



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

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A word from your President By Connor Fox

Hi everyone! Wow, May already. This year sure is flying by. I certainly am ready for the warmer temperatures that summer will bring. Let's hope that the warmer temperatures on the horizon brings an abundance of listings to the market. I feel like a broken record every month, saying that we need more listings but this statement couldn't be truer! We are still seeing homes fly off the market and getting multiple offers. It is rare that a well-priced home sits on the market. There are still motivated buyers out there! At the time of writing this letter, I ran a quick search of Rock County single family homes. There are only 162 active without offers. Narrowing it down to just City of Janesville, there are only 57 active single family homes without offers. We all need to work together to get those listings!

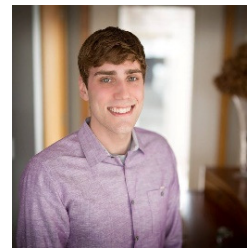
Just a couple of quick announcements. First, be on the lookout for more information regarding several events from the Community Involvement Committee. There are a lot of great ideas going around this committee on how to get the Association more involved in the Rock County community. Next, the Dinner Dance Committee has a meeting and is planning to bring the Rock-Green Dinner Dance this year! There are also a lot of great ideas going around on how to make this year's event a great one with it being the first one in several years. Stay tuned for more information regarding that! There will also be several events for RPAC this year. Another game at ABC Supply stadium is in the works along with another RPAC After 5 event. And lastly, the annual Rock-Green Golf Outing will take place this summer. The committee is hard at work planning that.

Lots to be on the lookout for, but a lot of fun things coming up! As always, if anybody has any questions or is looking to get more involved with the Association, don't hesitate to reach out to Sue, Vicky or myself.

All the best,

Happy Mother's Day

Connor



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Vicky Kreyer, Association Executive
Co-Editor
Sue Cook, MLS/Membership Administrator

ASSOCIATION NEWS

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A Note from your Association Executive:

Greetings! I am sure hoping that May is a lot more spring like than April. I need sunlight and warmth. The flowers are blooming and shows us that spring is coming and the weather is going to change.

We are starting to sell 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*".

We are also planning our Membership Meetings for the year. Our next 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.



APRIL was Fair Housing month. But this is a 12 month issue. You can find more information about fair housing by going to NAR.realtor and search for Fair Housing. You will find many articles, quizzes, videos, posters and much much more. Go there today and check it out.

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.

**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
Renaë 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

ANNOUNCEMENTS

COMING SOON!!!!



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
CALL FOR VOLUNTEERS**

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 bars 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- ear 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

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.

MLS INFORMATION:

***** How to find your MLS Agent ID:** 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.

***** Entering Sold Comps:** When entering a comp sale (listing sold outside MLS), instead of just entering "sold comp" in the remarks, please include features of the property that are not addressed in our pick lists, especially if there is something unique. Accurate and complete data makes our MLS database more useful for everyone using it. Thank you!

*** Delayed Listing Reminder

If you are marketing your Delayed listing to the public (for example, as coming soon or by placing a sign in the yard), you must input that listing in the MLS within 1 business day of when marketing begins. If you are not yet marketing to the public, you have 4 calendar days from the list date to input the listing in the MLS. If you miss the input deadline, there is a \$100 per day fine if you are not advertising, and a \$500 per day fine if you are advertising.

If a listing is not ready to be shown, it cannot be shown by anyone, not even the listing agent/office. Hefty fines have been imposed on listing agents and showing agents for showing a property in Delayed.

***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.



***** 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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wadeway@gmail.com

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Phone: 608-754-2121
kstumpf@shorewest.com

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Phone: 608-758-9779
burtonc@firstweber.com

Ben Rein, 1-Year Director
Phone: 608-295-7917
benreinrealty@gmail.com

Eric Kim, 1-Year Director
Phone: 608-884-8468
eric_kim1987@yahoo.com

[Alexandra Bowers, 1-Year Director](#)
Phone: 608-757-2862
alexandra@zteam1.com

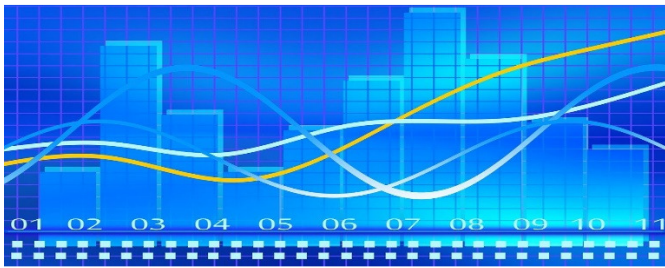
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Rock County Housing Statistics

Madison, Wis. —Low inventories drove up prices and limited sales in March compared to that same month last year. Existing home sales fell 7% over the past 12 months, and the median price rose 10.2% to \$253,500 over that same period.

Inflationary pressures continue to grow, fueled by supply chain problems, tight labor markets, rising energy prices and the ongoing impact of high levels of stimulus spending. The annual inflation rate increased to 8.5% in March, which is the sixth straight month in which the annual inflation rate has exceeded 6%.

Rapidly rising prices and a significant uptick in mortgage rates has led to a 19.5% reduction in housing affordability in the state. The Wisconsin Housing Affordability Index shows the fraction of the median-priced home that a buyer with median family income qualifies to purchase assuming a 20% down payment and the remaining balance financed with a 30-year fixed-rate mortgage at current rates.

Homes continue to move quickly, with the average days on the market falling from 89 days in March 2021 to 79 days in March 2022.

Brad Lois, 2022 Chair of the WRA Board of Directors, **INVENTORIES AND SALES PERFORMANCE:** “Although REALTORS® have been able to overcome tightening inventories by moving homes more quickly during the slower winter months, that will be increasingly difficult as we transition into the prime buying season. We expect home sales to lag behind the record pace of 2021.”

Michael Theo, WRA President and CEO tells us, **LOWER AFFORDABILITY SHOULD SOFTEN DEMAND PRESSURE:** “Weak supply and strong demand have pushed prices up by around 10% on an annual basis, and with mortgage rates now going up more quickly, housing affordability is starting to suffer. Mortgage rates in early April are moving closer to 5% and this trend will likely moderate housing demand pressure over the next few months as some potential buyers drop out of the market.”

Dave Clark, Marquette University Economist and WRA Consultant, **INFLATION PROBLEM FUELS INCREASE IN MORTGAGE RATES:** “The Federal Reserve has a dual mandate to maintain full employment and also maintain price stability, defined as a 2% annual inflation rate target. Given the acceleration of the inflation rate over the past year, the Fed is focusing its attention

on controlling inflation by aggressively raising the short-term federal funds rate. While its actions are spiking mortgage rates in the short term, controlling inflationary expectations is key to returning 30-year fixed mortgage rates to the more favorable 3% to 4% range we’ve seen over the past decade.”

Rock County Housing Statistics—The median price for March 2022 is \$190,250 and for the month of March in 2021 it was \$189,000 that was an increase of +0.7% and the **Sales** for March 2022 is 156 and March of 2021 was 161 that was a decrease of -3.1%. In March of 2022 there was 2.2 months of **inventory** and in March of 2021 there was 2.2 that was 0.0% change. Average **days on the market** in March of 2022 was 85 and March of 2021 was 70 that was an increase of +21.4%.

Statewide Housing Statistics—The median price through March 2022 is \$240,000 and through March of 2021 it was \$219,000 that was an increase of +9.6%. The sales through March of 2022 is 14,689 and through March of 2021 was 15,358 that was a -4.4% 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**

A REALTOR® asked their client.
What does a house wear?
Answer..... Address!

Did you know... Dan Lawler, Rice Lake is your WRA 2022 RPAC Chair, he says “I can’t stress enough the importance of the Major Investors to our continued legislative and political success. Your investments in the political process through RPAC and the Direct Giver program make it possible to support Democrats and Republicans who support pro-housing issues and private property rights. The Wisconsin Legislature passed and Gov. Evers signed key WRA legislation over the last two years dealing with piers, home inspectors, broadband expansion, property tax and income tax cuts, COVID-19 civil liability exemptions, 40-year easements and more. Your support for our political advocacy is critical to our continued success. Thanks for all you do!

May is upon us WOW!

Wishing all May birthdays the best!

May Events: 8th Mother's Day, 12th Orientation, 16th Full Moon, 18th BOD Meeting, 12st Armed Forces Day, 30th Memorial Day.



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:

Madeline Smart, Realty Executives
Caitlin Schmidt, Century 21 Affiliated (J)
Craig Covert, Century 21 Affiliated RG
Kathleen Butterfield, Keller Williams Realty Signature
Jodi Stromberg, BHHS Crosby Starck Real Estate LLC

New Offices:

NONE

Members Transferring:

Tammy Cherry left Shorewest Realtors to Century 21 Affiliated (J)
Rochelle Dix left Shorewest Realtors to Century 21 Affiliated (J)
JoAnna Waite left Shorewest Realtors to Century 21 Affiliated (J)
Allen Herbst left Johnson Bank to First National Bank and Trust

Members Passed Away:

Carol Harkin

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

May 12, 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."

RECIPE

Let's start with soon to be "summer" adult drink!

Frozen Margarita

2 (12 Oz.) cans limeade
3 c. tequila
7 c. water
2 c. sugar
Bottle of sour or Squirt



Mix all ingredients together and freeze. To mix a drink, use half of frozen mix and half of sour or Squirt.

Next, a drink for the kids!

Punch

1 qt. cranberry juice
1 (6 oz.) can frozen lemonade concentrate
4 (10 oz.) bottle Lemon-lime soda
2 pt. lemon or pineapple sherbet

Blend first 3 ingredients in punch bowl. Refrigerate until needed. At serving time, place small scoop of sherbet in a cup or glass and fill with cold punch.

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.

Mother's Day

MAY BIRTHDAYS

1	Holly Van Veen
2	Christine Fisher
4	Robert Walker
	Kathryn McCulloch
	John Van Veen
5	Thomas Parson
	Penny Hansen
6	Leila Roehl
	Jorden Ludeking-McLean
8	Donya Bundy
	Liane Haase
	Cindy Simonson
9	Adam Baumel
	Paul D Anderson
	Anne Chapman
11	Kenneth Smith
	Scott Mansur
13	Ashley Nelson
	Jennifer O'Connell
14	Penny Cook
17	Karen Williams
18	Neil Kerwin
	Amy Betker-Steffensen
19	Terry Morris
22	Cortney Sisson
23	Ben Shult
24	Douglas Davis
26	Lynnette Wirth
	Justin Winkofsky
27	Shelly Cronin
30	Michelle Ruosch

**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

MAY 2022

May 12, New Member Orientation, Assoc office @ 9 A.M.

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

May 30, Memorial Day, Association office will be closed

UPCOMING EVENTS 2022

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

June 21, Membership Mtg, 9 A.M. location TBD

June 23, MLS B.O.D. mtg, 9 A.M., Assoc office



JUNE BIRTHDAYS

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

SAVE THE DATES

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

August 10, SkyCarp Ball Game. RPAC Fun Day
6:30 p.m. game time

August TBD, RockGreen Annual Golf Outing
Details will follow soon

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.

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