



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

4451 Woodgate Drive, Unit E  
Janesville, WI 53546  
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## A word from your President By Ben Shult

Hello all,  
Hope you had a great Memorial Day weekend! June is now upon us, and soon it will be "officially" summer! I hope your business is going well, but more than that, I hope your summer fun is off to a good start, too. Kids will soon be out of school. For those of you with kids and grandkids, it's a magical time... vacations, lazy days... the stuff lifelong memories are made of. And for all of us, recharging our batteries is an important part of doing our jobs done well. Here's hoping you have a great three months!

A big THANK YOU to the RPAC event committee headed by Mary Gilbank Peterson and Jim Zanton, who did an awesome job putting together this year's fundraising event on May. An equally big thank you to all who attended or contributed! We raised nearly \$5,000, and more than that, we all had a great time socializing with our fellow Realtors and affiliates outside of the usual business environment. It was a great event!

Now is a great time to plan ahead, since summer will slip away from us before we know it! The WRA convention is back at the Kalahari Resort September 17<sup>th</sup> and 18<sup>th</sup>. The theme is "It's Time to Shine", and there will be numerous seminars designed to up your game and maximize your success, as well as various continuing education opportunities, so you can fulfill your requirements. Registration is open now, register early and save money!

And speaking of continuing education, don't forget that you must now complete 18 hours of continuing education by the end of the biennium, December 14<sup>th</sup> 2018. This is an increase of 6 credit hours from last biennium, so don't procrastinate!

Lastly, one more plug for the WRA Tech Helpline! It is part of your member benefit, take advantage! They can address any software and technical issue for your computer. The only thing they can't do is fix defective hardware! The number is 866-610-7997, you'll need your member number (which is on the mailing label of your Realtor and WRA magazines, in case you've forgotten it). More information is at [wra.org/helpline](http://wra.org/helpline).

Have a great month!

*Ben*



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## EXECUTIVE COMMITTEE

### PRESIDENT

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### PRESIDENT-ELECT

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### LOCAL DIRECTORS

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Valerie Eagan | 1-year term  
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Website [www.rockgreenrealtors.org](http://www.rockgreenrealtors.org)

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

## ASSOCIATION NEWS

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### A Note from your Association Executive:

Hello, Happy June, the weather is changing and flowers are blooming. Perfect time to sell houses. We just all wish there were more to sell. With inventory as low as it is, please remember to respect your buyers and your fellow REALTORS® we all want to play fair. I have received many phone calls and everyone just wants to be treated with respect. Keep your Code of Ethics in mind when you are out there with customers and clients.

I want to thank everyone who attended our RPAC function. It was a great time had by everyone and we raised almost \$5,000 for RPAC. Best year we have had in a long time. Great Job! I want to recognize Jeff Zuelke who became a member of the Large Donor Council by contributing \$1,000 and became a Sterling R member and Mary Gilbank-Peterson for becoming a Golden R this year. Great Job. If you want to become a large donor or for a donation of \$100 or more you can become a Direct Giver where you can tell them where you want your money spent. Just give me a call and I will get the donation card to you and for Direct Givers you will receive a RPAC Pen and for the large donors you will receive a Governor Scott Walker Pen used by him when he signs bills into law and an umbrella.

As always, I am here for you, the members. If there is anything I can help you with, please let me know. My door is always open.

*Vicky Kreyer*



### Partnership for Success Program

Opening Doors to REALTOR® Diversity

The Wisconsin REALTORS® Association's Partnership for Success Program provides start-up assistance for new minority licensees who are interested in building a real estate career. For more information, visit [wra.org/Partnership](http://wra.org/Partnership)



[facebook.com/CulturalDiversityInHousing](https://facebook.com/CulturalDiversityInHousing)

More information in this publication.

### IMPORTANT NUMBERS

Association AE Office	(608) 755-4854
MLS/Membership Office	(608) 755-4841
Association FAX #	(608) 755-4843
e-mail	Vicky@RockGreenRealtors.org
Web Site	<a href="http://www.rockgreenrealtors.org">www.rockgreenrealtors.org</a>
WRA (General #)	(608) 241-2047
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.**

**ROCK-GREEN REALTORS®  
ASSOCIATION  
2017-2018 ASSOCIATION  
COMMITTEE LIST**

**BUDGET/FINANCE**

Ben Shult, Chair  
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Trish Edwards  
Kaye Fulton  
Pat Knoble  
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Karen Williams, Chair  
Kim Nickols, Co-Chair  
Tammy DeGarmo  
Kelly Falk  
Jeannine Hill  
Linda Kleinschmidt  
Vicky Kreyer

**MEMBERSHIP/Orientation**

Wade Williams, Chair

**PROGRAM**

Diana Stoehr, Chair  
Andrea Morse  
Wade Williams  
LeAnn Utynek

**NOMINATION**

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Neil Kerwin  
Jim Zanton  
Jerry Morse  
Paul Schieldt  
Colleen Nelson  
Blair Winn

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Jeff Zuelke  
Neil Kerwin  
Jim Zanton  
Jerry Morse  
Colleen Nelson  
Blair Winn

**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, Ambudsman '16 (T18)  
Randy Borman, Ambudsman'16T18  
Adam Briggs '12 (T-09)  
Dave Brown '13 (T'18)  
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)  
Linda Kobilca '18 (T18)  
Valerie Richter '12 (T-09)  
Krista Shortreed '14 (T-13)

**ROY/AWARDS LUNCHEON**

Tammy Cherry, Chair  
Wendy Bumgarner  
Linda Kleinschmidt  
Andrea Morse  
Colleen Nelson  
Julie Raese  
Pat Knoble

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Andy Dongarra  
Valerie Eagan  
Jerry Morse

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Maryann Warden, Chair  
Mollie Podwell

**YOUNG PRO'S TASK FORCE**

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David Bynum  
Ben DeWitt  
Kelly Falk  
Kristan Hoff-Filak  
Neil Kerwin  
Heidi Krenz-Buchanan  
Mary Ellen Mackey  
John Mansur  
Aaron Marjala  
Olivia Martinez  
Erica Penny  
Kim Prichard

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Neil Kerwin  
Jeff Zuelke  
Jerry Morse  
Paul Schieldt  
Heidi Krenz-Buchanan

**CORE STANDARDS COMMITTEE**

Ben Shult  
Jeff Zuelke  
Jim Zanton  
Nina Perona  
Karen Williams  
Wade Williams  
Diana Stoehr  
Fred Leonard

**ANNOUNCEMENTS**

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**BYLAW REVIEWS (Refresher of Bylaws)**

**Reference Rock-Green REALTORS®  
Association, Inc. Bylaws, Article X, Section 4.  
Nonpayment of Financial Obligations.**

"If dues, fees, fines, or other assessments including amounts owed to the Board or the Board's Multiple Listing Service are not paid within one (1) month after the due date, the nonpaying Member is subject to suspension at the discretion of the Board of Directors. Two (2) months after the due date, membership of the nonpaying Member may be terminated at the discretion of the Board of Directors. Three (3) months after the due date, membership of the nonpaying Member shall automatically terminate unless within that time, the amount due is paid. However, no action shall be taken to suspend or expel a Member for nonpayment of disputed amounts until the accuracy of the amount owed has been confirmed by the Board of Directors. A former Member who has had his/her membership terminated for nonpayment of dues, fees, fines, or other assessments duly levied in accordance with the provisions of these Bylaws or the provisions of other Rules and Regulations of the Board or any of its services, departments, divisions or subsidiaries may apply for reinstatement in a manner prescribed for new applicants for membership, after making payment in full of all accounts due as of the date of termination."

**Did you know | Inman News Free**

The WRA's partnership with Inman News gives you access to exclusive news, in-depth reporting and through analysis with Inman News" newest feature, Inman Select. Inman Select has everything you need to know to be smarter about real estate, such as daily news, award-winning commentary, special reports, webinars and more. Inman Select is a paid service, but WRA members can access Inman Select for free! Signing up is easy. Visit [www.wra.org/InmanSubscribe](http://www.wra.org/InmanSubscribe) (WRA login required).

**The WRA Partnership for Success Program**

Is designed to promote diversity within the REALTOR® membership and enhance the probability of long term success in the real estate profession for new agents. Diversity within a brokerage firm also draws a wider range of clients and customers to the firm. The Program provides start-up assistance for new minority licensees including a REALTOR dues waiver, six months MLS fees as well as education and convention opportunities. Most benefits extended are subject to repayment within three years either in cash or via volunteer hours.

Potential applicants and their sponsoring brokers can visit the WRA website at [www.wra.org/Partnership](http://www.wra.org/Partnership) or the Cultural Diversity in Housing Committee's Facebook page at <https://www.facebook.com/CulturalDiversityInHousing/> to learn more. The website includes a video, a link to the attached brochure, application forms and more!

## MLS INFORMATION

**Photo Watermarks:** A photo watermark is a faint logo or word(s) superimposed over the top of a photo. Usually it is small, and placed in the corner of a photo. The reason a person watermarks their photo(s) is to prevent others from copying and using the photo without permission. MLS rules allow photo watermarks, because it is important to allow protection from missus of another person's photo(s).

If you choose to include a photo watermark on a photo within the MLS, it must not be anything other than the listing company name and/or the listing company logo. Why the limitation? If you look at a customer view of a listing from Paragon, or on public websites, the listing company name is included in detail views. In fact, MLS rules mandate that the listing company name be included (i.e. courtesy of:). By limiting a photo watermark to the company name and/or logo, it parallels this disclosure. Keep in mind, the reason for a watermark is to protect a photo from being copied, and not for advertising.

\*\*\*The MLS does not define **"what is a bedroom"**. Listing agents should use common sense when calling a room a bedroom. If you are counting a room as a bedroom that is not a typical bedroom (i.e. does not have a closet, is accessible only by going through another room, etc.), please indicate in the remarks what makes it atypical so that showing agents and potential buyers are informed before a showing. A lower level room that does not meet safety guidelines for a bedroom, however, should not be labeled as a bedroom in the MLS. For Safety standards contact the Department of Safety and Professional Standards regarding lower level bedrooms.

\*\*\*Help with Computer Problems As a member of the WRA, you have access to a hotline available to help with technology problems. At the Association office I am available to help you with some Paragon™ issues and Supra. You will need to contact the WRA Tech Hotline for the following issues WIREX, ShowingAssist and listing syndication, **(I am not able to solve problems with computer hardware, operating systems, or internet browsers)**. The WRA Tech Hotline is available for help with many technology problems. Hours are M-F 8-7 and S 8-4. You will need your WRA member ID, which can be found on the label of your monthly Wisconsin Real Estate Magazine. Contact info is as follows: Phone: 866-610-7997

Email: [support@techhelpline.com](mailto:support@techhelpline.com)  
Chat: chat.techhelpline.com.

## Sold Properties

**\*\*Please enter your sold property into Paragon™ "Offer no-show" (click save) then enter the sold information into Paragon™**

## Sold Before Published/FSBO

**With the exception of SBP (Sold Before Publishing). SBP are entered directly into sold status, do not enter as "Active" or "Offer no-Show". Please make sure on all SBP's you have all information and an outside photo of the sold property. Questions call 608-755-4841.**

**If listing is marked as "no showings allowed," whether in withdrawn status or active with a future showing date specified, no REALTOR®, including the listing agent, is allowed to show that listing. Should this status change prior to the original date established by the seller, a written listing amendment, signed by the seller, shall be required and the change reported to Paragon™ prior to any showings. Lockboxes should not be active during the "no showing" period. (Approved 10/19/2006)**

*Thank you, Sue*

## MLS Officers/Directors

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## Rock County Housing Statistics

**Madison, Wis.**—For the second straight month, home sales have fallen on a year-over-year basis even as strong demand has put upward pressure on home prices. The strong economy continues to fuel the existing home market, which has increased median prices 5.9% to \$180,000 over the last 12 months. Tight supply and strong demand are a recipe for strong price appreciation, and that is exactly what we are experiencing in Wisconsin.

It's the lack of inventory that has constrained sales and pumped up prices. Affordability continues to slip and has fallen 10.1% over the last 12 months. Unfortunately, we are probably stuck in this pattern for a while, with few signs of immediate relief we expect monthly sales to struggle to reach the levels of 2017 as we get into the heat of the summer market. One bright spot is new construction. Seasonally adjusted permits for new residential construction were up 8.4% in April, relative to April of last year.

**Rock County Housing Statistics**—The median price for April 2018 is \$141,000 and for the month of April in 2017 it was \$136,000 that was an increase of +3.7% and the Sales for April 2018 is 205 and April of 2017 was 200 that was an increase of +2.5%.

**Yearly Rock County Housing Statistics**—The median price for 2018 is \$145,500 and for 2017 it was \$128,900 that was an increase of +12.9%. The sales for 2018 is 588 and in 2017 it was 611 that was a decrease of -3.8%.

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 2010, all historical sales volume and median price data at the county level have been re-benchmarked using the Techmark system, which accesses MLS data directly and in real time.



There was a Rumor!  
What? No Golfing?

**SURPRISE**

SAVE THE DATE  
AUGUST 24, 2018

**Rock-Green REALTORS®  
Annual Golf Outing**

Golf at Riverside, Dinner at The Elks Club  
Watch for registration forms, coming soon. Get yer 4-somes together and be prepared for a Great Day of Golf!

### Save the Date!!!

**September 17 – 18 | WRA Convention 2018  
Kalahari Resort & Convention Center, WI Dells**

**Once again WRA is offering a FREE Registration to the 2018 Convention. Please submit your Business Cards to the Association Office by August 2nd.**

**The criteria to be eligible in the drawing for the Free Registration is as follows:**

1. Registration must be given, not sold, and is not transferable.
2. Recipient must be a member of good standing.
3. Financial need is not necessarily a prerequisite, but could be.
4. Recipient may not be a local board officer.
5. Have not attended ever or in the last 5 years.
6. Deadline for submission of business cards is Aug. 2, 2018.
7. Recipient may add ticketed items at their own cost.

**Get your 2-fer partners rounded up and save some \$\$**

### CE BIENNIUM DEADLINE, DECEMBER 14, 2018 Mandatory courses (all four are required)

Course 1, Wisconsin Listing Contracts  
Course 2, Wisconsin Offers to Purchase  
Course 3, Wisconsin New Developments  
Course 4, Ethics and Best Practices, includes NAR Code of Ethics requirements.

### Elective courses (two required)

Elective A: New Construction  
Elective B: WI Investment Property and Property Management  
Elective C: Financing  
Elective D: Other WI Approved Forms

**Remember 3 Courses are included in your WRA Convention Full Pass registration.**



Here comes June, D-Day on the 6<sup>th</sup>, Flag Day is June 14<sup>th</sup>, Fathers Day is June 17<sup>th</sup>, Summer begins June 21<sup>st</sup> and the full moon is on the 28<sup>th</sup>. Time for outdoor gatherings with family and friends.

Wishing all June birthdays the best.

If you have any issues or questions for the MLS Board of Directors, send in a letter or request to speak to the Board directly, then we can add it to the agenda.

We are always looking for new members/new offices. New member applications can be found online at [www.rockgreenrealtors.org](http://www.rockgreenrealtors.org) 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*

### NEW MEMBERS:

Taylor Pryce, Century 21 Affiliated Janesville  
Nicole Broitzman, Century 21 Affiliated Janesville  
Andrea Kruser, Coldwell Banker The Realty Group

### MEMBERS leaving the Association:

William Evans, First Weber Inc.  
Jennifer Shaw, Century 21 Affiliated Janesville  
Patrica Knoble, Educators Credit Union

### MEMBERS ON THE MOVE:

NONE

### NEW OFFICES:

NONE

### OFFICES LEAVING:

NONE



**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 2018**  
August 16, 2018  
November 15, 2018

**"Thank you to River Title for the donuts and coffee for our orientations. Very much appreciated."**

**"Thank you Wade Williams for being our orientation instructor."**

## "Recipe of the Month"

### Cold Crab Dip

½ c. crab, shredded  
¾ c. sour cream  
1 c. sharp Cheddar Cheese  
¾ c. mayonnaise  
2 tsp. horseradish  
¼ c. French dressing

Mix. Chill and serve with Ritz crackers.

### Cheddar-Swiss-Artichoke Spread

1 c. Shredded Cheddar cheese  
1 c. Shredded Swiss cheese  
1 can artichoke hearts, drained & chopped  
¼ tsp. lemon pepper  
¾ c. mayonnaise  
¼ c. green onions, finely chopped

Combine all ingredients and spoon into a 9x9-inch greased casserole; bake at 400° until bubbly. Serve with crackers.

### Crab Spread

1 can cream of mushroom soup  
1 (8 oz.) pkg. cream cheese  
1 env. Unflavored gelatin  
1 T. cold water  
1 (7 oz.) can crabmeat, drained  
1 sm. minced onion  
¾ c. finely-chopped celery  
¾ c. mayonnaise

Heat the mushroom soup with the cream cheese, stirring until cheese is melted. Remove from heat. Dissolve gelatin in the cold water and add to the soup mixture. Add remaining ingredients. Pour into a mold and chill for 12 hours.

Serve with your favorite crackers. Yum

*Barb Tapovatz Tried' n True*

**If you have a recipe you would like to share email: [sue@rockgreenrealtors.org](mailto:sue@rockgreenrealtors.org)**

**Make sure you have copyright permission.**

**Key System Hot Tip:** Our Supra key system allows you to set email or text alerts when an agent opens your keybox, and when they leave your listing. You can also set up to send this alert to your seller or team member(s). Alerts can be set up via [www.supraekey.com](http://www.supraekey.com) (click the SupraWEB Login for Real Estate Agents). If you are new to this website, you will be prompted to set up an account (hint: your key serial number displays at the top of your ekey screen). Click [here](#) for detailed instructions on setting up showing alerts.

# June BIRTHDAYS



3	Rhonda Oshel
	Mike Venable
4	Nicole Davis
5	Andrea Morse
	Curtis Jacob
7	Matt Bonson
12	Molly Leonard
13	Ellen Brown
14	Jim Mawhinney
15	Jill Hocking
16	June Cook
17	Kari Schmidt
19	Carole Opie
	Wendy Lee
20	Heidi Krenz-Buchanan
22	Jim Hansen
23	Harvey Miller
25	Jennifer Skubis
28	Zach Getchel
30	Debra Sime
	Deborah Barden

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



## DATES TO REMEMBER

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### JUNE 2018

- 05 Fun Fair Committee Meeting, 11 P.M. Assoc. Office
- 13 MLS Board mtg. 9 A.M. Association office
- 20 Rock-Green Board mtg. 8:30 A.M. Assoc. office



### UPCOMING EVENTS

No Formal meetings in July

August 08, MLS Board mtg. 9 A.M. Association office

August 15, Rock-Green Board mtg. 8:30 A.M. Assoc. Office

August 16, New Member Orientation, Assoc. Office, 9 A.M.

August 24, Annual Golf Outing, Riverside and Elks Lodge

### JULY BIRTHDAYS

4	Wayne E Jacobson	13	Candice Kildow
5	Kathleen Keller		Gretchen Anderson
6	Verna Saladino	16	Becky Zuelke
	Chris Tuescher	17	Lindsey Chrostowski
7	Amy Burrows	20	Lori Hagemann
8	Becky Bittner	22	Stephen Biedermann
9	Barb Smith	24	Heather Busby
	Melanie Simmons		Carol Harkin
	Jennifer Shaw	25	Andy Dongarra
12	Mollie Podwell		Chris Mayhew
	Carol Esselman	28	Carol Cullen



### It's Time to Shine,

WRA Annual Convention. Highlights are, Keynote speaker Colette Carlson. General Session with Jan Hargrave. "Funky Town—Get Your Shine On" Icebreaker Party. 50+ sales, marketing and technology workshops. Real Estate CE included with registration. Golf Tournament at Trappers Turn Golf Club (9/16/18). Chairman's Reception. Over 70 exhibitors. Door prizes, awards, \$500 in cash. Register early and save! September 17-18, 2018 at the Kalahari Resort and Convention Center. Room rates start at \$112 to \$179. Go to [www.wra.org/convention](http://www.wra.org/convention) to register. Reserve your room by August 16<sup>th</sup> to get the best prices after that the price goes up.

**Congratulations Jeff Zuelke for becoming a WRA Large Donor Council. He became a Sterling R member at the RPAC Event on May 9. We also want to congratulate Mary Gilbank who upgraded to the Golden R. Also, that evening, Coldwell Banker The Realty Group took 1<sup>st</sup> place in the Kahoot game and Best Realty of Edgerton took top prize for best sign. Thank you to everyone who participated. We raised just short of \$5,000 for RPAC.**