- * Payment Options Venmo acct: @RockGreen-Realtors (for: ballgame), Check or Cash, mail or drop off at the Association Office. Payment is Due with registration form.
- * The name(s) you enter is the name we will mark for the RPAC donation. You can list individually or as a group.
- * Online AUCTION coming soon! Anyone interested in donating (items can be individual or basket), please check the box and notify Vicky at the Rock Green Office or Mary Gilbank Peterson for questions.

(NOTE: the name you enter is the name we will mark for the RPAC donation.)

NAME	# TICKETS	# x \$50 =amount due	CK#/CASH/ VENMO	Donate item for auction √

Hosted by your Rock-Green REALTORS® RPAC Committee.

