



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

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

**A word from your President
 By Colleen Nelson**

I am excited and honored to represent you as the Association President for 2019-2020. First I would like to thank Mary Ellen Mackey for a wonderful job she did last year as president. She went above and beyond to get a lot of things accomplished for Rock/Green. Next I would like to apologize. I am the world's worse letter writer. In school, teachers would always say my brain works to fast and that's why I have problems getting my thoughts on paper. LOL

So, I am going to make this less painful for all of us this month, and Just mention: Our community Family Fun Fair for 2019. This year it's being held at the Boys and Girls Club in Janesville. It's going to have a Halloween flare to it this year. Not only are the children going to enjoy dressing up for Halloween early but I think a few of the people in their booths are going to dress up. Please pass the word around, it really is a fun night.

Thank you again, and if any of you need anything give me a call or shoot me an email and I'll try to find the answers for you.

Colleen



Colleen Nelson

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* = Inserted Page

EXECUTIVE COMMITTEE

PRESIDENT

Colleen Nelson
758-9779 | nelsonc@firstweber.com

PRESIDENT-ELECT

Jerry Morse
754-5300 |
morserealestate@hotmail.com

SECRETARY/TREASURER

Heidi Krenz-Buchanan
289-9383 |
heidibuchanan@gmail.com

LOCAL DIRECTORS

Mary Ellen Mackey | 3-year term
741-1000 |
maryellenmackey.realtor@gmail.com

Ben Shult | 2-year term
756-3932 | benshult@charter.net

Neil Kerwin | 1-year term
365-7791 | neilkerwin13@gmail.com

Melissa Selvog | 1-year term
758-9779 | selvogm@firstweber.com

Paul Schieldt | 1-year term
741-1000 | paulschieldt@charter.net

John Mansur | 1-year term
728-7801 | john@davemansur.com

Connor Fox | 1-year term
756-4196
|connorfox@c21affiliated,.com

Craig March | 1-year term
314-1276 | craigmarch@inlanta.com

ROCK-GREEN STAFF

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608-755-4854
Vicky@rockgreenrealtors.org

Sue Cook | MLS/Membership Administrator
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Sue@RockGreenRealtors.org

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Website 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:

October? Yes it is. And you can certainly tell by the weather we are having. I guess it is time to put up those wonderful fall decorations. I love this time of year it is one of my favorites.

We have gotten some great participation from member offices registering for a booth at our fun fair. It is so nice to see our members participating for a great cause. This year we are benefiting the Boys & Girls Club here in Janesville. All our proceeds are going to the club. If you have never attended one of the first 9 events you need to join us on this one. It is oodles of fun for the whole family. There will be food, fun, games, prizes and a Spin-to-Win (new this year). We are also having a costume contest, bucket raffles and silent auction. There is something for everyone. Tell your family and friends and invite your customers. There is still plenty of spaces available, give us a call and reserve your spot today. Call me at the Association or Karen Williams at Shorewest Realtors 754-2121.

We are also hosting an education program to boost your careers. This will be on November 7th and we are partnering up with the Floyd Wickman Team and Associated bank who would love to help you see the potential to be great! Look inside this publication for more information.



Community Family Fun Fair

October 29, 2019 | 3 – 7 P.M.

You don't want to miss this year's annual event. We are at a new venue and proceeds are going to the Boys and Girls Club of Janesville. Our event will be held at the Janesville Boys and Girls Club with the assistance of the staff and friends of the club.

Association members, you can have booth space for the low price of just \$25. That is a great deal. What better way to get out into the community and let them know, that's "Who We R". With the electronic world, we need to get out there in person and connect with the community we live and work in. Let them know we are also here to help. Reserve your booth space today and make a difference in some child's life. It is a great feeling to see the smiles that come onto their faces. Truly rewarding!

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-Chair
Jeff Zuelke, Co-Chair

**EDUCATION/
COMMUNICATIONS**

Nina Perona, Chair
Russ Zueger, Co. Chair
Neil Kerwin
Andrea Morse
Penny Patterson
Verna Saladino

DINNER DANCE

Diana Stoehr, Chair
Val Eagan
Colleen Nelson
Wade Williams
Paul Schieldt
Rebecca Bittner
Sherri Shaw
Connor Fox
Heidi Krenz Buchanan
Jacqueline Watson
Ana Johnson
Vicky Kreyer

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

GOVERNMENT

AFFAIRS/RPAC
Jim Zanton, Chair
Mary Gilbank-Peterson, Co-Chair
Heidi Krenz-Buchanan
Andrea Morse
Connor Fox
Sherri Shaw

HEALTH & SAFETY FAIR

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

MEMBERSHIP/Orientation

Wade Williams, Chair

PROGRAM

Diana Stoehr, Chair
Andrea Morse
Wade Williams
Mickey Castle

NOMINATION

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

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
Ben DeWitt
Kelly Falk
Kristan Hoff-Filak
Neil Kerwin
Heidi Krenz-Buchanan
Mary Ellen Mackey
John Mansur
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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**Congratulations to our 2019
Installation Award Winners.**

The Rising Star Award, Alyson Dilley
Community Service, Mary Ellen Mackey
Affiliate of the Year, Renea Martin,
Realtor of the Year, Mary Ellen Mackey
And our outgoing Director, Jeff Zuelke

There were two RPAC Awards,
Sterling R, \$1,000 Investor, Jeff Zuelke
Golden R, \$5,000 Investor, Mary Gilbank

We also thanked the following Outgoing Directors
for their service to the Association;
Tammy Cherry, Mike Venable, Julie Budrow and
Jackie Borgwardt. And for their service to the Rock-
Green MLS; Paul Schieldt, Margo Berke and Dave
Brown.

Committee Chairs were also recognized
Blair Winn, Jeff Zuelke, Nina Perona, Diana Stoehr,
Russell Zueger, Al Herbst, Gary Getchel, James
Zanton, Mary Gilbank, Karen Williams, Wade
Williams, Tammy Cherry, Colleen Nelson, Maryann
Warden and Mary Ellen Mackey.

Thank you Blackhawk Bank for sponsoring
The Installation breakfast.

**Are you Hungry for More EDUCATION AND FUN?
Check out these events!**

Broker Summit, December 12, Milwaukee. For more
information go to wra.org/BROKERSUMMIT

WRA Winter Convention, January 28-29, 2020 at Lac du
Flambeau, more info, wra.org/WINTCONV

Destination CE, February 2020 in Las Vegas for more
information go to wra.org/DESTINATIONCE

Appraisal Conference, Spring 2020 at Wisconsin Dells
for more info, wra.org/APPRAISALCONFERENCE

SAVE THESE DATES! (Revised)

October 29, Annual Community Family Fun Fair,
3-7 p.m.

November 7, Education for New agents, more
info to come.

February 21, 2020, Annual Dinner Dance. Murder
Mystery! Mardi Gras Theme! Watch for your
Special Invitation.

MLS INFORMATION

*****ShowingTime Hot Tip:** Never miss a ShowingTime alert again - install the free ShowingTime Mobile App. Email notifications about showings can sometimes get blocked, delayed, or sent to your spam folder. The ShowingTime app uses push notifications that cannot be blocked. You also have access to showing instructions, feedback, buyer tours, and more while out in the field. Go to Paragon™ for installation instructions. *****Attention Yahoo/AOL/Verizon users --** - if you host your email via Yahoo, AOL or Verizon, please note that these providers have blocked ShowingTime emails several times in the past.

*****Email auto-notifications of price changes** are sent from Paragon only if the price change is at least .5%. This setting limits the practice of \$1 price changes to gain exposure. Within the price column on spreadsheets, a price in red indicates a price decrease, and a price in green indicates a price increase. In addition, if you hover over the arrow, the previous price and percentage of change will display. Price changes are highlighted for 2 weeks.

*****Supra Update required for iPhone/iPad**

Users: Apple released a new operating system, iOS 13, for iPhones and iPads, on September 19. A new version of the Supra eKEY app is now available in the Apple app store. Please update your eKEY app to this new version **before** you update your iPhone or iPad to iOS 13. You may not be able to access keyboxes if you use a previous version of the eKEY app with iOS 13.



*****Delayed Status Reminder:** If you enter a future Show Date for either a Delayed or Active listing, please keep the MLS current as to the date showings will be allowed. As is the nature of listings that are not yet ready for showings, the initial Show Date entered is often a best guess. Please keep in touch with your sellers for these properties and update the Show Date to reflect the progress of readiness. Paragon does not automatically move a listing from Delayed to Active on the Show Date entered, as we realize the Show Date can, and often does change.

If you have to change a Show Date (either forward or backward), remember to contact agents who have set up a showing based on the original show date, to reschedule based on your new show date. ShowingTime does not do this automatically for you. More information on handling Delayed listings can be found on Paragon™.

“Please remember that your list date on the contract must be on the MLS sheet, not the date you enter it. If you are unable to enter the correct date, email sue@rockgreenrealtors.org to get it corrected.”

Thank you, Sue

MLS Officers/Directors

Erika Penny, President
Phone: 608-755-5400

Email: erika@thebriggsrealtygroup.com

Verna Saladino, Vice President
Phone: 608-755-5400

Email: verna@thebriggsrealtygroup.com

Kelly Falk Sec/Treas.
Phone: 608-365-1481

Email: kfalk@c21affiliated.com

Sally Jean Weaver-Landers MLS 3-Year Term
Phone: 608-754-2121

Email: sjweaverlanders@gmail.com

Bianca Singer, MLS 2-Year Term
Phone: 608-755-5400

Email: bianca@thebriggsrealtygroup.com

Wade Williams, MLS 1-Year Term
Phone: 608-289-7912

Email: wadeway@gmail.com

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

Email: eric_kim1987@yahoo.com

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

Email: patb@gogambino.com

Andrea Morse, MLS 1-Year Term
Phone: 608754-5300

Email: amorse@ymail.com

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

Email: scronin@c21affiliated.com

Rebecca Bittner, MLS 1-Year Term
Phone: 608741-1000

Email: rebeccajbittner@gmail.com



Rock County Housing Statistics

Madison, Wis.—Wisconsin home sales fell by a modest margin even as median prices moved up sharply in August. Existing home sales fell 2.1% in August 2019 compared to August 2018, while median prices rose 9.0% over that same period to \$206,000. On a year-to-date basis, the picture is similar. Although we have seen volatile monthly sales over the past years, the summer sales performance has been very stable since 2015.

With tight supply and strong demand, robust price appreciation is to be expected, and that's exactly what we're seeing. We have been lucky that mortgage rates have been falling all year, which has kept our housing relatively affordable.

With the Fed clearly in a rate-cutting mode, we expect more downward pressure on mortgage rates, which should result in modest improvements in affordability over the next few months.

Rock County Housing Statistics—The **median price** for August 2019 is \$170,500 and for the month of August in 2018 it was \$169,900 that was an increase of +0.4% and the **Sales** for August 2019 is 258 and August of 2018 was 233 that was a change of +10.7%. In August of 2019 there was 3.5 months of **inventory** and in August of 2018 there was 4.1 that was a change of -14.6%. Average **days on the market** in August of 2019 was 72 and August of 2018 was 73 that was a decrease of -1.4%.

Statewide Housing Statistics—The median price through August 2019 is \$199,000 and through August of 2018 it was \$185,000 that was an increase of +7.6%. The sales through August of 2019 is 54,199 and August of 2018 was 56,010, a decrease of -3.2%.

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.

Are you a new agent or one that needs a little boost?

Then you want to attend this great 3-hour course with The Floyd Wickman Team taught by Dawn Zehren.

For 40 years, Floyd Wickman and the The Floyd Wickman Team have helped REALTORS® throughout the United States & Canada have better lives. The Floyd Wickman Team teaches time-tested and timeless material. We are continually evolving, just as the Real Estate Market continues to evolve.

- ✚ **They will teach you how to.....**
- ✚ Master your time in a hectic, whirl-wind business.
- ✚ Create a self-sustaining business through relationships – skipping reliance on buying leads.
- ✚ Convert leads to appointments.
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- ✚ Handle objections and hesitations.
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- ✚and more.

Great Agents create a self-sustaining business and a full life. Then enjoy making a difference & a great income. You can too! Learn how!

Thursday November 7th, 8:30 – 11:30 a.m.
at the Associated Bank, 2720 Lexington Dr.
Register by Oct. 25: \$49 after Oct. 25: \$60
Register @ (608) 755-4854 or (608) 755-4841 or
Vicky@rockgreenrealtors.org



on the 31st.

October and Halloween! What is going on this month: Full moon on the 13th, Columbus Day the 14th, National Bosses Day the 16th, United Nations Day the 24th, Community Family Fun Fair at the Boys and Girls Club the 29th, and finally Halloween

Wishing all October 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 (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!

Just a note to everyone involved we will now be emailing the welcome letters for new members. Hope everyone likes and appreciates the change.

Sue, MLS/Membership Administrator

NEW MEMBERS:

Eric Larimore, Century 21 Affiliated Janesville
Devin Elliott, Walker Realty Group, LLC
Ryver Griffin, Rock River Radon, LLC

NEW OFFICE:

Rock River Radon, LLC

MEMBERS LEAVING:

Janet Conroy, Century 21 Affiliated Janesville



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 2019
November 14, 2019**

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

"Thank you to Valerie Eagan, Land Title and Closing Services, LLC for their donation of sweets for the new member orientation."

"Recipe of the Month"

Hot Apple Cider

1 gal. apple cider
6 oz. frozen lemonade
6 oz. orange juice
6 whole cloves
4 cinnamon sticks

Heat all together and serve!

Blueberry Crumble Pie

Don't worry if the pie doesn't hold its shape. The blueberries are supposed to spill out—that the crumble!

5 c. fresh or frozen blueberries
1 (9 oz.) graham cracker crust
¾ c. packed brown sugar
3 T. flour
1 ½ tsp. vanilla extract
¼ tsp. grated lemon rind
1 (8 oz.) ctn. sour cream
¼ c. dry bread crumbs (plain)
1 T. sugar
1 T. butter, melted

Preheat oven to 375°. Place blueberries in crust; set aside. Combine brown sugar, flour, vanilla, rind and sour cream; spread over blueberries. Combine bread crumbs, sugar and butter; sprinkle over sour cream mixture. Bake for 40 minutes, or until set and crumbs are lightly browned. Cool 1 hour on wire rack. Yield: 8 happy people servings.

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.**

**2020 DUES!
You now have until
December 20, 2019 to
pay your dues.**

OCTOBER BIRTHDAYS



3	Andy Phillips
5	Jeffrey Splan
8	Stacy Bornbach
12	Kerri Walker
14	Ellen Phillips
	Jodeen Schmid
	Krista Shortreed
15	Bryan Holder
	Valerie Eagan
20	Cindy Garza
	Maryann Warden
21	Lynnea Strickland
23	Karla Hale
	Renae Henry
26	Anda O'Connell
27	Mary Alonso
31	Jeremy Sauer
	Julie Gaddini
	Trixie Hickok
	James A Phillips
	Courtney Prentice

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



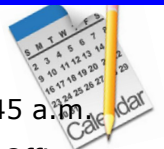
NEW
MEMBER BENEFIT
FREE TO ALL WRA
MEMBERS
**TECH HELPLINE TOLL-FREE:
866-610-7997**
MORE INFO: wra.org/techhelpline
SUPPORTED ISSUES: www.techhelpline.com/computer-support/



DATES TO REMEMBER

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OCTOBER 2019



Oct. 2, Membership Meeting, Pontiac Conv. Ctr. 8:45 a.m.
Oct. 16, Rock-Green B.O.D. mtg. 8:30 a.m. Assoc. Office

Oct. 29, Community Family Fun Fair, Boys & Girls Club 3-7 p.m.

UPCOMING EVENTS

Nov. 07, Floyd Wickman Agent training, 8:30 a.m. at the Associated Bank, 2720 Lexington Dr. Janesville.

Nov. 13, MLS B.O.D. mtg. 9 a.m. Assoc. Office

Nov. 14, New Member Orientation, 9 a.m.

Nov. 20, Rock-Green B.O.D. mtg. 8:30 a.m. Assoc. Office

Nov. 28 – 29 Association Office Closed for Thanksgiving

NOVEMBER BIRTHDAYS

2	Loren Fellows	21	Kristen Mayhew
3	Brandt Schauder	22	Randy Borman
	Bradley Hasseler	24	Wade Williams
4	Patti Droessler		James Martin
5	Paul Schieldt		Kimberly Pritchard
	Russell Hansen	26	David Joos
	Erik Fournais		Ryver Griffin
7	Julie Wilson	27	Sally Astin
8	Andrew Weberpal		Barbara Palmby
13	Tammy Cherry	28	Kaye Fulton
	Holly Nehls		Henry Londo
	Jennifer Burns		David Young
14	Michael Heiman	30	Jim Zanton
18	Rebecca Wehrwein		Sue Cook
19	Gary Merk		

BLACKHAWK BANK | THANK YOU!

The Rock-Green REALTORS® Association, the membership and the Installation Committee would like to extend a great big **Thank You** to Blackhawk Bank for sponsoring the fabulous breakfast at our Annual Installation Ceremony.

Are you a new agent or one that needs a little boost?

Then you want to attend this great 3-hour course with The Floyd Wickman Team taught by Dawn Zehren.

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- ✚ Separate Lookers from Buyers.
- ✚ Make more money in less time.
- ✚ Show your difference and the value it brings to clients.
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- ✚ Manage domino sales scenarios – when 2, 3 or more sales line up, contingent upon each sale closing.
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The Associated Bank, 2720 Lexington Dr.
Register by Oct. 25: \$49 after Oct. 25: \$60

NAME _____ DATE _____

OFFICE _____

PAYMENT TYPE

CASH _____ CHECK # _____

OR You can call in your reservation (608) 755-4841, or (608) 755-4854 or email

Sue@rockgreenrealtors.org or vicky@rockgreenrealtors.org

Send/Bring form with payment to:

Rock-Green REALTORS® Association, Inc.

4451 Woodgate Drive, Suite 100, Janesville, WI 53546

Sponsored by: Rock-Green REALTORS, Associated Bank and Floyd Wickman Team.