



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

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

**A word from your President
 By Jerry Morse**

WOW! It's November!

Shorter Days and Longer (and colder) Nights! It's time to start planning for 2021 and the new challenges it will bring. Hopefully, the Corona Virus gets conquered and we can get on with our lives in a more normal fashion.

The market has not changed: Many buyers, and lack of Inventory. My most recent search of the MLS showed that when you take out the listings under contract, there are only 215 Active SF listings (including condos)! Since we have averaged about 194 Sales per month that is about only one month of inventory available. I have never seen any numbers like that before.

But, for now, plan for a Safe way to enjoy Thanksgiving with family and friends. It might include a Zoom meeting or some other virtual platform.

License renewals and dues are upon us; so, plan accordingly. Also, we could use more members for a couple of our key board committees. Call Vicky at the Association office to get more details. Thank you in advance for your participation.

Stay Safe!

Remember to VOTE!

Jerry



INSIDE THIS ISSUE NOVEMBER 2020

	Page #		Page #
Leadership Directory	2	Legal Hotline NEW HOURS	5
A note from your Association Exec.	2	A Note from Sue	6
New Office Policy RE: COVID-19	2	Member Updates	6
Important Numbers	2	New Member Orientation Schedule	6
Committee List	3	Thank you Wade	6
Professional Standards Plea	3	Recipe of the Month	6
Education Deadline	3	November Birthdays	7
2021 Dues Deadline	3	Appraiser Request	7
Covid-19 and your Practice	3	Dates To Remember	7
Save these Dates	3	Upcoming Events	7
MLS Information	4	We Need Your Photos!	7
MLS Officers and Directors	4	December Birthdays	7
Rock Co. Housing Stats	5		
Statewide Housing Stats	5		
Annual RPAC Event 2020	5		
*=Inserted Page			



EXECUTIVE COMMITTEE

PRESIDENT

Jerry Morse
754-5300
morserealestate@hotmail.com

PRESIDENT-ELECT

Connor Fox
756-4196 |
connorfox@c21affiliated.com

TREASURER

Neil Kerwin
365-7791 | neilkerwin13@gmail.com

SECRETARY

Tammy Cherry
754-2121 | tcherry@shorewest.com

LOCAL DIRECTORS

Colleen Nelson | Past President
758-9779 | nelsonc@firstweber.com

Kevin O'Leary
741-1000 | kevinoleary6@gmail.com

Kyle Carrier
884-8468 | kcarrier2053@yahoo.com

Melissa Selvog
758-9779 | selvogm@firstweber.com

Jennifer O'Connell
756-3932
joconnell@realtyexecutives.com

John Mansur
728-7801 | john@davemansur.com

Macy Walter
754-2121
macywalter@shorewest.com

Chris Collins | 1-year term
243-5000 |
chris.collins@summitcreditunion.com

ROCK-GREEN STAFF

Vicky Kreyer | Association Executive
608-755-4854

Vicky@rockgreenrealtors.org

Sue Cook |MLS/Membership
Administrator
608-755-4841

Sue@RockGreenRealtors.org

The Real Scene is published by the
Rock-Green REALTORS® Association.
PH # 755-4854 | FAX # 755-4843
Website www.rockgreenrealtors.org

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

ASSOCIATION NEWS

2



A Note from your Association Executive:

Happy November, there is a definite chill in the air these days. Trick-or-Treating is over and the children had a great time doing something half normal. The treaters had some great alternatives for handing out the sugary treats this year. Lots of Candy Cannons and Catapult Treats. It was definitely a sight to see! Thank you to everyone safety participating.

A definite Thank You to all who participated, sponsored or donated in any way to our RPAC event. This event was a great one! We raised over \$9,000 for RPAC. Great job everyone. Jeff our MC had everyone's attention with his colorful wardrobe and his booming voice to be heard by all. Our auctioneer, Pat McGuire had our live auction buzzing and the RPAC Committee outdid themselves throwing this together with all the changes and challenges. Hats off to Macy Walter and Connor Fox for getting our game up and running. We would also like to thank Robert Procter from WRA lending us a hand and explaining what RPAC is and what it does for us all. Great Job everyone! Thank you to all who participated in our iPad or dues fundraiser. Congratulations to Macy Walter winning the iPad w/keyboard and Ben Shult for winning the REALTOR® 2021 Annual Dues.

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 per Governor Evers. He has in place a mandatory mask ruling until November 21st.
- 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	(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.
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
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

Jim Zanton, Chair
Mary Gilbank-Peterson, Co-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
Brandi Dabson
Kelly Falk
Jeannine Hill
Linda Kleinschmidt
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)
Joan Waite Mediator '12 (T-13)
Paul Schieldt, Mediator '12 (T-18)
Andrea Morse, Griev. Chr '12(T-18)
Randy Borman, Ombudsman'16T18
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)
Jeannine Hill '2020 (T-)
Eric Kim '16 (T-14)
Heidi Krenz-Buchanan '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
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

PROFESSIONAL STANDARDS COMMITTEE

This committee needs YOU! We need to fill this committee with representation from all our offices. This is not a keep you busy committee, but you are called upon when we have a complaint come in that goes to a hearing. You don't think you know enough about it to join it? Well, guess what, we will train you so that you are confident joining in. Please let me know of your interest and we will get everyone trained and refreshed for this upcoming new year.

**EDUCATION | REALTOR® CE
DEADLINE APPROACHING**

No, well then you have until December 14, 2020 to get your CE done. That is the 2019-2020 Biennium Deadline. In order to maintain your Wisconsin real estate license, you must complete your 2019-2020 CE Credits by Dec. 14.

Annual Association Dues Deadline?

November 20th is the Deadline for On-Time Payments. After the 20th a late fee could be assessed. You can mail them or you can drop them off at the office. You don't want to come in? We have a drop box right on the front door. Or you can pay by credit card to us with a \$3 fee or at www.Nar.Realtor Quick, Convenient and Fee Free.



Remember if you are paying by check, your RPAC Contributions must be paid on a personal check.

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

SAVE THESE DATES!

November 12, New Member Orientation
November 20, On-Time Dues Deadline



MLS INFORMATION

*****Important Rule Change:** On October 1st, the show date will again be required, and the maximum number of days a listing can be in Delayed, or Active with no showings will again be 45 days. As you know, show date was changed to optional, and the 45-day limit was removed at the onset of COVID-19. As there has been adequate time to employ best practices in safe selling, we feel reverting to the requirement of the show date, and the 45-day maximum is now warranted. All listings entered or modified on or after October 1 will trigger the requirement for show date.

*****Friendly Rule Reminder:** If you have blocked out dates or times for showings via the ShowingTime calendar, no showings are allowed during those times.....not even for the listing agent.

*****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**

*****Quickly load a previous search you did in Paragon by selecting the Last Search option located above Primary Criteria after selecting Class. Hovering over Last Search will display the 5 previous searches you performed. Clicking on one of these searches will load the search criteria for that past search.**

*****When you have an extension please make sure the seller and you sign it the day of or before the contract expires.**

*****New Mobile Access** Upgrade your mobile access to Paragon Connect. Currently, your options for mobile access to Paragon include Paragon Mobile and Homesnap. Paragon Mobile will soon be replaced with the next generation of mobile access. Paragon Connect is a web application that utilizes the same database as Paragon Online, which allows real-time access to your listings, contacts, saved searches and customized search defaults. Within Paragon Connect you have full search capability with links to not only full property data, but also history, associated documents, public records, and access to schedule a showing via ShowingTime. Paragon Connect has a very tight integration with Link on the homepage of Paragon, [Collaboration Center](#) for those who have

converted their contacts from legacy email notifications.

Paragon has a place on the homepage to get training for Paragon Connect in 15 minutes from our very own SCWMLS trainer, Dave Bass.

Access Paragon Connect from the Paragon login page or directly at <https://scwmls.paragonrels.com/ParagonConnect/scwmls/Account/Login>.

Thank you, Sue

MLS Officers/Directors

Verna Saladino President
Phone: 608-755-5400

Email: verna@thebriggsrealtygroup.com

Kelly Falk President Elect
Phone: 608-365-1481

Email: kfalk@c21affiliated.com

Wade Williams, Treasurer
Phone: 608-289-7912

Email: wadeway@gmail.com

[Kathleen Stumpf Secretary](#)
Phone: 608-754-2121

Email: kstumpf@shorewest.com

Erika Penny, Past President
Phone: 608-755-5400

Email: erika@thebriggsrealtygroup.com

Eric Kim, MLS 1-Year Director
Phone: 608-884-8468

Email: eric_kim1987@yahoo.com

Andrea Morse, MLS 1-Year Director
Phone: 608-754-5300

Email: amorse@ymail.com

Shelly Cronin, MLS 1-Year Director
Phone: 262-740-7707

Email: scronin@c21affiliated.com

Pat Bellinghiere, MLS 1-Year Director
Phone: 815-282-2222

Email: patb@gogambino.com

Rebecca Bittner, MLS 1-Year Director
Phone: 608-741-1000

Email: rebeccajbittner@gmail.com

[Nicole Davis 1 year Director](#)
Phone: 608-931-7244

Email: davisnd04@gmail.com

[Anthony Dransfield 1-year Director](#)
Phone: 608-158-9779

Email: dransfieldt@firstweber.com



Rock County Housing Statistics

Madison, Wis.—When we consider what transpired last spring, we never would have imagined how quickly the housing market would rebound. The economic lockdown of the state pushed annualized sales down 23% in May alone. But, as mortgage rates fell to their lowest level on record, the Wisconsin existing home market responded with record September sales and robust price appreciation.

Demand has increased in recent months for a couple of reasons: low mortgage rates and an improving job market in the state. Mortgage rates began dropping in January, and the aggressive actions by the Federal Reserve Bank to mitigate the effects of the economic shutdown have pushed mortgage rates to record-low levels for six straight months.

The Consumer Confidence Index published by the Conference Board showed a sharp increase in September, in terms of consumers' assessment of both current and short-term future conditions. This likely bodes well for the housing market over the next few months.

Rock County Housing Statistics—The median price for September 2020 is \$188,000 and for the month of September in 2019 it was \$164,950 that was an increase of +14.0% and the **Sales** for September 2020 is 213 and September of 2019 was 210 that was an increase of +1.4%. In September of 2020 there was 3.4 months of **inventory** and in September of 2019 there was 3.8 that was a decrease of -10.5%. Average **days on the market** in September of 2020 was 68 and September of 2019 was 85 that was a decrease of -20.0%.

Statewide Housing Statistics—The median price through September 2020 is \$219,900 and through September of 2019 it was \$198,500 that was an increase of +10.3%. The sales through September of 2020 is 63,790 and September of 2019 was 62,721 that was an increase of +1.7%.

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 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.

ANNUAL RPAC Event 2020

This year we faced many challenges with our event. The pandemic tried to shut us down at every turn. We finally set a date and time, it happened on October 14th at the Armory. We had our colorful MC, Jeff Zuelke and our Auctioneer Pat McGuire. The game, KAHOOT was ran by Macy Walter and Connor Fox who did an amazing job. The food was great, the bar was stocked and the Auction items were awesome. We had a guest speaker come down from Madison, Robert Proctor from WRA came and gave us information about RPAC and what it has done for us and for our customers and clients.

We sincerely want to thank all who contributed in any way. We had sponsors and Auction Donors that made this night possible. A huge thank you to, Knight Barry, Brabazon/Title Team, Land Title and Town N'Country. We also had many great Auction Items donated by: Shelly Tracy, Jim Zanton, Mary Gilbank, Heidi Buchanan, Doug Davis and Lori Hagemann Davis, Blackhawk Bank, George Mark, Vicky Kreyer, Marianne Walker, Macy Walter, Maryann Warden, Town N' Country, Connor Fox and Knight Barry. And, to the many that contributed by purchasing a chance to win an iPad Air W/Keyboard or their 2021 Dues. Those items were won by, Macy Walter (iPad) and Ben Shult (dues).

With everyone's combined efforts, we raised over \$9,000 for RPAC. Great Job! Below, a few pictures that were taken at our event.



GREAT NEWS Legal Hotline Weekend Hours will Begin on October 4th!

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.



November 2020!

Wishing all November birthdays the best. Events for November: 1st "Fall Back" Daylight savings ends, 3rd is Election Day (don't forget to vote), 11th is Veterans Day (say thank you to a veteran), 26th Thanksgiving Day (enjoy family and friends), and the 30th is the Full Moon.

Hope everyone is well and healthy. Wearing your masks when needed, washing your hands like a doctor, and practice distancing, while still enjoying yourself with friends and family.

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 (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:

Michelle Boland, Rock Valley Appraisal
Sarah Iverson, Shorewest Realtors
Josh Bohling (MLS Only), Crosby Stark Real Estate

Members Leaving:

Gary Merk, Shorewest Realtors
Donald Harwood, The Morse Company

New Members—Welcome to your local Association, Please make sure to complete the Code of Ethics online portion prior to attending the New Member course. Instructions will be in your New Member Welcome packet. If you have any questions please call us.



"Please make sure you take your orientation class before your six (6) months is up. You signed a paper stating you would take it before the six (6) months was up." Thank you!

**New Member Orientation
Schedule for 2020
November 12, 2020**

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

RECIPE OF THE MONTH

TURKEY CASSEROLE

2 c. cubed, cooked turkey
1 c. chopped celery
½ c. toasted silvered almonds
½ tsp, salt
2 T. lemon juice
2 tsp. grated onion
2/3 c. mayonnaise
1 c. crushed potato chips
½ c. grated American cheese

Combine all ingredients, except potato chips and cheese; toss lightly. Turn into a greased 7x11-inch baking dish. Sprinkle with potato chips and cheese, and bake at 450° for 10 minutes. Yield 4 servings.

TURKEY DIVAN

1 (30 oz.) can cling peach slices
2 (10 oz.) pkg. frozen broccoli, or 1 bunch fresh
2 lb. sliced turkey (skin removed)
2 c. Rich White Sauce
½ c. grated Parmesan cheese

Drain peaches well. Cook broccoli until tender; drain thoroughly. While broccoli is cooking, prepare Rich White Sauce. Layer in 2-quart casserole, broccoli, turkey, peaches twice and top with sauce.

Rich White Sauce:

¼ c. butter
¼ c. flour
Dash of Cayenne pepper
¼ tsp. dry mustard
¼ tsp. salt
1 c. milk
1 c. light cream (half & half)

Melt butter in skillet. Stir in flour, cayenne pepper, mustard and salt; stir until smooth. Gradually stir in milk and cream. Cook until thickened and smooth, stirring constantly. Yield: 4 servings

Note: This can be prepared ahead and heated will in the oven before serving. Be sure to drain the peaches and broccoli well to the sauce doesn't get watered down. Excellent way to use up that holiday turkey!

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.

NOVEMBER BIRTHDAYS

2	Loren Fellows
3	Brandt Schauder
	Bradley Hassler
	Michelle Boland
4	Patti Droessler
5	Paul Schieldt
	Eric Fournais
6	Brenda Knighton-Slatte
7	Julie Wilson
	Erin Heiman
8	Andy Weberpal
11	Ninah McKeon
13	Tammy Cherry
	Holly Nehls
	Jennifer Burns
14	Michael Heiman
18	Rebecca Wehrwein
21	Kristen Mayhew
22	Randy Borman
24	Wade Williams
	James Martin
	Kimberly Sharp
26	David Joos
27	Sally Astin
	Barbara Palmby
	Kimberly Govert-Meris
28	Kay Fulton
	Henry Londo
30	Jim Zanton
	Sue Cook

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.

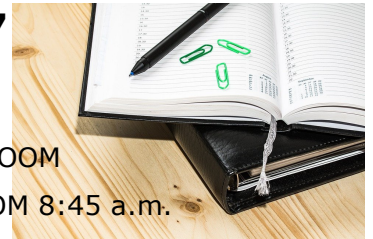
DATES TO REMEMBER 7

NOVEMBER 2020

Nov. 12, New Member Orientation, ZOOM
 Nov. 18, Assoc. B.O.D. meeting, ZOOM 8:45 a.m.
 Nov. 26-27, Assoc. Office Closed (Thanksgiving)

UPCOMING EVENTS

Dec 9, MLS Board mtg, Assoc/Zoom 9 a.m.
 Dec. 16, Assoc. B.O.D. meeting, Assoc/Zoom 8:45 a.m.
 Dec. 23-25, Assoc. Office Closed (Christmas)
 Dec. 30 – Jan. 1, Assoc. Office Closed (New Year's)



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 County Community wildlife and such. Just Estate photos or 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!



DECEMBER BIRTHDAYS

1	Sarah Iverson	16	Konya Schuh
2	Shelly Tracy		Bonnie Collins
3	John Mansur	18	Sherri Shaw
5	Kimberly Disch	22	Timothy Shortreed
9	David Brown	24	Ashley Suiter
	Melanie McNeill	26	Barbara Krattiger
12	Irene Oliver	28	Daniel Silbaugh
	Andrew Anselmi	29	Deb DeWitt
	Bradley Marinelli	31	Amy Townsend
13	Aaron Dobbs		Mary Adamson
14	Larry Niquet		
15	Janice Snippen		
	Marianne Walker		
	Brady O'Leary		



HAPPY THANKSGIVING

TO YOU ALL!



SUE & VICKY

