



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

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

## A word from your President By Mary Ellen Mackey

Hello everyone.

Happy Thanksgiving to all! During this season, please take a moment to reflect on your blessings and give thanks! In the spirit of giving, I'd ask you to sign up for a shift of Bell Ringing this holiday season, together we can make a difference. **Rock Green Realtors will ring bells throughout town on Thursday, Dec 6<sup>th</sup>.** Shifts are two hours with location options in Janesville, Milton and Beloit. **To register, go to**

[www.registertoring.com/WebPages/GroupCodeSearch.aspx](http://www.registertoring.com/WebPages/GroupCodeSearch.aspx) and enter **Janesville WI**, click on Ring with a Group in the upper left corner, then enter group code **RockGreenRealtors** or call **608-757-8300** and give them the group code.

I'm excited to announce Rock-Green Realtors Association now offers Friday office hours, to better serve our members. The office is open Monday - Thursday 8:30am to 5:00pm and Friday 8:30am to 12:30pm. Please note the office will be closed for the Thanksgiving holiday both Wednesday 11/21 and Thursday 11/22 and Friday 11/23.

Thank you to all that attending the last membership meeting. The opportunity to converse with local legislatures and voice our concerns about real estate issues is critical at both a local and state level. It allows our profession to stay well informed and be proactive. Our annual Community Fun Fair took on a new date and Halloween theme this year and I anticipate it will be another successful community event. It is a privilege that our organization can host this event and have the opportunity to give back to the families in our community and help support the mission of Project 16:49.

The clock is ticking.... don't forget the CE biennium deadline is December 14<sup>th</sup> this year. Agents are required to complete four mandatory courses and two elective courses. The WRA offers education that goes beyond the basics to issues that are relevant to your practice with flexible learning options available including: In Person Class Instruction, On Demand, Self-study Guides and DVD opt. Visit <https://www.wra.org/RECEinfo/> to learn more about your options.



Mary Ellen Mackey

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\* = Inserted Page

## EXECUTIVE COMMITTEE

### PRESIDENT

Mary Ellen Mackey  
741-1000 |  
maryellenmackey.realtor@gmail.com

### PRESIDENT-ELECT

Colleen Nelson  
758-9779 | nelsonc@firstweber.com

### SECRETARY/TREASURER

Russell Zueger  
756-3932 | russzueger@yahoo.com

### LOCAL DIRECTORS

Ben Shult | 3-year term  
756-3932 | Benshult@charter.net

Heidi Krenz-Buchanan | 2-year term  
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heidibuchanan@gmail.com

Jeff Zuelke | 1-year term  
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Jerry Morse | 1-year term  
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morserealestate@hotmail.com

Tammy Cherry | 1-year term  
754-2121 | tcherry@shorewest.com

Mike Venable | 1-year term  
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Julie Budrow | 1-year term  
758-9779 | budrowj@firstweber.com

Jackie Borgwardt | 1-year term  
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jborgwardt@associatedbank.com

## ROCK-GREEN STAFF

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Sue Cook | MLS/Membership Administrator  
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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:

It is Novem-burrrrr! And, it is chilly outside. I trust you all are remembering to turn your clocks back 1 hour on the 3<sup>rd</sup> before you go to bed so you are on time for all your events on Sunday the 4<sup>th</sup>.

Our Committees are forming for 2018-2019. If you are interested in joining a committee please let me know. We will try and post some of the meetings so that if you want to join in and give us some great ideas that you might have, we will welcome you. You don't even need to join the committee, just show up and give us your thoughts as to how we can make better plans for our members and our community.

Our Programs committee is always looking for content that you, the members would find useful. If you have any ideas at all for a great Membership meeting, please let us know what that might be. We really want you to enjoy and get some useful tidbits that will make your life/job easier. If you hear of something new coming down the pike, let us know so that we can stay on top of these new things. Most of all have an awesome rest of the year and a Great 2019!



### 2018 Community Family Fun Fair

This year's event was a good time had by all that were there. We had some very nice baskets donated for the Silent Auction. We also had some nice items for the bucket raffles, thank you to all who donated these items.

There were some very cute and also some scary costumes worn that night. The kids had a blast playing the games and winning prizes. Thank you to all of you that helped with the event in any way, you are all very much appreciated. I sincerely hope that we can get more REALTOR® involvement next year to help us promote the REALTOR® brand. And, to make money for a worthy cause. This year we collected \$1,044.00 for Project 16:49.

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*

### 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	www.rockgreenrealtors.org
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.**

**(New Hours) Friday | 8:30 a.m. – 12:30 p.m.**

**ROCK-GREEN REALTORS®  
ASSOCIATION  
2018-2019 ASSOCIATION  
COMMITTEE LIST**

**BUDGET/FINANCE**

Mary Ellen Mackey, Chair  
Ben Shult  
Heidi Krenz-Buchanan  
Jeff Zuelke  
Neil Kerwin  
Jerry Morse  
Colleen Nelson  
Blair Winn

**BYLAWS**

Blair Winn, Co-Chr  
Jeff Zuelke, Co-Chr

**COMMUNICATIONS**

Nina Perona, Chair  
Neil Kerwin  
Andrea Morse  
Julie Raese  
Verna Saladino  
Russ Zueger

**DINNER DANCE**

Diana Stoehr, Chair  
Tom Bradley  
Val Eagan  
Julie Raese  
Tammy Cherry  
Colleen Nelson  
Terry Morris  
Becky Zuelke  
Terri Moldenhauer  
Wade Williams  
Paul Schieldt  
Rebecca Bittner  
Vicky Kreyer

**EDUCATION**

Russ Zueger, Chair  
Andrea Morse  
Penny Patterson  
Candice Kildow

**EQUAL OPPORTUNITY**

Mary Ellen Mackey, Chr.  
Margo Berke

**GOLF OUTING**

Gary Getchel, Co-Chair  
Al Herbst, Co-Chair  
Paula Carlson  
Deb DeWitt  
Trish Edwards  
Kaye Fulton  
Pat Knoble  
Jeff Myers  
Vicky Kreyer

**GOVERNMENT**

**AFFAIRS/RPAC**

Jim Zanton, Chair  
Mary Gilbank-Peterson, Co-Chair  
Heidi Krenz-Buchanan  
Andrea Morse  
Dan Puckett

**HEALTH & SAFETY FAIR**

Karen Williams, Chair  
Kim Nickols, Co-Chair  
Lindsey Chrostowski  
Tammy DeGarmo  
Kelly Falk  
Jeannine Hill  
Linda Kleinschmidt  
Vicky Kreyer

**MEMBERSHIP/Orientation**

Wade Williams, Chair

**PROGRAM**

Diana Stoehr, Chair  
Andrea Morse  
Wade Williams

**NOMINATION**

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

**PERSONNEL**

Mary Ellen Mackey, Chair  
Ben Shult  
Heidi Krenz-Buchanan  
Jeff Zuelke  
Neil Kerwin  
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, Ombudsman '16 (T18)  
Randy Borman, Ombudsman'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

**RECRUITMENT**

Colleen Nelson, Chair  
Neil Kerwin  
Andy Dongarra  
Valerie Eagan  
Jerry Morse

**SUNSHINE**

Maryann Warden, Chair  
Mollie Podwell  
Paula Carrier

**YOUNG PRO'S TASK FORCE**

Kevin O'Leary, Chair  
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

**STRAT PLAN COMMITTEE**

Blair Winn, Chair  
Colleen Nelson  
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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Hello all, Happy Thanksgiving to you all!  
During this season, please take a  
moment to reflect on your blessings and

give thanks! In the spirit of giving, I'd ask you to  
sign up for a shift of bell ringing this holiday season,  
together we can make a difference. Rock-Green  
REALTORS® will ring bells throughout town on  
Thursday, December 6<sup>th</sup>, there are one to two hour  
shifts and many location options are available.

Mary Ellen Mackey your 2018-2019 Association  
President has created a Ring The Bells Group. - To  
register for bell ringing, go

to [www.registertoring.com/WebPages/GroupCodeSearch.aspx](http://www.registertoring.com/WebPages/GroupCodeSearch.aspx) and enter group code,

RockGreenRealtors or call 608-757-8300.

When you get there, click on Ringing with a Group,  
Click on Group Code, Enter RockGreenRealtors  
then click Search, click on the place and check time  
frame, click on Register on the bottom, if you have  
an existing account, login, if no account, Click  
Create Individual Account, Fill in the information  
then click Submit. This only takes a few minutes.

**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).

**DID YOU KNOW? To help better serve  
you! Our Association and MLS Members!**

**WE CHANGED OUR HOURS!** We are still  
open on Monday thru Thursday from 8:30  
a.m. to 5:00 p.m. NOW also, the MLS office  
is going to be **open on Fridays from 8:30  
a.m. to 12:30 p.m.**

## MLS INFORMATION

### \*\*\*Additional Paragon Enhancements:

The ability to measure distance from one point to another when searching using the map has been added. This measurement can be saved along with the map shape(s) as a point of reference. The new measure tool can be found under the Draw option within the map toolbar. Usage tip: After selecting the measure tool, single click on the map anywhere while you have a cross as your cursor -- when your cursor turns into a hand, this will select listings, not draw measurement.

A share to Twitter option has been added along with Share to Facebook within Listing Maintenance. Find this new option under Integrations within the [Select an Action box](#) while in Maintain Listing. All Active, Pending, and Sold listings for which you are a listing agent can be selected to share via Twitter or Facebook. After clicking on Share to Twitter, you will be given a url to share. Add any message you want and select to Tweet. You will need to have a Collab Center site set up before you can take advantage of this new feature. If you are not currently using Collab Center, you can set up your site under Preferences (in the menu bar at the top of the screen).

\*\*\*Do you or a client have a property to rent? Do you have a client that needs a place to rent? Paragon includes a rental add and search program. Residential rentals can be added by clicking on Listings and Rental. To search for rentals click on Search and Rental. All Paragon users have access to add rentals. Access to the add rental module is not restricted in the same fashion as adding a property for sale. Rentals can be added for 6 months at a time. On the home page in Paragon, go to MLS Documents, then MLS Profile Sheets, select MLSRental.pdf. All rentals added to Paragon automatically flow to <http://www.apartments.com>.

\*\*\***Fun for you:** A new Southwest theme banner has been added to your preference options to spice things up! Go to Preferences -> System -> User Interface.

### \*\*\* What Can I Do If My Listing Shows Up For Rent Online?

1. Contact the website and ask that the ad be removed.

2. Place a sign on the front door clearly stating that the property is NOT for rent and refer any questions to the listing agent.
3. Contact the Consumer Protection Division of the Department of Agriculture, Trade and Consumer Protection at 800-422-7128.
4. Contact the Police Department serving the city your property is listed in.

*Thank you, Sue*

## **MLS Officers/Directors**

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Eric Kim 1-Year Term  
Phone: 608-884-8468  
Email: [eric\\_kim1987@yahoo.com](mailto:eric_kim1987@yahoo.com)

Pat Bellinghiere 1-year term  
Phone: 815-282-2222  
Email: [patb@gogambino.com](mailto:patb@gogambino.com)



## Rock County Housing Statistics

**Madison, Wis.**—Home sales fell sharply in September after a solid improvement in the previous month, whereas the annual rate of decline on a year-to-date basis was more modest.

Substantial September sales decline likely an aberration following a strong August where sales were up 5.5% over the previous 12 months. There is no indication of inventory improvement in near term as new listings of single-family homes fell slightly below their levels of last September, dropping 1.9% over the past year. REALTORS® are doing a good job moving the available supply, essentially doing more with less.

Although Wisconsin housing remains affordable by national standards, affordability has been slipping as mortgage rates have inched upward. Affordability will likely continue to erode and prices will continue to rise. The Fed just recently announced another rate increase, which has pushed mortgage rates up by over ¾ of a percent since September 2017.

**Rock County Housing Statistics**—The **median price** for September 2018 is \$150,000 and for the month of September in 2017 it was \$140,000 that was an increase of +7.1% and the **Sales** for September 2018 is 214 and September of 2017 was 230 that was a decrease of -7.0%. In September of 2018 there was 4.2 months of **inventory** and in September of 2017 there was 3.8 that was an increase of +10.5%. Average **days on the market** in September of 2018 was 66 and September of 2017 was 85 that was a decrease of -22.4%.

**Statewide Housing Statistics**—The median price through September 2018 is \$185,000 and through September of 2017 it was \$173,000 that was an increase of +6.9%. The sales through September of 2018 is 63,264 and September of 2017 was 64,998 that was a decrease of -2.7%.

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 benchmarked using the Techmark system, which accesses MLS data directly and in real time.

## DUES COLLECTION DEADLINE APPROACHING

**\$** The deadline for on-time Annual Dues collection is November 16, if dues are paid after that date there could be a late fee assessed. A huge thank you to those that have already paid their annual dues.

A quick side-note, please do not send MLS payments and dues payments on the same check. We have two separate accounts, one for Association and one for MLS. We are not able to split your check to make sure it gets where it needs to be. And also, your RPAC contributions should be on a separate check and not on corporate or LLC checks.

As always we appreciate your renewals, have a great holiday season and we sincerely wish you a profitable New Year.

Dues payments can also be made online on the NAR website. Go to, [www.NAR.Realtor](http://www.NAR.Realtor) and click on the membership tab and click on Pay Dues.

WRA is now starting the planning of next year's Annual WRA Convention. Their first meeting will be on December 19 at 1:00 P.M. at the WRA office in Madison. If you are interested in helping with this committee please contact me or Michelle Harrison at the wra office. Her email is, [Michelle@wra.org](mailto:Michelle@wra.org) or you can contact me at [Vicky@rockgreenrealtors.org](mailto:Vicky@rockgreenrealtors.org)

## TIME IS RUNNING OUT!

**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.

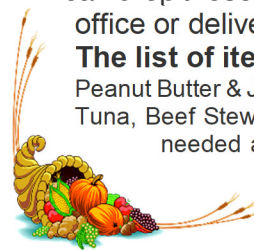
**Elective courses (two required)**

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

**Have a Great Thanksgiving**, and if you have it in your heart, ECHO has a November Needs List. You can drop those items off here at the Association office or deliver them directly to ECHO.

**The list of items needed are:**

Peanut Butter & Jelly, Instant Oatmeal, Spaghetti Sauce, Tuna, Beef Stew, Soup and Crackers. Additional items needed are, Dish soap, Tampons, Toothpaste, toothbrushes, Laundry soap and Deodorant.





November, wow Thanksgiving!! We are now receiving 2019 Dues. I know this is not your favorite time, but maybe next year consider the pre-payment plan. It makes it so much easier on you, "the agent" when Dues time comes around. Happenings in November the 4<sup>th</sup> is Daylight Savings, 6<sup>th</sup> is Election Day, 11<sup>th</sup> is Veterans Day, 22<sup>nd</sup> is Thanksgiving, and 23<sup>rd</sup> is Full Moon.

Wishing all November 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.

At Rock-Green Realtors® Association we are always looking for new members/new offices. New member applications can be found online at [www.rockgreenrealtors.org](http://www.rockgreenrealtors.org) (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*

### NEW MEMBERS:

Patricia Leak, First Weber Inc. (Transfer)  
Rachel Larsen, Century 21 Affiliated Delavan (Transfer)

### MEMBERS leaving the Association:

Sarah McLean, Century 21 Affiliated Janesville  
Carol Cooley, First Weber Inc.

### MEMBERS ON THE MOVE:

Terri Moldenhauer, Knight Barry Title Services

### OFFICE NAME CHANGES:

River Title Company changed to Knight Barry Title Services  
Wellnitz & Sarow Builders, Inc. changed to AB Commercial Realty, LLC

### 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  
November 15, 2018**

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

## "Recipe of the Month"

### Pumpkin Bars

4 eggs  
2 c. sugar  
1 (16 oz.) can pumpkin  
¾ c. melted butter  
2 c. flour  
2 tsp. baking powder  
1 tsp. baking soda  
½ tsp. cinnamon  
1 c. chopped walnuts (opt.)

Combine eggs, sugar, pumpkin and butter. Add remaining ingredients and mix. Pour into a greased and floured jellyroll pan, or if using only half the recipe, into a 9x13-inch pan. Bake 20 to 25 minutes at 325°. Frost with icing.

### Icing

3 oz. cream cheese, softened  
6 T. butter, softened  
1 tsp. vanilla  
1 T. milk  
3 c. powdered sugar

Beat cream cheese and butter until smooth. Add vanilla, milk and powdered sugar; beat well. Spread on cooled bars.

**Variation:** Can also put chopped nuts on top, if desired.

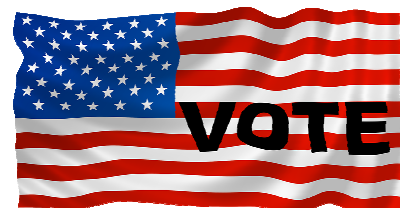
Oh, this is a good one!

*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.**

**NOVEMBER 6<sup>TH</sup> REMEMBER TO:**



# NOVEMBER BIRTHDAYS

2	Loren Fellows
3	Sandra Unger
	Brandt Schauder
4	Patti Droessler
5	Paul Schieldt
	Russell Hansen
	Erik Fournais
7	Julie Wilson
8	Andrew Weberpal
13	Tammy Cherry
	Holly Nehls
	Jennifer Burns
18	Rebecca Wehrwein
19	Gary Merk
21	Kristen Mayhew
	Linda Kobilca
23	Terri Moldenhauer
22	Randy Borman
	Sandy Thew-Sonneson
24	Wade Williams
	James Martin
26	David Joos
27	Sally Astin
	Barbara Palmby
28	Kaye Fulton
	Henry Londo
	David Young
30	Jim Zanton
	Erik Skindingsrud
	Sue Cook

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



**NEW**  
MEMBER BENEFIT  
FREE TO ALL WRA  
MEMBERS

**TECH HELPLINE TOLL-FREE:**  
**866-610-7997**

MORE INFO: [wra.org/techhelpline](http://wra.org/techhelpline)  
SUPPORTED ISSUES: [www.techhelpline.com/computer-support/](http://www.techhelpline.com/computer-support/)



## DATES TO REMEMBER

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### NOVEMBER 2018

November 14, MLS Board mtg. 9 A.M. Assoc. Office

November 15, New Member Orientation, Assoc. Office 9a.m.

November 21, Rock-Green BOD mtg. **Cancelled**

November 21-23, Assoc. Office Closed, Thanksgiving Holiday



### UPCOMING EVENTS

December 12, MLS Board mtg. 9 A.M. Association office

December 19, Rock-Green BOD mtg, 8:30 a.m. Assoc. office

December 24-25, 28, Assoc. Office Closed, Christmas Holiday

December 31, January 1, Office Closed, New Year Holiday

## DECEMBER BIRTHDAYS

3	John Mansur	16	Konya Schuh
5	Kimberly Disch		Bonnie Collins
9	David Brown	18	Sherri Shaw
11	Michael Sessler	19	Gaylynn Whitson
12	Irene R Oliver	22	Timothy Shortreed
	Nicole Broitzman	24	Ashley Suiter
13	Aaron Dobbs	26	Barbara Krattiger
14	Larry Niquet	28	Daniel Silbaugh
15	Janice Snippen	29	Deb DeWitt
	Marianne Walker	30	Kenneth Bach
	Brady O'Leary		

### Christmas Toy Drive and Distribution

We will again be helping ECHO with their Toy Drive. They are accepting cash and new, unwrapped toys for children. Now through December 14. You can bring items to the Association. They can also use wrapping paper and batteries for donated toys.

The toy distribution will be held on Wednesday, Dec. 19, with a snow day of Thursday, Dec. 20. It will be at St. John Lutheran Church, 302 N Parker Dr. Many volunteers are needed to make this distribution a success. If you would like to be a Santa's helper or help with setting up "Santa's Toy Shop," Call Fran, 754-5333

### Toy Wish List, or what ever you can donate.

CD's, watches, books, baby toys, legos, puzzles, art supplies, movies/certificates, sports equipment, small electronic gadgets, perfume, cars/trucks, board games, bedding, barbies/dolls or store certificates.

