



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

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A word from your President By Connor Fox

Happy June everyone! Crazy to think that 2022 is almost half over. I know I am certainly ready for the warmer weather that the summer months bring.

I know a lot of agents are worried about what the market is going to do in the coming months. I've heard several agents throw around the word "crash". That is a scary word! I feel like a broken record but I feel like it should be said again, the market needs a stabilization (in my opinion). It is a tough market and there are still properties selling for thousands over asking. It can be very discouraging for buyers especially with the climbing interest rates. I encourage agents working with buyers to think about how the interest rates increasing may affect some buyers. Like for example, a buyer who was pre-approved for \$500,000 may now only be approved for \$350,000 which can still get you a great home. It's hard to think of a market slow down, BUT it would be kind of nice to be able to show buyers several houses without them having to make an instant decision whether or not to write an offer. Just my two cents :)

Don't forget about continuing ED! That deadline is going to come up quick! Also, be on the lookout for more information regarding the Rock-Green REALTORS® Association Golf Outing, which is on August 4th! Information is already out about the Association outing at ABC Supply Stadium on August 10th. There are only 125 tickets so make sure to get in contact with Vicky or Sue to reserve your tickets!

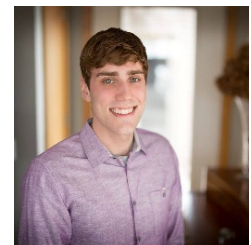
As always, don't hesitate to reach out to Vicky, Sue or myself if you want to get involved in the association. I hope everyone has a wonderful June. Keep on selling!

All the best,

Connor



Happy Father's Day



INSIDE THIS ISSUE

JUNE 2022

	Page #	Page #
Leadership Directory	2	New Member Orientation Schedule 6
A note from your Association Exec.	2	Thank you Wade and Beth 6
Important Numbers	2	Recipe of the month 6
Membership Meeting Registration	*	2023 Pre-Payment Plan 6
Committee List	3	June Birthdays 7
Save the Dates	3	Appraiser Request 7
We need your photos!	3	Dates to Remember 7
Become a National Leader	3	Upcoming Events 7
MLS Information	4	July Birthdays 7
MLS Officers and Directors info	4	Free Line by Line Forms Training 7
Rock Co. Housing Stats	5	
RPAC Corner	5	
SkyCarp Ball Game Registration	*	
Membership Updates	6	
*=Inserted Page		*

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Editor of *The Real Scene*
Vicky Kreyer, Association Executive
Co-Editor

Sue Cook, MLS/Membership Administrator

ASSOCIATION NEWS

2



A Note from your Association Executive:

I cannot believe that we are at the half way point of this year. Now let's hope the weather catches up to us and give us the spring and summer that we all crave. The school year is coming to a close and college and high school students are graduating. Congratulations to all that have a child graduating this year.

We are now selling tickets to the August 10th Sky Carp ballgame. We have reserved the Coors Light Chill Zone which is exclusively reserved for our group. We only have 125 tickets to sell so you will want to reserve yours early. \$50 a ticket will get you a ticket, the party deck, food and a donation to RPAC. More information is in this issue of "*The Real Scene*".

Our next membership meeting will be on June 21st. Rock Co. 5.0 with James Otterstein. He will be joining us to let us know what is happening in Rock County. You don't want to miss this one. This will be at the Barn on Prairie, this one will be upstairs in a larger room and there is a chair lift for those that cannot do stairs. Registration/Continental Breakfast (free) at 8:30 with the program to begin at 9 a.m.



Also, the Annual Rock-Green Golf outing is going to be on August 4th at Glen Erin with dinner following at the Celtic House. They have created an online registration for this year's golf outing or you can always register the old fashioned way, with me. More details within this edition of "*The Real Scene*". (scan code for online)

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.

Don't forget, Father's Day is on June 19th. And summer begins on June 21st.



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

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
Verna Saladino, 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

June 21, Membership Meeting, 9 a.m. Program Rock County5.0 with James Otterstein.

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 2nd thru 4th, 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 2nd, "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.

NEED PHOTOS!!!!

Rock-Green is updating their website. Watch your emails as we are in search of some amazing photos of Rock and Green counties. Landscapes, parks, recreation, land markers, scenery anything that shows what Rock and Green counties are all about. Please submit these photos to Vicky or Sue's emails at the Association office. Watch for future photo options as the year progresses. We might want to showcase your pets, vacations, families and more.



BE A NATIONAL LEADER IN 2023

The WRA is now seeking members interested in serving as NAR directors representing medium and small boards. This Process Includes:

*Certifying board size: NAR will certify the membership count in all boards as of July 31, 2022.

*Applications: **Members interested in serving, you must complete the online application and return it to Sandy Bolgrihn at sandyb@wra.org by Aug. 15, 2022.**

*Terms: Those members selected will begin serving a one or two year term beginning in January 2023.

REMINDER FOR WRA SERVICE

As a reminder, you will also need to apply for a NAR committee for service beginning in 2023. Apply online at www.narl.realtor/national-leadership/committee-members-liasons/committee-selection-process

MLS INFORMATION:

***** Sun Prairie High & Middle School Changes:** In the Fall, Sun Prairie will have two high schools (grades 9-12) and three middle schools (grades 6-8). Options in Paragon for Sun Prairie High School have been updated to reflect Sun Prairie East and Sun Prairie West. All current listings with Sun Prairie listed as the high school have been updated to Sun Prairie East. If your listing is in the Sun Prairie West boundary, please modify your listing. We have also added an option for Central Heights Middle School.

If you have a saved search using Sun Prairie high or middle schools, you will need to update it to include these changes. Links on Paragon for boundaries and school locator tool

***** 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.



***** Keybox Access for Listings Outside of SCWMLS:** Members of the South Central WI and Rock Green MLSs have access to open Supra keyboxes on properties listed by SCW and Rock Green MLS members only. Each MLS in Wisconsin has its own, and separate, keybox system. When setting up a showing on a listing imported into Paragon from another MLS (MLS number prefixed with 2 alpha characters), do not take for granted there will be a Supra keybox, and that you will be able to access it.

Most agents in the Metro Milwaukee MLS (MM prefix) use the SentiLock keybox system. Metro agents can issue a one-day code to allow you access. Most agents in the Northeast (NE prefix) and Central WI (CW prefix) MLSs use the Supra system, but it is separate from ours. If you want to show a NE or CW listing, email keys@wisre.com and request reciprocal Supra access. Indicate which system you would like reciprocal access for based on the alpha prefix. You need to do this only one time per MLS system, and there is no additional fee for this reciprocity. Please do not wait until you are at the property to call for reciprocal access, as it takes effort from staff at both the SCWMLS and the reciprocating MLS to get this set up.

***** Photo Reminder: Photos loaded into Paragon should not contain office/agent names, logos, or contact information. Please take photos from an angle to avoid your for sale sign, or from an angle such that your sign is not readable. If this is not possible, please edit your photo to blur or cover the sign before loading it into Paragon. This rule extends to unbranded virtual tours loaded into Paragon as well.**

Thank you, Sue

MLS Officers/Directors

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Eric Kim, 1-Year Director
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eric_kim1987@yahoo.com

[Alexandra Bowers, 1-Year Director](#)
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alexandra@zteam1.com

Andrea Morse, 2-Year Director
Phone: 608-754-5300
amorse@ymail.com

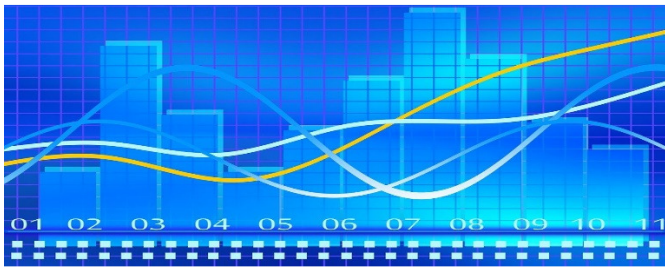
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HAPPY FATHER'S DAY!



Rock County Housing Statistics

Madison, Wis.—The combination of strong upward pressure on home prices and rapidly rising mortgage rates resulted in a dramatic 27.9% reduction in statewide home affordability. The Wisconsin Housing Affordability Index shows the portion of the median-priced home that a qualified buyer with median family income can purchase, assuming a 20% down payment and a 30-year fixed-rate mortgage at current rates used to finance the remaining balance in April 2021, that buyer could purchase 19.7% of the median-priced home, and just 12 months later in April 2022, that same qualified buyer could only purchase 14.2% of the median-priced home.

Average days on the market fell 18.8% over that last 12 months, from 85 days in April 2021 to just 69 days in April 2022.

Brad Lois, 2022 Chair of the WRA Board of Directors, **TIGHT INVENTORIES A PERSISTENT PROBLEM:** “Inventories tightened over the past year in every region of the state and across all types of counties, ranging from those in rural areas to large metropolitan areas. We do expect rising mortgage rates to moderate demand pressure, but we are likely to remain in a strong seller’s market throughout the prime summer sales period.”

Michael Theo, WRA President and CEO tells us, **AFFORDABILITY FALLING MORE RAPIDLY:** “Until recently, low mortgage rates helped offset the double-digit increase in home prices, keeping Wisconsin housing relatively affordable. However, the inflation-induced increases in mortgage rates have driven affordability down, and that is likely to moderate sales going into our peak summer sales market.”

Dave Clark, Marquette University Economist and WRA Consultant, **TAMING INFLATION A PRIORITY FOR THE FED:** “Fed Chairman Jerome Powell has indicated that the Fed is fully committed to getting inflation under control, and it recently increased the federal funds rate by a half a percent, demonstrating its increased hawkishness on inflation. Hopefully the Fed can strike the right balance of slowing the economy enough to reduce inflationary pressures without pushing the economy into recession.”

Rock County Housing Statistics—The median price for April 2022 is \$215,000 and for the month of April in 2021 it was \$198,500 that was an increase of +8.3% and the **Sales** for April 2022 is 183 and April of 2021 was 214 that was a decrease of -14.5%. In April of

2022 there was 2.4 months of **inventory** and in April of 2021 there was 2.5 that was a -4.0% change. Average **days on the market** in April of 2022 was 59 and April of 2021 was 66 that was a decrease of -10.6%.

Statewide Housing Statistics—The median price through April 2022 is \$249,900 and through April of 2021 it was \$225,000 that was an increase of +11.1%. The sales through April of 2022 is 20,908 and through April of 2021 was 22,543 that was a -7.3% 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**

Why are REALTORS® good at selling houses?

They're good at ceiling deals.

Did you know...that in late March, Gov. Tony Evers signed Wis.Act216-the foreclosure equity bill and one of the WRA’s legislative priorities-into law. The new law requires counties to pay any net proceeds in a property tax foreclosure sale to the former owner of the property. Passage of the new law was a matter of fairness and was important because:

- Prior to the passage of Act 216, counties could keep any net proceeds-even after all penalties, interest and selling costs were paid-unless the property was the former owner’s homestead.
- Wisconsin was one of only 12 states that allowed foreclosure equity theft.
- Foreclosure equity theft was an unconstitutional taking. Under the Fifth Amendment to the U.S. Constitution, the government is prohibited from taking property for a public purpose without just compensation.
- Keeping the equity in an owner’s property made such financial hardships even worse and prevented the owner from making a financial recovery.

Wis. Act216 passed both houses of the Wisconsin Legislature in unanimous votes and was signed into law on March 30, 2022.

June, how time flies!

Wishing all June birthdays the best!

June Events: 6th D-Day, 14th Flag Day, Full Moon, 15th BOD Meeting, 19th Father's Day and 21st Summer Begins, Membership 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 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:

Karla Hale, Rainbow Canyon Realty LLC
Kevin Tennyson Williams, Kevin Tennyson Williams
Christen Valente, Shorewest Realtors

New Offices:

Rainbow Canyon Realty LLC
Kevin Tennyson Williams

Members Leaving:

Devon Elliott, Walker Realty Group LLC
Zach Getchel, Home Pro Inspections Service

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

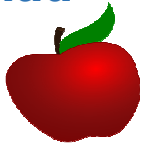
“Thank you Wade Williams for being our orientation instructor, very much appreciated. Thank you to Beth Hanthorn for participating with Wade.”



RECIPES

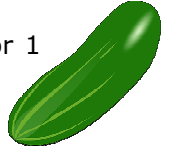
Apple-Cucumber Salad

2 Delicious apples, peeled and diced
½ cucumber, peeled and diced
1 tsp. onion, grated
1 T mayonnaise



Combine all ingredients and chill for 1 hour before serving.

Yield: 4 Delicious with beef



Orange-Cream-Fruit Salad

1 (20 Oz.) can pineapple tidbits, drained
1 (16 oz.) can peach slices, drained
1 (11 oz.) can mandarin oranges, drained
3 bananas sliced
2 unpeeled apples, cubed
1 (3 oz.) pkg. instant vanilla pudding
1 ½ c. milk
3 oz. frozen orange juice concentrate, thawed (undiluted)
¾ c. sour cream

Combine all of the fruits, except bananas, and set aside. Combine pudding, milk and orange juice; beat until well blended. Stir in sour cream. Fold in fruits. Add bananas last. Refrigerate until ready to serve.

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.

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.

JUNE BIRTHDAYS

3	Rhonda Oshel
	Mike Venable
	Donna Butterfield
4	Nicole Davis
5	Andrea Morse
	Curtis Jacob
6	Alexandra Bowers
7	Nicole Duffy
	Matt Bonson
	Ryan Simons
8	Robert Simonson
10	Geri McCluskey
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
	Jennifer Moran
	Jennifer Garczynski
30	Debbie Barden

Apologies to Amanda Kortte and Diane McClure for missing their Birthday's on May 20th.

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 2022

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

June 16-17, Vicky Out of office, WRA BOD meeting

June 21, Membership Mtg, 9 A.M. The Barn on Prairie

UPCOMING EVENTS 2022

NO MEETINGS IN JULY

Aug. 4, Annual Golf Outing, Glen Erin & The Celtic House

Aug. 10, RPAC Fun night @ SkyCarp ball game

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



JULY BIRTHDAYS

3	Heather Spies	17	Lindsey Chrostowski
	Keneth Redeker		Al Herbst
	Sara Reque		Madelin Smart
4	Wayne E Jacobson	19	David Love
6	Verna Saladino	20	Lori Hagemann
	Chris Tuescher	21	Steven Greene
8	Becky Bittner		Kathy Schultz
9	Barb Smith	22	Stephen Biedermann
	Melanie Simmons		Rion Tovar-South
12	Mollie Podwell	25	Andy Dongarra
13	Gretchen Anderson		Chris Mayhew
15	Christopher Terrell	26	Kimberly Nickols
16	Becky Zuelke	28	Carole Cullen
	Jeffrey Joseph	29	Jasinto Catalan
	Brittney Mansur	30	Kirsten Willians
			Jodi Stromberg

FREE

The most in-depth Wisconsin real estate forms training is now free for WRA members. Previously a subscription-based series. Line by Line is now available for free as part of WRA membership* and gives all members equal access to the best Wisconsin-based real estate forms training on the market.

LINE BY LINE FORMS TRAINING

Get Started now: WWW.WRA.ORG/LINEBYLINE

*This video series is free for WRA REALTOR® members and legal section members.

Rock-Green REALTORS® Association, INC. RPAC Fun Night



We are having a fun night at the Ballpark. August 10th at the New SkyCarp Ballpark in Beloit. Game time is 6:35 p.m. We have reserved the Coors Light Chill Zone. It is the smaller deck totally reserved for our group only and we will be selling 125 tickets at \$50 each. This will get you your ticket, access to the party deck, food and a donation to RPAC.

- *Enter your Name and #Tickets you would like to reserve #tickets x \$50=amount due
- * Payment Options online Venmo acct: @RockGreen-Realtors | Check or Cash, mail or drop off at the Association Office. Payment is due with registration form.
- * The name you enter is the name we will mark for the RPAC donation. You can list individually or as a group.

NAME	# TICKETS	# x \$50 =amount due	CK#/CASH/ VENMO

Hosted by your Rock-Green REALTORS® RPAC Committee.



Mary Gilbank-Peterson
 Connor Fox
 Kelly Falk
 Heidi Krenz-Buchanan
 Andrea Morse
 Paul Schieldt

Sarah McLean
 Stephanie Mawhinney
 Macy Walter
 Jeff Zuelke
 Vicky Kreyer

Rock-Green REALTORS® Association, Inc.

Membership Meeting with James Otterstein

James Otterstein, Rock County Economic Development Manager. Did you hear? A 500,000 SF Build-To-Suit industrial project is coming to the Janesville-Beloit MSA. This facility will employ more than 300 and then it will add another 100 new positions within a few years. To learn about this new, consolidated and state-of-the-art facility, and what else is in store for Rock County. Attend this very informative meeting. With a Q & A to answer your questions.

**Location: The Barn on Prairie, (upstairs)
5828 S County Rd. G, Janesville, WI 53546**

Tuesday, June 21, 2022

8:30 a.m. Registration/Continental Breakfast

9:00 a.m. Meeting and Program

Registration Deadline: June 13, 2022



Membership Meeting Registration Form—June 21, 2022

NAME _____ NAME _____

NAME _____ NAME _____

NAME _____ NAME _____

NAME _____ NAME _____

NAME _____ NAME _____

There is a chair lift available to assist you to get upstairs if needed.



Please check here if you require special services to attend. Attach a written description of needs. Return this

form to the Association at 4451 Woodgate Dr. Janesville, WI 53546 or email to vicky@rockgreenrealtors.org. Or,

Sue@rockgreenrealtors.org If you want, just call the office to register, 755-4841 Thank you.