

4451 Woodgate Drive, Ste 100 Janesville, WI 53546 Office: 608.755.4854 Fax: 608.755.4843

A word from your President **By Colleen Nelson**

Well it's that time of month again. Newsletter time. It seems like I just finished writing the February Newsletter. Oh well. Hang in there with me. I will have at least one topic that will be very beneficial to all of us SUPRA:

I realize that most of us know how to operate the lockbox to get keys out and to put lockboxes on the house. But, it's come to my attention that very few of us realize that we can grant a one day access code to fellow REALTORS[®]. This is beginning to happen more and more. With the inventory so low we have REALTORS® coming from other areas wanting to show our homes, but their Suprakey will not work or they simply don't have one. Below is two different ways we can grant them access for one day:

To grant non-member access for SupraWeb: Login to SupraWeb Go to listings section Select Keyboxes from quick links Click on Key symbol next to box you wish to grant access to Enter mobile phone number of person to receive NMA Select time range (from 2-72 hours)-can be done days in advance Click on submit button Recipient will be given instructions on how to download the eKey app and authorize it. To grant Non-member access from the eKey app: Open the eKey app Tap on Supra WEBN icon Login Key serial number (at top of eKey home screen) Pin Organization from drop-down list (WI-South Wisconsin MLS) Tap non-member access Select a Keybox from the drop down menu Tap Grant Access & next Enter the non-member mobile phone number Submit

I could go on and on about Supra but I think I will have Rock-Green email instruction out so everyone gets them if you have any question you can to scw.mls.com, on left hand side of page click on keys. From there you can get all kinds of into. Have a great month and let's get out there and get those listings

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Thank you **Colleen Nelson**

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EXECUTIVE COMMITTEE

PRESIDENT Colleen Nelson 758-9779 | nelsonc@firstweber.com

PRESIDENT-ELECT Jerry Morse 754-5300| morserealestate@hotmail.com

SECRETARY/TREASURER Heidi Krenz-Buchanan 289-9383 | heidibuchanan@gmail.com

LOCAL DIRECTORS

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Neil Kerwin| 1-year term 365-7791 | neilkerwin13@gmail.com

Melissa Selvog | 1-year term 758-9779 | selvogm@firstweber.com

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Connor Fox| 1-year term 756-4196 |connorfox@c21affiliated,.com

Craig March | 1-year term 314-1276 | craigmarch@inlanta.com

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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 March to you all! Well, spring is just around the corner and remember to set your clocks ahead on March 8^{th.} Happy St. Patrick's Day to all our Irish members. Enjoy your corned

beef and cabbage and green beer. A day to celebrate!

Would someone please step up and be our first member of the Highlight a Member of the Month campaign. You don't have to tell us every detail of your life, just the highlights, who you are, where do you work, anything you would like us to know about you personally or if you are active in the community. Your family, pets, hobbies or anything you care to share about yourself. Please include a picture with your story so we can highlight you in our Newsletter.

Inside this newsletter you will find an article with the members who have stepped up and earned a new designation or are highlighted RPAC donors or donors to Foundations. Congratulations to them all.

We do have our first Membership Meeting set for March 25, this will be at the Armory and registration/cont. breakfast is at 8:30 with our meeting to start at 9 a.m. Our presenters include, Blackhawk Neighborworks, City of Janesville Down Payment Assistance, WHEDA and Rock County Down Payment Assistance. Please encourage your offices to send members to learn about these great community programs. Great Information from great presenters. Take an hour out of your day and join us. The registration form is in this newsletter and will email also.

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

(608) 242-2296

(608) 755-4854

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 2019-2020 ASSOCIATION COMMITTEE LIST

BUDGET/FINANCE

Jerry Morse, Co-Chair Blair Winn, Co-Chair Colleen Nelson Heidi Krenz-Buchanan Neil Kerwin

BYLAWS

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

DINNER DANCE

Diana Stoehr, Chair Connor Fox, Co-Chair Rebecca Bittner Val Eagan Renae Henry Ana Johnson 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 Justin Winkofsky Vicky Kreyer

GOVERNMENT AFFAIRS/RPAC

Jim Zanton, Chair Mary Gilbank-Peterson, Co-Chair Kelly Falk Connor Fox Heidi Krenz-Buchanan Andrea Morse Sherri Shaw Shelly Tracy

HEALTH & SAFETY FAIR

Lindsey Chrostowski, Chair Kim Nickols, Co-Chair Brandi Dabson Kelly Falk Linda Kleinschmidt Sara Stinski Jeff Zuelke Vicky Kreyer

MEMBERSHIP/Education/

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

NOMINATION

Colleen Nelson, Chair Ben Shult Heidi Krenz-Buchanan Jeff Zuelke Neil Kerwin Jerry Morse Paul Schieldt

PERSONNEL

Colleen Nelson, Board Chair Ben Shult Heidi Krenz-Buchanan Neil Kerwin Jerry Morse Blair Winn Erika Penny, MLS Chair

PROFESSIONAL STANDARDS

Wade Williams Chair '13 (T-18) Joan Waite Mediator '12 (T-13) Paul Schieldt, Mediator '12 (T-18) Andrea Morse, Griev. Chr '12(T-18) Jerry Morse, Ombudsman "16 (T18 Randy Borman, Ombudsman'16T18 Adam Briggs '12 (T-09) Dave Brown '13 (T'18) Julie Budrow '2020 (T-) Earl Collins '14 (T-18) Deb DeWitt '14 (T-18) Carol Esselman "18 (T18) Kaye Fulton '12 (T-18) Mary Gilbank '12 (T-18) Jeannine Hill '2020 (T-) Eric Kim '16 (T-14) Krista Shortreed '14 (T-13)

ROY/AWARDS LUNCHEON

Tammy Cherry, Chair Wendy Bumgarner Andrea Morse Colleen Nelson

Pat Knoble 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 Kristan Hoff-Filak Neil Kerwin Heidi Krenz-Buchanan Mary Ellen Mackey John Mansur Kim Sharp Erica Penny

STRAT PLAN COMMITTEE

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

CORE STANDARDS COMMITTEE

Colleen Nelson - Chair Jim Zanton - RPAC Nina Perona - News Lindsey Chrostowski - Community Wade Williams - Pro Standards Diana Stoehr - Programs Vicky Kreyer - Association

ANNOUNCEMENTS

Congratulations to our Members!

These are our members that were highlighted in the WRA Recognition issue of the WRA Real Estate Magazine, February Issue.

2019 Designations & Certifications:

Krista Shortreed, CRS Designation Patricia Leak, PSA Certification

2019 Golden "R" Direct Giver: Mary Gilbank

2019 Sterling "R" Direct Givers:

Wade Williams Jeffrey Zuelke

2019 Direct Giver/RPAC contribution of \$500 or more:

Renae Martin

2019 RPAC Hall of Fame (\$10,000 level): Mary Gilbank

2019 RPAC Fundraising Campaign for the Rock-Green REALTORS® Association Inc.

Members: 303 Donors: 139 Donations: \$13,620.00 Participation: 45.87%

2019 WRF (Wisconsin REALTOR®

Foundation, Inc.) \$101.00 to \$199.00 Wade Williams

Clear Cooperation Policy

Within one (1) business day of marketing a property to the public, the listing broker must submit the listing to the MLS for cooperation with other MLS participants. Public marketing includes, but is not limited to, flyers displayed in windows, yard signs, digital marketing on public facing websites, brokerage website displays (including IDX and VOW), digital communications marketing (email blasts), multi-brokerage listing sharing networks, and applications available to the general public.

REMINDER—The Rock-Green MLS Adopted this policy to begin on March 1, 2020

SAVE THESE DATES!

March 25, Membership Meeting at the Armory. Registration is at 8:30 with the meeting to start at 9 a.m. Housing Assistance programs.

May 13, Annual RPAC Event. At the Armory, Get your Kahoot teams together. More information to come.

MLS CORNER

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MLS INFORMATION

******* MLS Rule Change Regarding Mandatory Inclusion of Listings Effective 3/1/2020

New listings must be entered into the MLS within one (1) business day of being marketed to the public.

*******MLS Rule change for Reporting Offers with a Bump:

When reporting an offer with a bump, you have the option to change the status to AB (Offer-Bump), or to leave the status as Active. If you leave the status as Active, you must disclose the offer within the broker-to-broker remarks. (The MLS Board of Directors recently voted to require this disclosure (Offer-Bump) in the **first words** of the brokerto-broker remarks. This new rule applies to offers accepted on or after November 1, 2019. Adopted 1/22/2020

*****Attention iPhone Users:** iPhone Operating System 13 allows you to select to enable Bluetooth by app. If you are having difficulty using your Supra eKEY, make sure both the overall Bluetooth for your phone is enabled, as well as the Bluetooth for your Supra eKey. To find this setting:

- 1. Go to the iPhone Settings
- 2. Tap Privacy
- 3. Tap Bluetooth
- 4. Find Supra eKEY, and change the permission

******* New Team Option: Teams now have an option to be recognized within Paragon. If you currently work within a team, call 1-800-422-8831 for information on setting up your team within Paragon.

********New* Requirement for Recording Team Sales: Beginning with 2020 sales, if a team participates on the sale side of a transaction, and is registered as a team in the MLS, the listing office must record the sale under the team record. If the team has opted not to register, and does not come up on the list of sale agents within Paragon, you still have the option to record either the team lead or the team member assisting the buyer. Team names are required to include the word Team or Group, so it will be more evident, when reviewing productivity, if an entity is an individual or a team.

***When adding an associated document to a listing in Paragon, your document will automatically be set as a private document unless you select the Public check box. Public associated documents are available for the public via e-mailed listing links sent to clients. Private documents are not included when listings are emailed from Paragon, but SCWMLS members have access to them via the Documents link on a listing. We do not send private documents to other MLSs as some other MLSs do not distinguish between public and private, and include all documents with emailed listing links to the public. Please make sure to mark your public type documents (i.e. condition reports) as public so agents in other MLSs have access to them. "Please remember that your list date on the contract must be the list date entered in Paragon™, not the date you enter it. If you are unable to enter the correct date, email <u>sue@rockgreenrealtors.org</u> to get it corrected. Just send me the MLS number and the correct date(s)."

Thank you, Sue

2020 APPRAISAL CONFERENCE

March 10-11, 2020 Ho-Chunk Gaming Wisconsin Dells Register at:

www.wra.org/AppConf/register

MLS Officers/Directors

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

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Rebecca Bittner, MLS 1-Year Term Phone: 608741-1000 Email: <u>rebeccajbittner@gmail.com</u>



Rock County Housing Statistics

Madison, Wis.—For the second straight month, robust sales of existing homes and limited statewide inventories of homes for sale drove housing prices higher. What is amazing is that we performed so well, in light of historically low inventory levels in January. The WRA began tracking inventory levels in December 2009, and in January we set a new low mark. It's not surprising to see inventories tighten in the winter, but we've never seen them this low, even in January.

The good economy and excellent mortgage rates definitely boosted sales. Unemployment rates have been inching upward but remain below 4%, which is the level that economists consider full employment.

Such strong price growth should be leading to lower affordability, but lower mortgage rates have kept that from happening.

Affordability will likely become a bigger concern as prices naturally increase as we move into the peak sales period in the late spring and summer. Winter and early spring is always a great time to buy as sellers are often more motivated during those times.

Rock County Housing Statistics—The median price for January 2020 is \$170,000 and for the month of January in 2019 it was \$149,900 that was an increase of +13.4% and the **Sales** for January 2020 is 111 and January of 2019 was 123 that was a change of -9.8%. In January of 2020 there was 2.7 months of **inventory** and in January of 2019 there was 3.0 that was a change of -10.0%. Average **days on the market** in January of 2020 was 99 and January of 2019 was 103 that was a decrease of -3.9%.

Statewide Housing Statistics—The median price through January 2020 is \$190,000 and through January of 2019 it was \$175,000 that was an increase of +8.6%. The sales through January of 2020 is 4,143 and January of 2019 was 3,804, an increase of +8.9%.

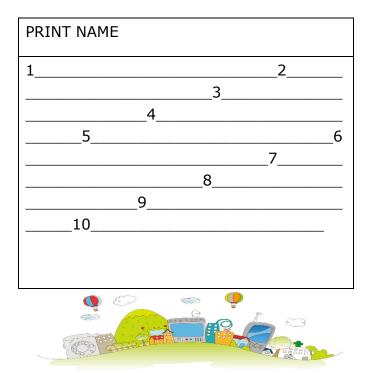
All county figures on sales volume and median prices are compiled by WRA and are not seasonally adjusted. Median prices are only computed if the county recorded at least 10 home sales in the quarter. Beginning in 2018, all historical sales volume and median price data from 2015 forward at the county 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.

Rock-Green REALTORS® Association Membership Meeting

March 25, 2020 at The Armory 8:30 Registration/Cont. Breakfast Meeting to start at 9:00 A.M.

Join us for a very informative meeting with speakers from Housing assistance agencies in our areas. There will be Lizz Casey with Blackhawk Neighborworks and Carrie Clark with the City of Janesville Down Payment Assistance and Marey Reimer with the WHEDA program and Executive Director Nicole Solheim and the foundation's president, Sara Whitley with the Wisconsin Partnership for Housing Development, Inc. There will be a Q & A session when they are done.

REGISTRATION FORM for March 25 meeting. PLEASE RETURN BY MARCH 19^{TH} .



MEMBERSHIP UPDATES



March 2020 WOW!

Wishing all March birthdays the best. What is going on in March: 8th Daylight Savings (spring ahead), 9th Full Moon, 17th St. Patrick's Day, and the best of all

19th First Day of SPRING!

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 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!

Sue, MLS/Membership Administrator

NEW MEMBERS:

Stephen Petrillo, Premier Bank Diane McClure, Walker Property Group Nathan Anderson, Marklein Builders, Inc. Tai Pratt, Century 21 Affiliated Janesville Deborah Sue Fassl, Century 21 Affiliated Janesville Sara McLean, Realty Executives Erin Heiman, Walker Realty Group James Siegert (Jamey), Realty Executives

MEMBERS TRANSFERING:

David Young, First Weber Inc., to Keller Williams Signature (Janesville)

NEW OFFICES: Premier Bank



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 2020 May 14, 2020 August 13, 2020 November 12, 2020

"Thank you Wade Williams for being our orientation instructor very much appreciated."

"Thank you to Knight Barry Title Services, LLC for the gift packages and treats." Very much appreciated!

RECIPE OF THE MONTH

Spinach-Stuffed Meat Loaf

1 egg

2/3 c. ketchup, divided
½ c. seasoned dry bread crumbs
1 lb. lean ground beef
1 (9 oz.) box frozen, chopped spinach, thawed & squeezed dry
1 c. shredded Mozzarella cheese

Lightly grease an 8-inch square baking dish. Mix egg and 1/3 cup ketchup in large bowl. Stir in bread crumbs, then mix in meat until blended. Pat half the meat over the bottom of the prepared dish. Sprinkle with a layer of spinach, then cheese. Pat remaining meat mixture on top and spread with remaining 1/3 cup ketchup. Bake at 375° for 30 to 35 minutes. Cut into squares and serve. Yield: 6 servings

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.

zipForm Renewal Time

Complete step-by-step instructions guides for completing the renewal are available for download on the WRA's zipForm webpage at www.wra.org/zipform

For additional details about zipForm or for tech support, contact zipForm at 1-800-383-9805



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MARCH BIRTHDAYS

4	Joe Saladino			
5	Eric Kim			
6	Tom Humpal			
	Jesse Bunn			
7	Mark Newbury			
9	Dan Pergolski			
	Shirley Carlson			
	Joel Patch			
11	Kelly McPherson			
12	Amber Baker			
15	Wayne Albertson			
17	Wendy Bumgarner			
18	Earl Collins			
19	Kathy Parish			
21	Adam Briggs			
24	Heather Hasseler			
25	Shannon Bever			
28	Jeff Myers			
29	Joseph Hansen			
	Chris Collins			

Have we missed your Birthday? Please let us know so that we may acknowledge your special day.



Don't forget to set your clocks ahead on Sunday, March 8th.



DATES TO REMEMBER



FEBRUARY 2020

March 11, MLS Board meeting, 9 A.M. Assoc. Office March 19, Rock-Green B.O.D. mtg. 9:00 A.M. Assoc. Office March 25, Membership Meeting, The Armory, 9 A.M.

UPCOMING EVENTS

April 16, Rock-Green B.O.D. mtg. 9:00 a.m. Assoc. office May 13, MLS Board of Directors, 9:00 a.m. Assoc. office May 14, New Member Orientation, Assoc. Office, 9 A.M. May 25, Assoc. Office Closed, Memorial Day

These are awards the Association received for 2019, RPAC

APRIL BIRTHDAYS							
1	Lori Emerson	17	Colleen Meyer				
	Ashley Ormes		Donald Harwood				
	Joshua Eastman	18	Bill Newcomb				
3	Chad Sullivan	21	James Oberg				
7	Cindy Stout	25	Benjamin DeWitt				
8	Scott Bever	26	Sam Tesar				
	Laurie Huml Eckert		Ben Rein				
9	Deb Dongarra Adams		Melissa Pergolski				
	Kathleen Stumpf	27	Jerry Morse				
13	Peggy Cadd	28	Tom Bradley				
14	Mandy Lux		Kelly Falk				
	Kyle Chrostowski	30	Fred Gensmer				
15	Margo Berke						
	Suzette Hughes						







Awards for Most Dollars Raised for Medium Boards and Highest Per Capita Contribution for Medium Boards. Good Job Everyone who contributed and let's do it again for 2020. Details of this year's event coming soon. The other one is an Appreciation award from the Boy's and Girl's Club for all we did for them at our annual Community Family Fun Fair and their club.

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Membership Meeting

Rock-Green REALTORS® Association Inc. Blackhawk Neighborworks | City of Janesville | WHEDA WI Partnership for Housing Development

Down payment Assistance Programs and Assistance for First Time Home Buyers.

Come and get educated for your buyers; first time or challenged and learn of the many programs and grants that are available for them. Join us for a very informative meeting with speakers from Housing assistance agencies in our areas. There will be Lizz Casey with Blackhawk Neighborworks and Carrie Clark with the City of Janesville Down Payment Assistance and Marey Reimer with the WHEDA program and Executive Director Nicole Solheim and the foundation's president, Sara Whitley with the Wisconsin Partnership for Housing Development, Inc. They will end with a Q & A session to answer all your questions.

WHEDA works closely with lenders, developers, local government, nonprofits, community groups and others to implement its low-cost financing programs. WHEDA's mission is to stimulate the state's economy and improve the quality of life for WI residents by providing affordable housing and business financing products. Their Vision, We provide the tools to help people and communities realize their hopes and dreams.

Location: The Armory, Janesville, WI Wednesday, March 25, 2020 8:30 a.m. Registration/Continental Breakfast 9:00 a.m. Meeting and Program Registration Deadline: March 20, 2020



Membership N	leeting Registration Form—March 25, 2020	
NAME	NAME	

Please check here if you require special services to attend. Attach a written description of needs. Return form to the Association at 4451 Woodgate Dr. Janesville, WI 53546 or email to <u>vicky@rockgreenrealtors.org</u> Fax 755-4843