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# A word from your President By Jerry Morse

The weather improved just in time for the Memorial Day weekend and temperatures in the 80's are being forecast for the coming week! The Real Estate Market remains hot as well and it's still a great time to be a seller. We have talked about the low inventory of homes for sale the last 4-5 years and that has not changed.

Because of the Pandemic, in-person events for our Association have been few and far between. Now that things are returning to normal let's have some fun! Sign up for our golf outing on August 19<sup>th</sup> at Glen Erin and our "Snappy Hour" at the New Ballpark in Beloit on August 25<sup>th</sup>. If you have not received the details yet, get them from Vicky or Sue and Register!!!

Unofficially summer has started! So, Get out and Enjoy!

Happy Father's Day for all the Dad's out there!

# **INSIDE THIS ISSUE**

Leadership Directory A note from your Association Exec. We need Fundraising Help! Do you still need your Covid Shot? Important Numbers 2020-2021 Committee List Annual Golf Outing, Save the Date ECHO News "Stockbox" for over 60 Covid19 and your Practice MLS Information MLS Officers and Directors Rock Co./WI Housing Stats App. for elected officers/directors





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**JUNE 2021** 

\*=Inserted Page

**RPAC Registration From** 

\*

### **EXECUTIVE COMMITTEE**

### PRESIDENT Jerry Morse 754-5300 morserealestate@hotmail.com

PRESIDENT-ELECT Connor Fox 756-4196| connorfox@c21affiliated.com

**TREASURER** Neil Kerwin 365-7791 | neilkerwin13@gmail.com

SECRETARY Tammy Cherry 754-2121 | tcherry@shorewest.com

## LOCAL DIRECTORS

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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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Editor of *The Real Scene* Vicky Kreyer, Association Executive Co-Editor Sue Cook, MLS/Membership Administrator

# **ASSOCIATION NEWS**

## A Note from your Association Executive:



Hello all! Hoping you all had a great Memorial Day weekend and were able to connect with family and friends. Enjoy some time outdoors and maybe get some gardening and landscaping done.

Just a reminder to Save the Dates: August 19 for the Rock-Green Golf Outing at Glen Erin for golf and The Celtic House for dinner and August 25 for the RPAC event at the New Snappers Ball Stadium in Beloit. See the insert in this edition of "*The Real Scene*" for the registration form.

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 <u>vicky@rockgreenrealtors.org</u> Thank You!

Do you still need your Covid Shots? I recently had mine at the Janesville Sam's Club. It was quick and easy. They do accept walk-ins or you can call or go online and make an appointment. You do not need to be a Sam's Club member.

# **IMPORTANT NUMBERS**

Association AE Office MLS/Membership Office Association FAX # e-mail Web Site WRA (General #) WRA Members Only Members Only Legal Hotline Legal Hotline

(608) 755-4854 (608) 755-4841 (608) 755-4843 Vicky@RockGreenRealtors.org www.rockgreenrealtors.org (608) 241-2047 1-800-279-1972 1-800-799-4468 (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

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

### ANNOUNCEMENTS



Save the Date August 19<sup>th</sup> 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 So, get your 4-somes ready, the registration form should be ready soon. Stay tuned for more info.

Hole Sponsors contact Al Herbst Door Prizes contact Vicky or drop them off at the Association office.

# ECHO NEWS FREE FOOD FOR SENIORS (60 YEARS OLD AND OVER)

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

Through the Task Force in Milwaukee, ECHO will be able to distribute the "Stockbox" Program. This monthly box usually consists of cereal, canned goods, pasta or rice, canned meat, and 2 pounds of Wisconsin cheese. 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

"All that is needed is a WI ID and be in the income limits. Someone in your family or neighborhood might qualify for this monthly service. Thank you all for the past and future help." –Andrea B Morse, ECHO Director

### **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

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# **MLS CORNER**

4

# **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
- Post your listing on a social media platform (including multi-brokerage listing sharing networks)
- 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.

**\*\*\***Within Paragon, each agent is assigned a User Code and a User ID. If you are asked by a vendor (i.e. website provider) to provide your MLS ID, they could be referring to either of these codes, depending on which field they have incorporated for their product. You can find both of these numbers within the Paragon Agent Roster. Click Membership from the top menu bar, and then Agent Roster. Enter your last name within either the Agent Name or Agent ID field. The results will display both your User Code and your User ID. You can either clarify as to which field they are looking for, or just send them both codes.

**\*\*\***If you need access to multiple tax records for a list of properties from Paragon, pull up the list of properties in Paragon via a search or lookup and select the listings. Once selected, click on the Actions drop down and select View in CRS Data. The selected listings will be imported into CRS, and all CRS functions, such as reviewing the assessment/tax info, viewing on the CRS map, and creating mailing labels will be available for this group of listings. Friendly reminder if you are unable to enter the correct date of the contract, send the MLS Number and correct date to <u>sue@rockgreenrealtors.org</u> or 608-755-4841

# Thank you, Sue

# **MLS Officers/Directors**



Verna Saladino President Phone: 608-755-5400 Email: verna@thebriggsrealtygroup.com

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Kathleen Stumpf Secretary <u>Phone: 608-754-2121</u> Email: kstumpf@shorewest.com

Erika Penny, Past President Phone: 608-755-5400 Email: <u>erika@thebriggsrealtygroup.com</u>

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Pat Bellinghiere, MLS 1-Year Director Phone: 815-282-2222 Email: <u>patb@gogambino.com</u>

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

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

Anthony Dransfield 1-year Director <u>Phone: 608-158-9779</u> Email: dransfieldt@firstweber.com 5



**Rock County Housing Statistics** 

**Madison, Wis.**—April home sales and median prices were up significantly compared to the depressed levels a year earlier when the economic lockdown was in full force. Although new listings were up compared to April 2020, total listings fell 29.5%.

Months of supply fell to just 2.5 months statewide dropping by more than 20% in every region in the state. All regions are in a very strong seller's market.

Thirty-year fixed-rate mortgage rates remained low at 3.06% in April, which has kept Wisconsin housing affordable even as median prices rose 9.9% over the past year. Homes are moving quickly, as average days on the market dropped 14.1% to just 85 days in April, down from 99 days a year earlier.

The national economy has now been expanding for three straight quarters, which began in summer 2020, but inflationary pressures are building. "Even though the end of the recession hasn't been officially announced, the national economy has been growing since the third quarter of last year, and the initial estimates of first quarter real GDP growth came in at 6.4%. The good news is that the state unemployment rate has dropped more than 10 percentage points since peaking at 14.8% in April last year, and it stood at 3.8% in March this year. The concern is that the strong economic growth is starting to generate significant inflation increased from 1.4% in January to 4.2% in April." *–Dave Clark, Marquette University Economist and WRA Consultant.* 

**Rock County Housing Statistics**—The median price for April 2021 is \$196,500 and for the month of April in 2020 it was \$165,000 that was an increase of +19.1% and the **Sales** for April 2021 is 208 and April of 2020 was 174 that was an increase of +19.5%. In April of 2021 there was 2.3 months of **inventory** and in April of 2020 there was 3.0 that was a decrease of -23.3%. Average **days on the market** in April of 2021 was 64 and April of 2020 was 86 that was a decrease of -25.6%.

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

# APPLICATION FOR ELECTED OFFICERS/DIRECTORS FOR THE ASSOC-OR-MLS

Candidate for the Office of: Rock-Green REALTORS® Officer/Director

MLS Officer/Director\_\_\_\_\_ Name of Candidate\_\_\_\_

Firm Name

Position held with firm\_\_\_\_\_

Business Address\_\_\_\_\_

Phone

Education (circle the last year of education completed) High School 9 10 11 12 College 1 2 3 4 Post graduate 1 2 3 4 REALTOR® designations attained

REALTOR® RELATED ACTIVITIES No. of years REALTOR®\_\_\_\_\_ No. of years licensed\_\_\_

REALTOR® history of committee service, offices held, or any other areas of service candidate deems appropriate: NAR\_\_\_\_\_\_

WRA\_\_\_\_

R-G or other local board

Other activities (any other trade associations, professional organizations, civic and community activities and accomplishments, etc.\_\_\_\_\_

Are you aware of the responsibilities and the time requirements of service as Officer/Director of the Association or MLS? \_\_\_\_\_Yes \_\_\_\_\_No

Will you attend regular meetings of the Rock-Green REALTORS® Association or Rock-Green MLS, as well as other meetings required of the office for which you are applying? \_\_\_\_\_Yes \_\_\_\_\_No

Personal Data (optional) Marital status\_\_\_\_\_ Spouse's name\_\_\_\_\_

No. of dependents\_\_\_\_\_\_ Residence Address\_\_\_\_\_\_

City\_\_\_\_\_State\_\_\_\_Phone\_\_\_\_\_

Remarks by candidate (give any other information you desire).

# **MEMBERSHIP UPDATES**



Wishing all June birthdays the best.

June already! The 14<sup>th</sup> is Flag Day, 20<sup>th</sup> Father's Day and Summer begins, and 24<sup>th</sup> Full Moon.

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 <u>www.rockgreenrealtors.org</u> (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:**

Darius Evans, EXP Realty, LLC Rion Tovar-South, Weichert Realtors Tovar Properties Lori Lynn Marske, Weichert Realtors Tovar Properties

## **New Offices:**

Weichert Realtors Tovar Properties



**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."

# **RECIPE OF THE MONTH**

# LEMON LUSH

- 1 C. Flour
- 1 stick margarine, room temp.
- 1/2 c. chopped pecans
- 8 oz. cream cheese, room temp
- 34 c. powdered sugar
- 8 oz. Cool Whip
- 2 sm. boxes lemon instant pudding
- 3 c. milk

Mix flour, margarine and nuts; press into 9x13-inch pan. Bake at 350° for 15 to 20 minutes. Cool completely. Mix cheese, powdered sugar and 1 cup of the Cool Whip. Spread over cooled crust. Beat lemon pudding mix and mile on low speed for 2 minutes. Spread over cheese mixture. When firm, spread remaining Cool Whip on top. Refrigerate.

# LEMON CREAM CHEESE SPRITZ

1/2 c. butter or margarine, softened
3 oz. cream cheese softened
<sup>1</sup>/<sub>2</sub> c. sugar
1 lg. egg yolk
1 tsp. lemon extract
1 T. freshly-grated lemon peel
1 <sup>3</sup>/<sub>4</sub> c. flour
<sup>1</sup>/<sub>2</sub> tsp. salt

With electric mixer, beat butter and cream cheese thoroughly. Add sugar gradually, continuing to beat until light and fluffy. Add egg yolk, lemon extract and lemon peel. Beat well. Lightly spoon flour into measuring cup and level off. Blend flour and salt together and add in 3 additions. Mix well after each addition. Assemble cookie gun and fill with cookie dough, following directions. Bake 14 to 17 minutes at 350°, or until just starting to turn a light golden color around the edges. Do <u>not</u> overbake. Yield: 5 to 6 dozen.

# Barb Tapovatz Tried' n True

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



# JUNE BIRTHDAYS

3	Rhonda Oshel						
	Mike Venable						
4	Nicole Davis						
5	Andrea Morse						
	Curtis Jacob						
6	Alexandra Bowers						
7	Nicole Duffy						
	Matt Bonson						
	Rich Ellefson						
8	Robert Simonson						
11	Michael Wickersham						
	Nathan Anderson						
12	Molly Leonard						
13	Ellen Brown						
15	Jill Hocking						
16	June Cook						
17	Kari Schmidt						
19	Wendy Lee						
	Eric Larimore						
20	Heidi Krenz-Buchanan						
22	Jim Hansen						
25	Jennifer Skubis						
26	Richele Reiske						
28	Zach Getchel						
30	30 Debbie Barden						

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

# JUNE 2021



June 8, RPAC Committee Meeting, 11 A.M.

June 9 MLS B.O.D. Meeting, Assoc. 9 A.M.

June 16, Assoc. B.O.D meeting, Assoc. Office 8:45 A.M.

June 17, Fun Fair Committee Meeting, 10 – 11 A.M.

June 20, Father's Day

June 23 – July 5, Vicky, your Association Executive will be out of the office, If I am needed call Sue and if she cannot help you, she can relay a message.

# Have a Happy 4<sup>th</sup> of July and be Safe!! <u>UPCOMING EVENTS</u>

JULY, No meetings in July

July 5, Association Office Closed

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

**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 Rock and Green County Community events, landscapes, wildlife and such. Just remember no Real Estate photos or anything that would include your signage. Please submit them (with a little description) to the Association either to Sue or Vicky. <u>Vicky@RockGreenRealtors.org</u> or <u>Sue@RockGreenRealtors.org</u> HAPPY SNAPPING!

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 hopful for more to join them in the future.

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



# 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 #going x \$50=amount due \* Payment Options Venmo (coming soon), Check or Cash, mail or drop off at the Association Office.

\* The name(s) you enter is the name we will mark for the RPAC donation. You can list individually or as a group

\* Facebook 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.