

reenkealto

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A word from your President By Jerry Morse

Hello Everyone,

Spring is approaching quickly with the weather warming up and a robin that is enjoying the bird bath in my back yard. A year ago, the Corona Virus was occupying our minds, as Mask mandates and stay at home orders took place. Thank goodness we, as REALTORS[®], were considered as essential service providers. Who could have guessed than, that in Rock County, we would set records for the number of homes sold and achieve the highest ever median price for homes!

This year we look forward to putting the Pandemic behind us. It would be nice to see everyone at an in person meeting again. The market started off hot again to begin the year. Realtor.com called the Janesville-Beloit market area the "12th Hottest market in the country" based on their web site activity.

Right now, we have a number of other good things to look forward to. Daylight Savings is the 14th giving us more daylight to show property. We have opportunity celebrate the Luck of the Irish for St. Patrick's Day on the 17th. In addition, Easter is just around the corner giving us a change to renew and enjoy a beautiful spring followed by a bountiful summer!

There are just 3 words to keep our success moving forward: List, List, & list!

Warm wishes and Happy St. Patrick's Day,



Jerry

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MARCH 2021

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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! Can you believe that spring is just around the corner? Finally, we will be able to get outside and the kids can get some much needed exercise and fresh air. This snow will melt and be a

distant memory! It will start to warm up and you will all be busy showing and selling houses, writing offers and making closings happen. **Yay, Go 2021!**

Watch your emails and Facebook posts as we are almost there with our first Membership Meeting of 2021. This will be a Zoom meeting so we need to work out the logistics first and then you will be notified when that will be. We are looking at mid-March.

There is also a few deadlines looming. March 13 is the deadline for applying for the WRA's REALTORS® Children's Scholarships. March 11 is the deadline to bring your donated items for the Easter Basket Drive. This is not a deadline but a reminder to register for the Online REALTOR® & Government Day 2021. That is on April 14 and you can get more info and register at <u>WWW.WRA.ORG/RGDAY</u>

We ask that any persons who are meeting with staff or attending any meetings at the Rock-Green REALTORS® Association please abide by the following rules:

• Maintain six feet of physical distancing from other individuals. Only one person at the counter at a time.

• Wearing a mask is required

• Use hand sanitizer located on the counter before entering the conference room and also when you leave the building.

• Do not come into the premises if you exhibit symptoms of COVID-19.

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 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

Lindsey Chrostowski, Chair Kim Nickols, Co-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

Colleen Nelson, Chai 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

zipForm Renewal Time...

Renew your digital forms product so you won't miss a beat! As members of the National Association of REALTORS® (NAR), you receive access to the electronic forms program zipForm Plus at no cost. Every year, NAR members must renew their zipForm accounts. When opening your zipForm account, you will see a notification to renew your subscription.

Instructions are as follows: zipForm Plus users, upon opening zipForm, you will be directed to the license agreement page. To renew, select "yes" then "continue," then "exit order" at the bottom of the confirmation page. You may then sign in to your account again. zipForm Mobile is automatically renewed when you renew your zipForm Plus account.

zipForm Standard users: zipForm 66 Standard is not a member benefit but can be purchased at a rate of \$29.95 rather than the zipLogic normal rate of \$59.95. Purchase at www.ziplogix.com/zfstandard

For step-by-step renewal instructions, visit the WRA's zipForm webpage at <u>www.wra.org/zipform</u>

There are no fees to use zipForm Plus as well as zipTMS, Digital Ink and zipForm Mobile. zipTMS, formerly known as Relay, is integrated within zipForm Plus. zipTMS tracks and manages all transaction information and activities from listing through closing. As a WRA member, you receive an unlimited subscription to "Digital Ink and zipForm Mobile on top of this NAR benefit. For additional details about zipForm or for tech support, contact zipForm at 1-800-383-9805.

REALTOR® & GOVERNMENT DAY 2021



SAVE THE DATE APRIL 14, 2021

Wisconsin Real Estate was deemed essential, and your participation in the WRA's annual lobbying event is your chance to keep it that way. With the all new virtual format, you can attend and visit lawmakers virtually, all from the comfort of home.

Advocating for a brighter tomorrow has never been easier. <u>WWW.WRA.ORG/RGDAY</u>

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

"ANNUAL REAL ESTATE FORMS UPDATE"

FORMS THAT RECEIVED REVISIONS IN 2020

WRA-CR Real Estate Condition Report (Updated 8/31/2020)

WRA-VLD Vacant Land Disclosure Report (Updated 8/31/2020)

WB-11 Residential Offer to Purchase (Optional use 8/1/2020, mandatory use 9/1/2020

WB-14 Residential Condominium Offer to Purchase Optional use 8/1/2020, mandatory use 9/1/12020 **WRA-CVCA** Coronavirus (covid-19) Commercial Addendum

(New 4/14/2020)

WRA-CVSI Coronavirus (covid-19) Showings and Inspections Agreement (updated 4/9/2020)

WRA-CV Addendum CV-Coronavirus (covid-19) Provisions (updated 4/3/2020)

WRA-DPA Addendum DPA – Down payment assistance contingency (updated 3/2020)

NEW FORMS ACTICIPATED FOR 2021

WB-13 Vacant Land Offer to Purchase (mandatory use 2/1/2021)

WB-15 Commercial Offer to Purchase (mandatory use 2/1/2021

WRA-CDD Request for condominium Disclosure
Documents/information
WRA-F Real Estate Condition Report – Farm
WB-12 Farm Offer to Purchase
WB-16 Offer to Purchase – Business with Real Estate
WB-17 Offer to Purchase – Business without Real Estate
WRA-BDR Business Disclosure Report

Estoppel Agreement

Confidentiality Agreement

*****ShowingTime Change:** The **default** duration for a showing has been reduced from one hour to 30 minutes. If you feel the home you are showing will require more than 30 minutes, you can select a longer window. Listing agents, however, can set a maximum showing duration per listing, so you will not be able to extend beyond what the listing agent has set.

*****Hot Tip - Allow More Showings:** ShowingTime allows you to set the maximum showing duration for your listings. If you feel, for instance, that your listing can easily be shown in 30 minutes, you could set the maximum showing duration to 30 minutes to allow for more showings. You can find this setting from within Paragon. Click on Preferences -> ShowingAssist -> Listings. Select the listing and scroll down to Appointment Restrictions. Look for the Maximum Appointment Length drop down.

*****Rule Reminder:** It is against MLS rules to advertise a property listed by another agent/broker without first obtaining permission from that agent/broker. The only exception to this rule is advertising done via an approved IDX site that has been registered with the MLS. IDX sites are only approved if they are controlled by

the registered MLS agent/broker, and are clearly identified as being provided by the registered MLS agent/broker. Sites such as Facebook do not qualify as approved IDX platforms. A generic link on Facebook directing viewers to listings on an approved IDX site is allowed. The link should contain no information about, or photos of specific listings. A generic statement such as "Click to see homes in Waunakee" would be allowed.

Thank you, Sue

SHOWING REMINDER

As the weather starts to warm up and the snow starts to melt. This makes for a muddy mess. Please Respect the home owners by removing your shoes or wear shoe covers.

MLS Officers/Directors



Verna Saladino President Phone: 608-755-5400 Email: <u>verna@thebriggsrealtygroup.com</u>

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

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Rock County Housing Statistics

Madison, Wis. —Following a record year for home sales in 2020, the Wisconsin existing home market started the new year on record pace even as inventories continued to tighten statewide. January is typically the slowest month of the year, so it's encouraging to see such a strong market to start 2021. In a typical year, the month of January accounts for just 4.8% of annual sales.

This record pace however is unlikely to continue due to a severe shortage of homes for sale. Unfortunately, January ushered in another Wisconsin record, and that's record-low inventories. There was just 2.1 months of available homes for sale in January, down from 3.5 months a year earlier.

Very low mortgage rates are fueling demand, and with such limited supply, it's really driving up home prices. In 2020, the median price rose at an average annual rate of 11.4% compared to 2019, and the annual pace of growth was similar, rising 10.5% in January 2021.

The pandemic continues to impact the pace of economic recovery, and while Wisconsin saw solid job growth between May and September that growth stalled in the last quarter of the year as COVID cases spiked. The key to more sustained job growth is widespread COVID-19 vaccination in the state. As of mid-February, approximately 13% of Wisconsin residents had received at least one dose of the vaccine. Hopefully, the pace of vaccinations will increase so that more of the economic restrictions can be lifted and job growth can accelerate.

Rock County Housing Statistics—The median price for January 2021 is \$184,500 and for the month of January in 2020 it was \$172,450 that was an increase of +7.0% and the **Sales** for January 2021 is 155 and January of 2020 was 112 that was an increase of +38.4%. In January of 2021 there was 1.9 months of **inventory** and in January of 2020 there was 2.9 that was a decrease of -34.5%. Average **days on the market** in January of 2021 was 83 and January of 2020 was 99 that was a decrease of -16.2%.

Statewide Housing Statistics—The median price through January 2021 is \$210,000 and through January of 2020 it was \$190,000 that was an increase of +10.5%. The sales through January of 2021 is 4,659 and January of 2020 was 4,245 that was an increase of +9.8%.

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.

ECHO EASTER BASKET DRIVE

Please help put a smile on a child's face this Easter! DEADLINE: March 11th.

Let's all do our part to help out the community by having an Easter Basket drive.

Items that are needed:



- **Baskets**, filled or empty
- Candy, individually wrapped
- Plastic Eggs, all sizes, filled or empty
- Basket Fillers, for girls and boys, small toys, small stuffed animals, books, toothbrushes, pencils, etc.

We will start this collection now and collect through March 11th. They have no budget for this event, all items are from donations. If you need someone to come to your office and collect, give us a call and we will send someone to pick up your donations. You can also bring your donations here to the Association Office, don't want to shop, you can drop off monetary donations also. Thank you all for your support for the Communities that we live in. Brighten a child's day, give generously!

Some Education Opportunities for You!

Discover Green Living/GREEN designation course March 11-12, 18-19, 2021, 8:30 a.m. – Noon Register: <u>WWW.WRA.ORG/GREEN</u>

Power up Your Pricing/PSA certification course April 1-2, 2021, 8:30 a.m. – Noon Register: <u>WWW.WRA.ORG/PSA</u>

Get in the "Vacation" Game/RSPS certification course: April 22-23, 2021 8:30 a.m. – Noon Register: WWW.WRA.ORG/RSPS

Appraisal CE Spring Courses/Appraisal course spring series in March 2021

Register: WWW.WRA.ORG/2021APPCE

GREAT NEWS New Legal Hotline Weekend Hours

In a response to member demand, the WRA is expanding the WRA Legal Hotline hours by adding a Sunday afternoon shift from 1:00 p.m. to 4:30 P.m. starting October 4th. Members will no longer have to wait until Monday to get a response to a hotline question that arises after-hours on Friday or over the weekend.

As always, members can submit questions online or by phone and request a phone call, a written response, or both. The WRA knows your transactions do not stop moving just because the WRA office closes at 5:00 p.m. on Friday. To help you keep those transactions moving, a WRA hotline attorney will be available on Sunday afternoons starting Sunday, October 4th.



Wishing all March birthdays the best.

Events for March: 8th International Women's Day, 14th Daylight Savings, 17th St. Patrick's Day, 20th SPRING YEA!!!!, finally the 28th 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:

Jeffrey Frost, Century 21 Affiliated Janesville Caleb Dassow, First Weber Inc. Chad Garteski, Weiss Realty LLC Joshua Ellett, Windowstill Kenneth Bach, Shorewest Realtors Tom Bradley, The Janesville Gazette Brittney Mansur, davemansur.com Real Estate LLC Jack Sarow, AB Commercial Realty LLC

Members Transferring:

Renae Henry Shorewest Realtors to C21 Affiliated Janesville Melanie McNeill C21 Affiliated Janesville to EXP Realty LLC

New Offices:

The Janesville Gazette Windowstill

Members Passing:

James Zanton, Shorewest Realtors Jeannine Hill, First Weber Inc.



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 May 13, 2021 Aug 12, 2021 November 11, 2021

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

RECIPE OF THE MONTH

Irish Cream Cheesecake with Mixed Berries

Begin preparing this luscious dessert the day before you plan to serve it.

CRUST:

- $1\ {\rm c.}\ {\rm graham}\ {\rm cracker}\ {\rm crumbs}$
- 3 T. sugar 3 T. butter, melted
- 3 T. butter, melted

FILLING:

3 (8 oz.) pkg. cream cheese, room temp. 1 c. sugar 2 tsp. Vanilla extract 1 c. sour cream 1/3 c. Bailey's Original Irish Cream liqueur 4 lg. eggs

TOPPING:

c. sour cream
 c. sugar
 pt. strawberries, stemmed & halved
 pt. raspberries
 pt. blackberries or blueberries
 Sugar

CRUST: Preheat oven to 350°. Mix all ingredients in small bowl. Press crumb mixture onto bottom (not Sides) of 9-inch springform pan with 2 ¾ inch high sides. Bake until brown, about 8 minutes. Transfer to rack and cool.

FILLING: Using electric mixer, beat cream cheese, sugar and vanilla extract in large bowl until well blended. Beat in sour cream and Irish cream liqueur. Add eggs, one at a time, beating just until combined.

Pour filling over crust in pan. Bake until edges are puffed and center no longer "moves" when pan is shaken, about 50 minutes. Transfer cheesecake to rack and cool 10 minutes. Maintain oven temperature. Meanwhile, prepare topping.

TOPPING: Mix sour cream and ¼ cup sugar in bowl until smooth. Press down edges of top of cheesecake to platen. Spoon topping over hot cheesecake. Bake 10 minutes. Transfer cheesecake to rack and cool. Cover and refrigerate overnight.

Combine fruit in large bowl. Season to taste with sugar. Release pan sides from cheesecake. Cut cheesecake into wedges and serve with berries.

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.

The WRA has been in contact with Dane County regarding the impact <u>Dane County Emergency Order</u> <u>10</u> has on showings and open houses. Showings and open houses are still permitted under this order. Masks and social distancing are still a must.

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MARCH BIRTHDAYS

1	Mason Simmons				
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 Bumbarner				
18	Earl Collins				
19	Kathy Parish				
21	Adam Briggs				
24	Heather Hasseler				
25	Shannon Bever				
28	Jeff Myers				
	Josh Bohling				
29	Joseph Hansen				
	Chris Collins				
	CITIS COULTS				

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

MARCH 2021



March 11 Easter Basket Drive, Donations Due

March 13, Deadline to apply for WRA's Children's Scholarship March 17, Assoc. B.O.D. meeting, ZOOM 8:45 a.m.

UPCOMING EVENTS

April 14, Virtual Realtor & Government Day

April 14, MLS B.O.D. meeting, Assoc/Zoom 9 A.M.

April 21, Assoc. B.O.D. meeting, Assoc/Zoom 8:45 a.m.

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. Vicky@RockGreenRealtors.org or Sue@RockGreenRealtors.org HAPPY SNAPPING!

WRA'S REALTORS® Children's Scholarships,

Reminder: The selection process is underway for the Wisconsin REALTORS® Foundation's REALTORS® Children's Scholarship. This program awards college scholarships to children of WRA members. The foundation is offering 20 scholarships in the amount of \$1,000 each. If you are a REALTOR® and your child meets theeligibility criteria, apply today. The application is available at www.wra.org/scholarship or by contacting Sandy at SandyB@wra.org Application deadline is March 13, 2021.

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

ROCK-GREEN REALTORS® ASSOCIATION, INC.

EASTER BASKET DRIVE 2021

Let's all do our part to help out the community we are having an Easter Basket drive.

Items that are needed:

- Baskets, filled or empty
- Candy, individually wrapped
- Plastic Eggs, all sizes, filled or empty



Basket Fillers, for girls and boys, small toys, small stuffed animals, books, toothbrushes, pencils, etc.

We will start this collection now and collect through March 11th. ECHO has no budget for this event, therefore all items for these baskets are from donations. If you need someone to come to your office and collect, give us a call (608) 755-4841 and we will send someone to pick up your donations. You can also bring your donations here to the Association Office, 4451 Woodgate Dr. Janesville, WI 53546, if you don't have time to shop, you can drop off or mail monetary donations also. Thank you all for your support for the Communities that we live in.

Brighten a child's Easter morning, give generously! Thank You!

