



The Real Scene from  
**ROCK-GREEN REALTORS®**  
 ASSOCIATION [www.RockGreenRealtors.com](http://www.RockGreenRealtors.com)

4451 Woodgate Drive, Suite 100  
 Janesville, WI 53546  
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**A word from your President  
 By Connor Fox**

Hi everyone! First and foremost, I am honored and excited to represent you as the Rock-Green REALTORS® Association President for 2021-2022. I have had the pleasure to serve under Jerry Morse and I'm excited to follow in his footsteps and the footsteps of the past presidents before me.

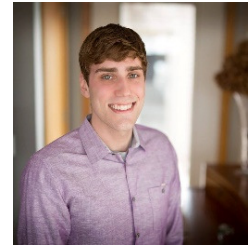
I just want to remind everyone of the Membership Meeting on October 13th at The Armory. Registration starts at 8:30. We will be celebrating the 100th anniversary of Rock Green! How exciting. We will also be having Mark Eppli to talk and give a presentation on economic outlook. I hope to see many of you there.

Another quick reminder to mark your calendar for the RPAC after 5 event coming up on November 10th at The Barn on Prairie. More details to follow!

Last reminder I promise! The Community Fun Fair is taking place on October 28th from 3-7 at Emmy's Bar. This event is meant for REALTORS® to be a part of the community and give back. This year we are choosing to help Emmy's Wish. Their mission is to make sure NO child goes without the "Wish" they so deserve. Stop on out and support a great cause.

I wish everyone a happy Fall. Who else is looking forward to the cooler weather? I know I am!

All the best,



*Connor*

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\*=Inserted Page

## EXECUTIVE COMMITTEE

### PRESIDENT

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### PRESIDENT-ELECT

Verna Saladino  
755-5400 |  
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Stephanie Mawhinney | 1-year term  
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Vicky@rockgreenrealtors.org

Sue Cook |MLS/Membership  
Administrator  
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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:

Happy Fall everyone! You do not want to miss the Membership Meeting on October 13<sup>th</sup>. We have Mark Eppli, the Director of the James A. Graaskamp Center for Real Estate at the University of Wisconsin-Madison speaking on the Economy and what it will look like to the Real Estate community. This will be a great program, packed with a lot of information. Registration form in this newsletter. We will also be celebrating the Association's 100<sup>th</sup> Anniversary. We are also hosting the Community Family Fun Fair on October 28<sup>th</sup> at Emmy's Bar and the AmericInn on Milton Ave. Booths are only \$25 so come on and host a booth and have some fun with the kids. All are welcome See the registration form in this issue. Also, we are hosting a RPAC after 5 event on November 10<sup>th</sup>. Watch for more great information on this event. Please check out the NEW RPAC Corner in our newsletter. This will be on page 5 of all newsletters starting this month.

Dues Billing for 2022 was recently distributed. If you did not receive yours, please call Sue at the Association and she will get you one. For all that have already paid their dues. Thank you for your renewal, we do appreciate it!

We are trying to come up with more Community Activities so, if you have any suggestions, Please call me and let me know. We need to show the Area Communities that we live in that We Care... Because **That's Who we "R"**

Your Association is looking for members who will step up and help fundraising efforts to complete our obligation for the AriseNow Project. If you like to do fundraising or have ideas on what we can do as an Association to raise funds for our pledge, please give us a call or email to let us know you are interested. This will be a small task force just until we collect the amount needed to fulfil our obligation. I do know we have some creative folks in our Membership, please take a little time out of your busy schedules to help out your Association and maybe even have a little fun! Call 755-4854 | E-mail [vicky@rockgreenrealtors.org](mailto:vicky@rockgreenrealtors.org) Thank You!

### 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  
Neil Kerwin  
Colleen Nelson  
Connor Fox

**BYLAWS**

Blair Winn, Co-Chair  
Jeff Zuelke, Co-Chair

**DINNER DANCE**

Diana Stoehr, Chair  
Connor Fox, Co-Chair  
Rebecca Bittner  
Val Eagan  
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  
Danielle Schmitz  
Vicky Kreyer

**GOVERNMENT**

**AFFAIRS/RPAC**

Mary Gilbank-Peterson, Chair  
Kelly Falk  
Connor Fox  
Heidi Krenz-Buchanan  
Sarah McLean  
Andrea Morse  
Paul Schieldt  
Macy Walter  
Jeff Zuelke

**HEALTH & SAFETY FAIR**

Kim Nickols, Chair  
Kelly Falk  
Linda Kleinschmidt  
Patricia Leak  
Kierra Wilson  
Lynette Wurth  
Vicky Kreyer

**MEMBERSHIP/Education/  
Program/Communication**

Wade Williams, Membership-Chr  
Diana Stoehr, Program Chair  
Kelly Falk  
Neil Kerwin  
Andrea Morse  
Verna Saladino

**NOMINATION**

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)  
Mediator (T-)  
Paul Schieldt, Mediator '12 (T-18)  
Andrea Morse, Griev. Chr '12(T-18)  
Ombuds, Verna Saladino 21(T-)  
Adam Briggs '12 (T-09)  
Julie Budrow '2020 (T-)  
Earl Collins '14 (T-18)  
Deb DeWitt '14 (T-18)  
Carol Esselman '18 (T18)  
Kaye Fulton '12 (T-18)  
Mary Gilbank '12 (T-18)  
Eric Kim '16 (T-14)  
Heidi Krenz-Buchanan '20 (T-)  
Patricia Leak '20 (T-)  
Krista Shortreed '14 (T-13)

**ROY/AWARDS LUNCHEON**

Tammy Cherry, Chair  
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

## Happy 100<sup>th</sup> Anniversary 1921 - 2021

Rock-Green REALTORS® Association will be celebrating on October 13<sup>th</sup>. We will have our first Membership Meeting for 2021. Mike Theo, President and CEO of The Wisconsin REALTORS® Association will present the Association with a plaque. I hope you can join us. Then..... A Great

### Membership Meeting with a Great Speaker

We will also have an awesome Economic Outlook speaker, Mark Eppli, director of the James A. Graaskamp Center for Real Estate at the University of Wisconsin-Madison will be our speaker that you won't want to miss. He had previously served as Interim at James H. Keyes Dean of Business Administration and as a Professor of finance and Bell Chair in Real Estate at Marquette University. Join us October 13<sup>th</sup>.

### RPAC AFTER 5

Join us for a fun filled evening on November 10<sup>th</sup> at The Barn on Prairie with a Cash Bar, Entertainment and heavy hors d'oeuvres. We will also have Silent/Live Auctions, some great baskets and homemade sweets! Come and have a great time and raise some RPAC dollars for continued support from our amazing Legislature team at WRA who are working for our benefit and our customers.

### Annual Community Fun Fair

This program is getting on the way and information will be coming soon to your inbox. There is limited space available but we are reserving first spaces to You, the REALTORS® of our Association. Spaces are only \$25 and you will need to have a fun game and little prizes or treats for the kids. This event will be held on October 28<sup>th</sup> at the AmericInn/Emmy's on Milton Ave. and we will be supporting Emmy's Wish as this year's recipient. There is plenty of space and plenty of parking. Want to make a family night out of it, we will have a block of rooms. More information on the rooms to come. Watch your emails for more information. You can call the Association and reserve your spot today. Show your spirit and show the community because, That's Who We "R".

## MLS INFORMATION

**\*\*\* Load Multiple Listing Photos Quickly:** Within the Picture Administration window, there is an option to Upload Multiple Photos in the upper left corner. To upload photos click the Browse button and select all photos and then click Upload. Once the photos are loaded, rearrange as needed and Save.


When arranging photos, if you end up with a blank box between photos, you can simply drag that blank photo graphic to the end instead of moving each photo ahead by one space. If you leave a blank box, Paragon is smart enough to ignore it in the slideshow, but reports with multiple photos and some data exports are not as smart. Bottom line -- don't leave blank spots between photos.

**\*\*\* Two Options to Keep you Safe:** Within both the ShowingTime and the Supra eKEY apps, there is a free feature that allows you to create an email alert to selected contacts. The ShowingTime alert works on a timer or allows an immediate panic button push. Supra allows for an immediate panic button push.

**Paragon has links to guide you with the setup of security.**

**\*\*\*Each MLS participating in WIREX has its own keybox system.** When setting up a showing on a listing for which the MLS number starts with alpha characters (i.e. MM), connect with the list agent to make sure you can get into the property. Most agents in the Metro Milwaukee MLS (MM) use the SentiLock keybox system. Metro agents can issue a one-day code to allow you access. Most agents in the Northeast (NE) and Central WI (CW) MLSs use the Supra system. If you want to show a NE or CW listing, email keys@wisre.com and request reciprocal Supra access. Indicate which system you would like reciprocal access for based on the alpha prefix. You need to do this only one time per MLS system, and there is no additional fee for this reciprocity.

**\*\*\*Zillow Listing Edit Removed:** Now that Zillow is a brokerage, they no longer give agents the ability to edit listings sent to Zillow via MLS IDX data feeds. If you still have access to edit your listing, it is because your listing is also on Zillow from a secondary source, such as a franchise. When looking at your listing on Zillow, you will find the data source or sources under the Listed By information. The example below shows this listing provided via the WIREX MLS data feed and the RE/MAX International data feed. Information from the WIREX MLS data feed will be the primary display, but the consumer can click on the secondary source to see a slightly different view of the listing. If you still have the option to edit your listing, you are actually editing the secondary source display, not the primary MLS source display. This has caused some confusion for our members, as they expect to see their edits on the primary MLS source display.

Source: WIREX MLS, MLS#: 1917725   
 Originating MLS: South Central Wisconsin MLS  
 Also listed on [RE/MAX International](#)

Thank you, Sue

## MLS Officers/Directors



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[wadeway@gmail.com](mailto:wadeway@gmail.com)

[Kathleen Stumpf Treasurer](#)  
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[kstumpf@shorewest.com](mailto:kstumpf@shorewest.com)

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Eric Kim, 1-Year Director  
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[eric\\_kim1987@yahoo.com](mailto:eric_kim1987@yahoo.com)

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

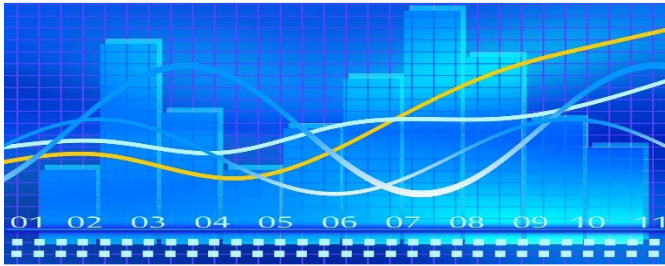
Andrea Morse, 2-Year Director  
 Phone: 608-754-5300  
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Gloria Singer, 1-Year Director  
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[gloria@thebriggsrealtygroup.com](mailto:gloria@thebriggsrealtygroup.com)

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Kimberly Govert-Meris 1-Year Director  
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[kgmeris@c21affiliated.com](mailto:kgmeris@c21affiliated.com)



## Rock County Housing Statistics

**Madison, Wis.** —For the second straight month, sales fell in every region of the state, and they dropped the most in the North and central regions, down 19.1% and 3.7% respectively. The Northeast region saw its August sales fall 9.8% compared to 12 months earlier, whereas the South Central, Southeast and West regions all fell by much smaller margins: the South Central region was down 2.2%, the Southeast region was down 2%, and the West region was down 2.9%.

Overall, this has been a solid summer for home sales, with closings for June, July and August just 5.6% below the record summer home sales recorded in 2020. Year to date, statewide sales are ahead of the pace recorded in 2020, with 6,503 sales in the first eight months of 2021, up 2.7% over the January-August period in 2020. The median price is up 10.6% to \$240,000 over that same period.

**Mary Duff**, 2021 Chair of the WRA Board of Directors, “Given the supply problem, it’s not surprising that sales this summer have not quite kept up with the record pace established last summer. Even though REALTORS® have been moving homes quickly, they can only sell what’s on the market, so we’ll continue to struggle to increase our sales on a year-over-year basis until the inventory situation improves.”

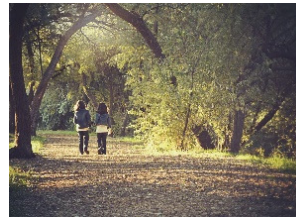
**Michael Theo**, WRA President and CEO tells us, “Strong demand and weak supply create ideal conditions for strong price appreciation, and that’s exactly what we’ve been seeing over the past year. However, there are some preliminary signs that the double-digit price home price increases may be moderating slightly. The annual rate of appreciation was over 14% in May and June, it fell to just over 10% in July and to 6.4% in August. That is welcome news since unsustainable price increases can reduce demand, keeping creditworthy buyers out of purchasing homes.”

**Rock County Housing Statistics**—The median price for August 2021 is \$205,000 and for the month of August in 2020 it was \$190,000 that was an increase of +7.9% and the **Sales** for August 2021 is 282 and August of 2020 was 236 that was an increase of +19.5%. In August of 2021 there was 3.1 months of **inventory** and in August of 2020 there was 3.4 that was a decrease of -8.8%. Average **days on the**

**market** in August of 2021 was 58 and August of 2020 was 79 that was a decrease of -26.6%.

**Statewide Housing Statistics**—The median price through August 2021 is \$240,000 and through August of 2020 it was \$217,000 that was an increase of +10.6%. The sales through August of 2021 is 56,503 and through August of 2020 was 55,029 that was +2.7% change.

All county figures on sales volume and median prices are compiled by WRA and are not seasonally adjusted. Median prices are only computed if the county recorded at least 10 home sales in the quarter. Beginning in 2018, all historical sales volume and median price data from 2015 forward at the county level have been re-benchmarked using the Relitix system that accesses MLS data directly. Data prior to January 2015 is derived from the Techmark system that also accessed MLS data directly.



Enjoy the fall season. Relax. Take a walk, enjoy your day.

RPAC  
CORNER

So...A guy wanted to buy a hockey stadium. But unfortunately his REALTOR® could only give him a ballpark estimate. 😊

**Did you know...** your ability to work through the pandemic didn’t happen by accident? WRA advocated to ensure you were able to keep practicing by deeming your business essential. Other states were not so lucky!

RPAC supports candidates for public office who support REALTOR® issues. With support through RPAC, the WRA has secured significant legislative victories, saving REALTOR® and property owners millions of dollars.

You need RPAC as much as RPAC needs you. Please contribute today! Want to say where your money goes? Call the Association and sign-up to be a Direct Giver.

**Like to have fun?** Join us on November 10<sup>th</sup> at the “Barn on Prairie” (the old Don’s Lawn & Garden by Blackhawk Tech) from 5 P.M to 8 P.M. A \$10 donation gets you in, a free drink, food and entertainment.



Wishing all October birthdays the best.

October and Halloween! Family Fun Fair Halloween event. Events in October are 11<sup>th</sup> Columbus Day, 13<sup>th</sup> Membership meeting (Armory), 16<sup>th</sup> National Bosses Day, 20<sup>th</sup> Full moon, 24<sup>th</sup> United Nations Day, and 31<sup>st</sup>

Halloween.

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](http://www.rockgreenrealtors.org) Forms Library (fees not disclosed online) or call the office, we can fax or email applications if you wish, for new offices, agents, brokers, affiliates and local affiliates. The more the merrier!

### New Offices:

JIT Realty

### New Members:

Amanda Kortte, Century 21 Affiliated Janesville  
Brady O'Leary, Realty Executives Premier  
Timothy Piper, Shorewest Realtors

### Offices Leaving:

Coldwell Banker Real Estate Group

### Members Leaving:

Ashley Ormes, Century 21 Affiliated Janesville  
Jack Sarow, AB Commercial Realty LLC  
Tracy Grover, Mansur Real Estate LLC  
Deborah O'Brien Coldwell Banker Real Estate Group  
Jeff Brink (Passed Away) First Weber Inc.

### Members Transferring:

JR Sheldon, Homestead Realty to JIT Realty

**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 2021  
November 11, 2021**

**"Thank you Wade Williams for being our orientation instructor in house and on Zoom, very much appreciated. Thank you to Beth Hanthorn for participating with Wade."**

## 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 9 x 13-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.

# OCTOBER BIRTHDAYS



2	Thomas McLean
3	Andy Phillips
9	Chad Garteski
10	David Lopez-Aceves
11	Kellie Mullen
12	Kerri Walker
14	Ellen Phillips
	Jodeen Schmid
	Krista Shortreed
	Donald Dellamater
15	Bryan Holder
	Valerie Eagan
20	Cindy Garza
	Maryann Warden
21	Lynnea Strickland
26	Anda O'Connell
27	Jennifer Thomas
31	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.

## 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



## OCTOBER 2021

- Oct. 13, MLS Board Meeting, Assoc. Office 9 A.M.
- Oct. 13, Membership Meeting, The Armory, 8:30 A.M.
- Oct. 20, Assoc. B.O.D meeting, Assoc. Office 8:45 A.M.
- Oct. 28, Annual Community Family Fun Fair, 5 – 8 P.M.

## UPCOMING EVENTS

- Nov. 10, RPAC after 5, The Barn on Prairie, 5 – 8 P.M.
- Nov. 17, Assoc. B.O.D. meeting, Assoc. Office 8:45 A.M.

## NOVEMBER BIRTHDAYS

2	Loren Fellows	14	Michael Heiman
3	Brandt Schauder	18	Rebecca Wehrwein
	Bradley Hasseler	21	Kristen Mayhew
	Michelle Boland	23	Mary D Johnson
4	Patti Droessler	24	Wade Williams
5	Paul Schieldt		James Martin
	Erik Fournais	26	David Joos
6	Brenda Knighton-Slatton	27	Sally Astin
7	Julie Wilson		Barbara Palmby
	Erin Heiman		Kimberly Govert-Meris
8	Caleb Dassow		Kylee Jean Burdick
	Andrew Weberpal	28	Kaye Fulton
	Amy Garza		Henry Londo
13	Tammy Cherry	30	Sue Cook
	Holly Nehls		

Here is a list of the DSPS' newest set of forms on their website. <https://dsps.wi.gov/Pages/BoardsCouncils/RealEstate/ContractualForms/Forms.aspx>

The optional use date September 1, 2021, and Mandatory use date October 1, 2021

- WB-16 Business with Real Estate
- WB-17 Business without Real Estate
- WB-25 Bill of Sale
- WB-46 Multiple Counter Proposal

The WRA is working to add forms to zipForm, but no specific date.

## RPAC AFTER 5

The Barn on Prairie, 5 to 8 P.M. \$10 Entry (includes a free drink). Food, fun, catch up with old friends and entertainment. What could be better on a Wednesday evening. We will also have silent and live auctions for your fun and help earn some RPAC dollars so our Legislatures can go to work for us and make the Real Estate business better for us all. We are looking for donations for our auctions if you would like to help.

# ROCK-GREEN REALTORS® ASSOCIATION, INC.

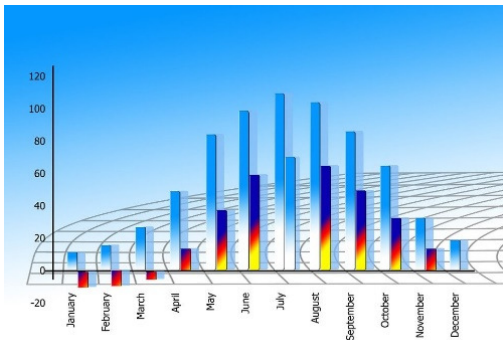
## MEMBERSHIP MEETING

### October 13, 2021



Join in the fun and help Celebrate the 100<sup>th</sup> Anniversary of the Rock-Green REALTORS® Association 1921 ~ 2021. A plaque from the National Association of REALTORS® will be given to the Membership and the Association by Mike Theo, President and CEO of The Wisconsin REALTORS® Association. Then sit back and hear how the next 100 years might look. Or, at least the near future.....and of course Cake!

### ECONOMIC OUTLOOK



Joining us after Mike Theo will be Mark Eppli to give us his program on our economic outlook. Mark is Director of the James A. Graaskamp Center for Real Estate at the University of Wisconsin-Madison. He had previously served as Intrim at James H. Keyes Dean of Business Administration and as a professor of finance and Bell Chair in Real Estate at Marquette University.

**Location: The Armory  
10 S. High Street, Janesville**

**Wednesday, October 13, 2021  
8:30 A.M. Registration/Continental Breakfast  
9:00 A.M. Meeting and Program**

**Registration Deadline: October 1, 2021**

### Membership Meeting Registration Form—October 13, 2021

Please Print Names

NAME \_\_\_\_\_ NAME \_\_\_\_\_

NAME \_\_\_\_\_ NAME \_\_\_\_\_

NAME \_\_\_\_\_ NAME \_\_\_\_\_

NAME \_\_\_\_\_ NAME \_\_\_\_\_

NAME \_\_\_\_\_ NAME \_\_\_\_\_



Please check here if you require special services to attend. Attach a written description of needs.