



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

A word from your President By Mary Ellen Mackey

What a wonderful year to be honored as President of the Rock-Green REALTORS® Association. As my term concludes, I'd like to welcome and wish incoming President, Collen Nelson, the very best in the coming year. Please join us in welcoming Collen at the Installation Meeting on Thursday, September 26th at Rotary Gardens. Registration for the event begins at 8:30 am and the meeting begins at 9:00 am.

I'd also like to thank all the members, directors, officers and committee chairs who've helped out within our organization over the past year. Everyone working together, donating your time and efforts, is very much appreciated and makes the Rock-Green REALTORS® Association the strong organization that it is. A special thank you to Diana Stoehr and Wade Williams for all the time and support they volunteer to the Rock-Green REALTORS® Association, you are shining stars!

We were blessed with perfect weather for the annual golf outing last month, I hope everyone had a great time! A big thank you to our hosts at Glen Erin Golf Club. Mark your calendars, our next Membership Meeting is Wednesday, October 2nd at the Pontiac Convention Center. The program will begin at 9:00 am and topics will include the use of drones in real estate as well as WRA legal updates with Cori Lamont.

Don't forget the WRA convention is September 10th & 11th at the Kalahari in Wisconsin Dells. Event registration includes live CE classes and credits, as well as access to great speakers, and the latest information on technology trends and marketing.

Enjoy the weather and make it an amazing fall season!



Mary Ellen Mackey

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* = Inserted Page

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 Fax: 608.755.4843

EXECUTIVE COMMITTEE

PRESIDENT

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PRESIDENT-ELECT

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758-9779 | nelsonc@firstweber.com

SECRETARY/TREASURER

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756-3932 | russzueger@yahoo.com

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Ben Shult | 3-year term
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Heidi Krenz-Buchanan | 2-year term
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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
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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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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 September! Fall is just around the corner. I hope you all spent time with family and friends and maybe took that all needed vacation. There is still plenty of 2019 left to meet your goals.

Just a reminder that your 2020 Association Dues Billing is about ready to be sent out. If you do not see one by October 1, please let us know and we can get a copy out to you.



The WRA Convention is going to be a great time. It will kick off on Tuesday morning with our keynote speaker, Terry Watson. A day filled with CE classes and workshops to satisfy everyone. Then that evening the Chairman's Reception and some great Networking. Finish the evening with the Ice Breaker, a Great time to be had by all. Then on Wednesday, there are more classes and attend General Session with some great lessons from speaker, Michael Staver. You can still register at the convention. Hope to see you all there!

Vicky Kreyer



2019 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 (T18)
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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Thank you to all that voted.

Your 2019-2020 Leadership Teams

Rock-Green REALTORS® Association, Inc.

President Colleen Nelson, Vice President Jerry Morse, Secretary/Treasurer Heidi Krenz-Buchanan and your Directors are, Mary Ellen Mackey, Ben Shult, Melissa Selvog, Paul Schieldt, John Mansur, Neil Kerwin, Connor Fox and Affiliate, Craig March.

Rock-Green MLS, LLC

President Erika Penny, Vice President Verna Saladino, Secretary/Treasurer Kelly Falk and your Directors are, Sally Weaver Landers, Bianca Singer, Wade Williams, Andrea Morse, Shelly Cronin, Eric Kim, Pat Bellinghiere and Rebecca Bittner.

Next time you see them, give them a Big Thank You for Volunteering.

**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)

September 10-11, WRA Annual Convention, Kalahari, WI Dells (More info to come)

September 26, Installation and Awards Ceremony, Rotary Gardens, 8:30 registration.

October 2, Membership Meeting, Drones, Presenter Ken Smith and Legal Updates from Cori Lamont from WRA.

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

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

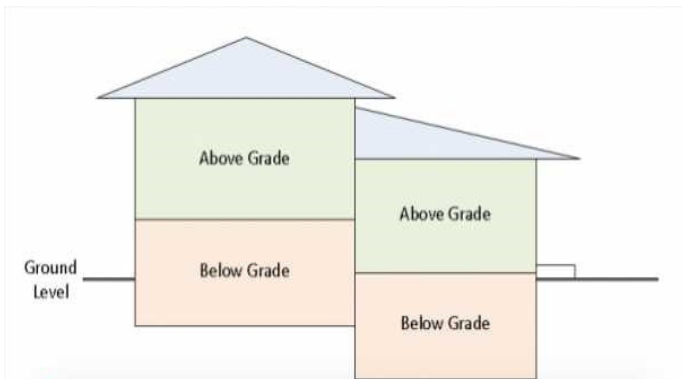
February 21, 2020, Annual Dinner Dance. Murder Mystery! Mardi Gras Theme! Watch for your Special Invitation.

MLS INFORMATION

*****CRS Tax Hot Tip:** If you want to move a list of properties from Paragon to the new CRS Tax Program, pull up the list of properties in Paragon via a search or lookup and select the listings. Once selected, click on the Actions drop down and select View in CRS Data. The selected listings will be imported into CRS and all CRS functions, such as reviewing the assessment/tax info, viewing on the CRS map, and creating mailing labels will be available for this group of listings.

*****Square Footage Reminder:** When filling out the field for Finished Above Grade Square Footage, include only the finished area on levels that are 100% above grade (or ground level). None of the square footage on a walk-out lower level with even one wall partially below grade should be included in the Above Grade Square Footage field, even if all the other walls on that level are above the ground.

*****A photo guide to above grade and below grade footage!**



*****Most agents in the Metro Milwaukee market use the SentiLock keybox system, opposed to Supra. This is a fairly recent switch from combo lockboxes. When setting up an appointment to show a property for which the MLS number begins with MM, connect with the listing agent to make sure you can get into the property. Do not assume the property will have a Supra box as it most likely will not. Metro agents can issue one day codes, or there is an option for them to sign up for SentiConnect which will allow you to use the SentiLock app.**

*****Agents in the Northeast MLS (NE MLS number prefix) and the Central WI MLS (CW MLS number prefix) also use the Supra system. If you show properties in these markets, your Supra eKey can be set up to open their Supra keyboxes. Call the**

SCWMLS office (608-240-2800 - press 3 for Supra support) or email keys@wisre.com to request reciprocal access. There is no additional fee.

"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."

MLS REQUESTS

Thank you to everyone who sends in the requests, I appreciate your time in handling the requests.

Thank you, Sue

MLS Officers/Directors

Sally Jean Weaver-Landers, President
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Verna Saladino, Sec. /Treas.
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Dave Brown, 1-year term
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Email: patb@gogambino.com



Rock County Housing Statistics

Madison, Wis. —Existing home sales rebounded in July after a poor showing in June, while median prices continued to escalate. We had a solid July for sales given that inventories remained tight in the state, especially in the larger urban areas.

There were just five months of supply statewide in July, but the metropolitan counties had just 4.1 months of available inventory. One good sign was that new listings of homes for sale seem to be moving in the right direction. Hopefully this trend continues and we will move toward a more balanced market, which would be a welcome change compared to the last few years.

As we move into the latter part of the peak period for home sales, there are still good opportunities for buyers, especially in light of such low mortgage rates.

Rock County Housing Statistics—The **median price** for July 2019 is \$183,000 and for the month of July in 2018 it was \$158,500 that was an increase of +15.5% and the **Sales** for July 2019 is 253 and July of 2018 was 231 that was a change of +9.5%. In July of 2019 there was 3.8 months of **inventory** and in July of 2018 there was 3.8 that was a change of 0.0%. Average **days on the market** in July of 2019 was 72 and July of 2018 was 73 that was a decrease of -1.4%.

Statewide Housing Statistics—The median price through July 2019 is \$205,000 and through July of 2018 it was \$192,000 that was an increase of +6.8%. The sales through July of 2019 is 44,971 and July of 2018 was 46,770 that was a decrease of -3.8%.

All county figures on sales volume and median prices are compiled by WRA and are not seasonally adjusted. Median prices are only computed if the county recorded at least 10 home sales in the quarter. Beginning in 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.



focus on energy®

Partnering with Wisconsin utilities

Stand out as a Focus on Energy Ambassador

Looking for new ways to bring added value to your clients? Consider becoming a [FOCUS ON ENERGY®](#) Ambassador. Focus on Energy partners with utilities across Wisconsin to provide resources and incentives for energy efficient home products, equipment and improvement projects.

Once you complete a one-hour workshop and enroll as an Ambassador, you can start offering your clients access to new energy efficiency expertise and exclusive perks, including a Welcome Kit with a **\$125 heating and cooling tune-up voucher** and a helpful **Home Energy & Maintenance Guide**. The kit is co-branded with your company's logo and sent to your clients on your behalf, at no cost to you, providing an extra touch and added value.

Exclusive Rock-Green Ambassador Workshop in Janesville at the Premier Bank on 9/18 – [SIGN UP HERE](#). For more information, visit focusonenergy.com/ambassador or email ambassador@focusonenergy.com. You can also call Steve Pipson, local Focus on Energy representative, at 608.807.8426 with questions.

This year's winner of the Free drawing to the WRA Annual Convention is....

Charla Piper,
Shorewest REALTORS

CONGRATULATIONS!

Do not forget to fill out your registration form for this year's Annual Installation Ceremony. This is always a great event. Show your support for this year's Slate of Officers and Award Winners.



September is here, what is happening this month. The 2nd is Labor Day, 8th is Grandparents Day, 11th is Patriots Day (Battle of Lexington & Concord 1775), 14th is the full moon, 21st is Peace Day, 23rd is the first day of Autumn, and the 26th is the Installation of Board and Directors of your Association.

Wishing all September 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:

Heather Morgan, Davemansur.com
 Briana Skog, Pat's Realty Inc.
 Stephanie Mawhinney, Knight Barry Title Services, LLC
 Amanda Kalas, Shorewest Realtors
 Eric Larimore, Century 21 Affiliated Janesville

MEMBERS TRANSFERS:

Jason Jaskula, C21 Delavan to C21 Edgerton
 Bradley Hassler, C21 Delavan to C21 Edgerton

MEMBERS LEAVING:

Terri Moldenhauer, Knights Barry Title Service, LLC
 Janet Churchill Stinde, Maurer Real Group



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 Benjamin DeWitt, Fidelity Nation Title for their donation of sweets for the new member orientation."

"Recipe of the Month"

Autumn Tossed Salad

½ c. lemon juice
 ½ c. sugar
 2 tsp. chopped onion
 ½ tsp. salt
 1 tsp. Dijon mustard
 2/3 c. vegetable oil
 1 T. poppy seeds
 1 bunch romaine lettuce, torn
 1 c. shredded Swiss cheese
 1 c. cashews
 1 apple, unpared and chopped
 1 pear, chopped
 ¼ c. dried cranberries.

Combine first 5 ingredients and gradually add oil in a steady stream. Stir in poppy seeds. Cover and refrigerate 1 hour. In large salad bowl, combine remaining ingredients. Drizzle with dressing and toss gently to coat. Serve and enjoy!

Apple-Cumber Salad

2 Delicious apples, peeled & diced
 ½ cucumber, peeled & dices
 1 tsp. onion, grated
 1 T. mayonnaise

Combine all ingredients and chill for 1 hour before serving. Yield: 4 servings; 60 calories per serving.

Delicious with beef.

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.

Watch the mail for your 2020 Dues Billing Statement. I will be mailing to your home or your office address.

SEPTEMBER BIRTHDAYS

1	Tamara Lund
2	Gloria Singer
	Tim Anderson
5	Kari Reilly
6	Erika Penny
7	Paula Carrier
	Shelly Tomlinson
9	William Press
	Eric Schmaling
10	Melissa Selvog
	Gina Hartman
16	Brandi Lyn Dabson
17	Mary Gilbank Peterson
18	Ronda Richter Weber
20	Paul Burkart
	Maysie Raine
21	Lette Mazur
23	Amber Buster
24	Candie Bonson
25	Diane Rosenstiel
26	Evan Shortreed
27	Cindy Wright
28	JR Sheldon
	Rochelle Dix
29	Blair Winn
30	Rober Sarow

**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/

WRA Wisconsin REALTORS' Association **Tech Helpline** Your personal tech support team

DATES TO REMEMBER

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SEPTEMBER 2019

Sept. 10-11, WRA Convention, Kalahari Resort
Sept. 18, Rock-Green B.O.D. mtg, 8:30 a.m. Assoc. office
Sept. 26, Installation, Rotary Gardens, 8:45 a.m.



UPCOMING EVENTS

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.

OCTOBER BIRTHDAYS

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

Supra is pleased to release an update to our new authorization code workflow. Based on your feedback, we have changed the logic behind how we match phone numbers from the eKEY® app to the Supra databases. This improvement will match numbers regardless of dashes, spaces, periods or parentheses found in the Supra database. We expect this update to enable many more keyholders to generate authorization codes without needing assistance.

For the best eKEY experience, agents should install the latest Supra eKEY app for Android™ or Apple® devices from the app stores.

If you have any questions, please contact our Liaison Team at 1-800-545-9601, option 2 or email us at supraliaison@fs.utc.com.

If your agents have any questions, please direct them to call our support line at 1-877-699-6787 or email us at suprasupport@fs.utc.com.

ROCK-GREEN REALTORS® ASSOCIATION INC.

MEMBERSHIP MEETING

October 2, 2019



Cori Lamont, WRA, Director of Regulatory Affairs will be here to give us a Legal Update and do a short Q & A program. Do you want to know what is going on in Wisconsin? Then you need to attend this great program from a great speaker. She will give us information about Regulatory Affairs, forms and much more.



Ken Smith will be here to give us information on the use of Drones in your business. Do you have your FAA Part 107 Certificate for Drone operation? Ken will give us the requirements and why you have to have it.

Location:

Wednesday, October 2, 2019

Pontiac Convention Center

8:30 A.M. Registration/Continental Breakfast

2809 N Pontiac Drive, Janesville

8:45 A.M. Meeting and Program

Registration Deadline: September 26, 2019

Membership Meeting Registration Form—October 2, 2019

Please Print Names

NAME _____ NAME _____

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.

Installation and Awards Ceremony

THURSDAY, SEPTEMBER 26, 2019

Rotary Gardens | 1455 Palmer Drive, Janesville

8:30 a.m. Registration/Breakfast Buffet

9:00 a.m. Call Meeting to Order/Invocation

Please support your Association Leadership by
attending the Installation of your--

2019/2020 PRESIDENT, Colleen Nelson

**And the 2019/2020 Slate of Officers and Directors
Rock-Green REALTORS Assoc. and Rock-Green MLS Inc.**

Installation will be by Wade Williams,

Help Congratulate the Realtor® of the Year and the Affiliate of the Year and numerous other awards will be presented! You could also be the winner of one of the door prizes!!!

Breakfast will be Catered By: Knutes, Orfordville

- Cost: \$7.00 per person -

Food Sponsored by: Blackhawk Bank

DEADLINE FOR REGISTRATIONS – SEPTEMBER 19, 2019

REGISTRATION FORM – 2019 INSTALLATION/AWARDS BREAKFAST BUFFET

PLEASE PRINT

PLEASE PRINT

NAME _____ NAME _____

NAME _____ NAME _____

NAME _____ NAME _____

NAME _____ NAME _____

Send payment to: Rock-Green REALTORS® Association, 4451 Woodgate Dr.
Janesville, WI 53546 - MasterCard/Visa/Discover credit cards are accepted.
CREDIT CARDS WILL HAVE A \$3 SERVICE CHARGE ADDED

Card # _____ Exp. Date _____

V-Code _____ Billing Address # _____ Zip Code _____

Signature _____ Amount \$ _____