

4451 Woodgate Drive, Unit E  
Janesville, WI 53546  
Office: 608.755.4854  
Fax: 608.755.4843

## ***A word from your President*** **By Neil Kerwin, Association President**



Summer temperatures have finally heated up to match the real estate sales. June home sales are thriving with sales up Statewide. Inventory is dissipating combined with the threat of rising interest rates TODAY is the best time to buy! Prices will continue to rise. All looks well on the home forecast. Be sure to sign up for the upcoming Golf Outing. Have a fun and safe Summer!

Sincerely, Neil



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**JULY 2015**

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\* = Inserted Page

# ROCK-GREEN REALTORS® ASSOCIATION, INC.



AND ROCK-GREEN MLS, LLC

PRESENTS:



## SCHOOL SUPPLY DRIVE 2015

The school supplies will soon start to flood our stores with some awesome sales. That is when we need to start to shop for our children. When we do that we should pick up a few extra supplies and donate them to ECHO for our area children that need a little extra help. For a few dollars you can pick up multiple items, these will all make a big difference and every little bit helps. If you don't want to shop you can send us some \$\$ and we will shop for you. The Easter basket drive went so nicely let's see if we can fill our lobby with school supplies this time.

### WISH LIST:

Crayola crayons	Elmers Glue	Erasers (pink & toppers)
#2 Pencils	Glue Sticks, small/large	Pencil Carrying Case
Pens (black, blue, red)	Pencil Sharpener w/cover	3-Ring Binders
Erasable pens	Rulers	Pocket Folders (plain)
Markers (washable)	Water colors	Pocket Folders (w/brads)
Highlighters	Scissors	Spiral Notebooks
Sharpie Markers	Supply Boxes	Notebook Paper
Colored Pencils	Kleenex	Sanitizer/wipes

We are starting to collect now thru August 12, 2015. Please drop off your donations at the Association office, 4451 Woodgate Drive, Janesville, WI. Mon. - Thur, 8:30 a.m.-5:00 p.m. ECHO is also looking for volunteers for set-up on Mon. August 17 - Thur. August 20. 9 a.m. thru noon and for the School Supply Distribution on Friday, August 21, 9 a.m. - 6 p.m. Please call Fran at the ECHO office at 754-5333 to sign-up! Thank you for all your efforts on making this drive a big success.

Thank-you,  
Vicky



## EXECUTIVE COMMITTEE

President  
Neil Kerwin  
365-7791 | neil@kerwinsagency.com

President Elect  
Jeff Zuelke  
757-2862 | jeff@zteam1.com

Secretary/Treasurer  
Heidi Krenz-Buchanan  
364-8844 | heidiho620@aol.com

## LOCAL DIRECTORS

Jim Zanton | 3-year term  
754-2121 | jzanton@shorewest.com

Colleen Nelson | 2-year term  
758-9779 | nelsonc@firstweber.com

Jerry Morse | 1-year term  
754-5300 |  
jerrymorsealestate@yahoo.com

Russell Zueger | 1-year term  
756-3932 | russzueger@yahoo.com

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

Donna Panico | 1-year term  
741-1000 | donnapanico@gmail.com

Ben Shult | 1-year term  
756-3932 | benshult@charter.net

Diana Stoehr | 1-year term  
314-8403 dianastoehr@inlanta.com

## ROCK GREEN STAFF

Vicky Kreyer | Association Executive  
755-4854 | Vicky@rockgreenrealtors.org

Sue Cook | MLS/Membership Administrator  
755-4841 | Sue@RockGreenRealtors.org

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Website [www.rockgreenrealtors.org](http://www.rockgreenrealtors.org)

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

## ASSOCIATION NEWS

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A Note from your Association Executive:

Wow! July and in the 80's a bit of rain here and there, who could ask for more. Grass is growing the gardens are doing great and homes are selling. Awesome!!

I would like to thank all of you that participated in the recent WRA Call to Action, we need the participation for our Core Standards. So, great job to those that responded.

You all need to put on your calendars September 11, RGRA Annual Golf Outing and this year's WRA Convention is Sept. 15-16 at the lovely Kalahari, Wisconsin Dells. If you have never attended or not in the past 5 years you could win a FREE registration. Just send or bring in your business cards to the Association office for the drawing. Deadline is August 18. See details within this publication.

I am here for you, the members. If there is anything I can help you with, please let me know. My door is always open.

*Vicky Kreyer*



I hope you have all had a chance to vote for this year's leadership teams. I know that the first few hours had a great response. Best in years, so thank you all for participating.



Many of you have taken advantage of our Pre-Pay Plan for your upcoming 2016 Annual Membership Dues. Thank you for your participation. If you have not thought of this plan and find yourself short of cash at the end of the year then this plan is for you. For just \$5 one-time fee will let you make early payments towards your dues. Then the balance will be due in November. Call for info.



Our Annual Fun Fair, held in April is a great event and helps us conform to our Core Standards. This is a huge event and requires a lot of help from our committee. So this means that the more committee members the less one person has to do. Our current chairperson needs to step down this year and so we are looking for a new chair or co-chairs for this event. If you are interested in chairing or just being on this committee we would love to hear from you. This is a great event that the proceeds go to help out the program in Rock Co. "Project 16:49" is helping homeless teens stay in school and off the streets.

### IMPORTANT NUMBERS

Association Office	(608) 755-4854
MLS/Membership Office	(608) 755-4841
Association FAX #	(608) 755-4843
e-mail	Vicky@RockGreenRealtors.org
Web Site	<a href="http://www.rockgreenrealtors.org">www.rockgreenrealtors.org</a>
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.

**ROCK-GREEN REALTORS®  
ASSOCIATION****2014-2015 ASSOCIATION  
COMMITTEE LIST****BUDGET/FINANCE**

Neil Kerwin, Chair  
Jim Zanton  
Jerry Morse  
Paula Carrier  
Colleen Nelson  
Blair Winn  
Jeff Zuelke  
Heidi Krenz-Buchanan

**BYLAWS**

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

**COMMUNICATIONS**

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

**DINNER DANCE**

Diana Stoehr, Chair  
Val Eagan  
Julie Raese  
Tammy Cherry  
Colleen Nelson  
Terry Morris  
Becky Zuelke  
Vicky Kreyer

**EDUCATION**

Andrea Morse  
Dee Sheldon  
Penny Patterson  
Candice Kildow

**EQUAL OPPORTUNITY**

Paula Carrier, Chr.  
Margo Berke

**GOLF OUTING**

Gary Getchel, Co-Chair  
Al Herbst, Co-Chair  
Deb DeWitt  
Trish Edwards  
Dawn Enerson  
Kaye Fulton  
Jeff Myers  
Vicky Kreyer

**GOVERNMENT  
AFFAIRS/RPAC**

Jim Zanton, Chair  
Julie Raese  
Heidi Krenz-Buchanan  
Andrea Morse  
Mary Gilbank-Peterson  
Pat Knoble

**HEALTH & SAFETY FAIR**

Karen Williams, Chair  
Pam Snow  
Kim Nickols  
Dori Davies  
Tina Tillery  
Vicky Kreyer

**MEMBERSHIP/Orientation**

Wade Williams, Chair

**PROGRAM**

Diana Stoehr, Chair  
Julie Budrow  
Andrea Morse  
Wade Williams  
Pat Knoble

**MLS Board of Directors**

Paul Schieldt, President  
Wade Williams, Vice President  
Bianca Singer, Secretary/Treasurer  
Margo Berke  
Dave Brown  
Fred Gensmer  
Suzette Hughes  
Andrea Morse  
James Oberg  
Sally Jean Weaver-Landers  
Kyle Carrier

**NOMINATION**

Neil Kerwin, Chair  
Jim Zanton  
Jerry Morse  
Paula Carrier  
Colleen Nelson  
Blair Winn  
Jeff Zuelke

**PERSONNEL**

Neil Kerwin, Chair  
Jim Zanton  
Jerry Morse  
Paula Carrier  
Colleen Nelson  
Blair Winn  
Jeff Zuelke

**PROFESSIONAL STANDARDS**

Wade Williams Chair '13 (T-14)  
Joan Waite Mediator '12 (T-13)  
Paul Schieldt, Mediator '12 (T-14)  
Andrea Morse, Griev. Chr '12 (T-14)  
Adam Briggs '12 (T-09)  
Dave Brown '13 (T-13)  
Earl Collins '14 (T-13)  
Deb DeWitt '14 (T-14)  
Ellie Fietz '14 (T-14)  
Millie Fournais '12 (T-13)  
Kaye Fulton '12 (T-14)  
Mary Gilbank '12 (T-09)  
Kevin Kerwin '16 (T-14)  
Eric Kim '16 (T-14)  
James Oberg '15 (T-14)  
Valerie Richter '12 (T-09)  
Krista Shortreed '14 (T-13)

**ROY/AWARDS LUNCHEON**

Tammy Cherry, Chair  
Paula Carrier  
Dawn Enerson  
Andrea Morse  
Colleen Nelson  
Julie Raese  
Pat Knoble

**RECRUITMENT**

Paula Carrier, Chair  
Neil Kerwin  
Andy Dongarra  
Valerie Eagan  
Jerry Morse

**SUNSHINE**

Maryann Warden, Chair  
Mollie Podwell

**YOUNG PRO'S TASK FORCE**

Kyle Carrier, Chair  
Mary Ellen Mackey  
Mariann Walker  
Neil Kerwin

**STRAT PLAN COMMITTEE**

Blair Winn, Chair  
Colleen Nelson  
Paula Carrier  
Neil Kerwin  
Jeff Zuelke  
Jerry Morse  
Paul Schieldt  
Heidi Krenz-Buchanan

**CORE STANDARDS COMMITTEE**

Neil Kerwin  
Jim Zanton  
Nina Perona  
Karen Williams  
Wade Williams  
Diana Stoehr  
Fred Leonard

**ANNOUNCEMENTS****3****Are You Ready?**

The use dates of the RESPA-TILA forms has been changed to October 3, 2015. The new TRID (Truth in Lending/Real Estate Settlement Procedures Act/Integrated Disclosure) involves the new disclosure forms and rules coming courtesy of the Dodd-Frank Wall Street Reform and Consumer Protection Act (Dodd-Frank Act). Dodd-Frank charged the Consumer Financial Protection Bureau (CFPB) with creating new disclosure forms for buyers when they apply for a mortgage loan and when they close the transaction. As a result, the old forms are being replaced by a new Loan Estimate and a new Closing Disclosure. The TRID rules also create some new timing requirements for the delivery of these disclosures. The lender must deliver the Closing Disclosure to the buyer three business days before closing if personally delivered, and seven days before closing if mailed.

Real Estate Agents can help to avoid problems in this process. Communication with lenders and other professionals involved in the transaction will be key so that everything can be settled and the lender can complete and deliver the Closing Disclosure to the buyer on a timely basis. For more information you can go to the WRA resource page online at [www.wra.org/TRID](http://www.wra.org/TRID)

**PLACEMAKING---ANY IDEAS—LET ME KNOW!**

Placemaking is a way to make your community a better place to live and work by transforming public spaces into vibrant community places. As a place becomes more desirable and welcoming, properties around that place increase in value.

Turning a parking lot into a farmer's market. Attracting people to a little-used park to gather, play or listen to music. Brightening up an otherwise drab courtyard or vacant lot. Envisioning how a block can be revitalized. This is Placemaking.

Placemaking can be undertaken by anyone in a community but what is often needed is someone to take the lead or initiative. Who better to do this than a REALTOR® Association or REALTOR®, as REALTORS® are already engaged in their communities and know the neighborhoods and the properties, and are likely to know where to focus efforts to improve a space. Let me know if you have any suggestions. Thanks, there are NAR grants available for these.

Thank You to all our Volunteers and event contributors. Without you our functions would not be what they are today. For volunteering opportunities please call the office and we can get you signed up for an event or committee that will showcase your abilities and talents.







Rock-Green  
**REALTORS®**  
Association, Inc.

# Golf Outing

2015

Friday,  
September 11

Riverside  
Golf Course

Best Ball-  
4 Person Scramble

Shotgun Start  
@ 1:00pm

Food • Drink • Prizes • Fun

# \$70

PER  
PERSON!

Includes golf & dinner

GRILLED BURGERS & BRATS  
(Available Prior To Start)

GAMES & PRIZES  
(On Course)

FOR HOLE SPONSORSHIP  
Contact Al Herbst at 743-4072  
aherbst@johnsonbank.com

TO DONATE CHEESE OR DESSERT TRAYS  
Contact Vicky Kreyer at 608-755-4854

GOLF ONLY @ 1:00PM ... \$50.00  
ELK'S CLUB DINNER ONLY @ 6:00PM ... \$20.00

REGISTRATION IS LIMITED TO 36 FOURSOMES!  
(11:30 -12:45)



## 2015 REGISTRATION FORM

Name \_\_\_\_\_ Golf \_\_\_\_\_ Dinner \_\_\_\_\_

Name \_\_\_\_\_ Golf \_\_\_\_\_ Dinner \_\_\_\_\_

Name \_\_\_\_\_ Golf \_\_\_\_\_ Dinner \_\_\_\_\_

Name \_\_\_\_\_ Golf \_\_\_\_\_ Dinner \_\_\_\_\_

Cardholder Name \_\_\_\_\_ CC# \_\_\_\_\_

Exp Date \_\_\_\_\_

MAKE CHECKS PAYABLE TO:

**Rock-Green REALTORS®**

Remit amount for golf & dinners  
listed on this registration form.

**Rock-Green REALTORS®**

4451 Woodgate Drive, Unit #E,  
Janesville, WI 53546

Registrations will not be accepted  
without all monies accompanying  
names of registrants.



Must be in attendance to  
win door prizes

**MLS INFORMATION:**

-Check out the new [Home Features Addendum](#) to be used to provide more information about mechanicals, appliances, utilities, updates/remodeling, and home owners association information. The form can be attached to your listing as an associated document within Paragon, thus saving you characters in your MLS remarks. You can find the new form within the [Associated Documents link](#). You can complete this form on screen, and save it. Another option is to print it for attachment to your listings, or you have the option to print a blank form to complete offline.

-Beginning June 1, when you change a listing to AC, AB or Pending, you will be prompted to select whether you have competing written offers, you must select Yes or No. Mark yes to this question if more than one written offer was considered at the time an offer was accepted.

Please make sure when you enter a property in Withdrawn/Delay, Withdrawn by Seller you must enter the correct date for showings. Please use a future date.

Are you Missing Available Listings? If you are looking for property just on the outskirts of the Rock-Green MLS, LLC area, please remember to check **WIREX**. Even if you are close to the fringe, please check WIREX. The MLS does not have set boundaries, so the fringe can be somewhat distorted. When in doubt go to WIREX. **It is free!** All members of the Rock-Green MLS, LLC have access to MLS listings from eight other MLSs in Wisconsin through WIREX. There is no additional charge for WIREX. **WIREX** covers all counties in Wisconsin except for Florence, Forest, Iron, Langlade, Lincoln, Oneida, and Vilas. On the home page you can click to see the coverage map. To access WIREX, simply select WIREX on the drop down during Paragon™ login; or when in Paragon™, click on the **MLS Switcher** link at the top of the screen. The search screens in WIREX have been set up to look very similar to the search screens in SCW Paragon™, so you should feel very comfortable using WIREX.

There are new change forms in Paragon under the MLS Documents at the top of the Home page in Paragon™ (rckgrnchange.pdf). There are new profile sheets in Paragon, if you need assistance please contact me at 608-755-4841 or email at [sue@rockgreenrealtors.org](mailto:sue@rockgreenrealtors.org).

Thank you, Sue

Rock-Green REALTORS® Association has formed the new MLS entity. Rock-Green MLS, LLC. We have done this for many reasons all of which will better the Association. In the future if you could send all MLS payments, payable to Rock-Green MLS, LLC it would be greatly appreciated. All other information regarding the Association can be sent as usual addressed to the Rock-Green REALTORS® Association. Thank you. If you have any questions please contact the Association office.

Please remember when taking photos of your listings you should take the photos before placing your sign. If that is not possible blur out the sign with your name and office. Your information is not allowed in the photo.

ActiveKey Displays **"Call to Enable"** There are 3 possible causes for the "Call to Enable" message

- 1) The ActiveKey battery is too low (The ActiveKey should be plugged into its power adapter at least every other night for charging)
- 2) The ActiveKey was out of cellular range for 24 hours or more
- 3) There could be a billing problem or a problem with status.

**ARE YOU BORROWING OR USING AN ACTIVE KEY THAT IS NOT YOURS?**

If you are, this can be costly for each of you and the Broker! KEY HOLDER BEWARE!!!!

If each are key holders, 1st offense Reprimand for all, 2nd offense \$25 fine for each agent and broker and 3rd offense also \$25 fine for each.

If user is a Non-key holder, 1st offense \$100 fine for each agent and broker, 2nd offense \$500 for each agent and broker, 3rd offense \$1000 fine for each agent and broker.





July is here, hopefully the rain will slow down so we can enjoy the outdoors without mosquitos. I am Sue your MLS/Membership Administrator. I'm seeing quite a few sales at this time and that is great. You know sell, sell, sell. **Try the pre-pay plan!** If you need assistance please call 608-755-4841/email [sue@rockgreenrealtors.org](mailto:sue@rockgreenrealtors.org), office hours are Mon.-Thurs. 8:30 am to 5:00 pm, I will do whatever I can for you. If you need your email/address/phone number changed please call or email. Key issues, call and we will do whatever we can to make it right.

### NEW MEMBERS:

Rick Cossman joined Shorewest Realtors  
Dennis Condon (MLS only)  
Susan Carson joined Dickerson & Nieman Realtors  
Kristen Mayhew joined C21 Affiliated Janesville  
Dwight Kruse (Local DR)  
Steve O'Dell joined C21 Affiliated Janesville

### MEMBERS leaving the Association:

NONE

### MEMBERS on the move:

Heidi Krenz-Buchanan transferred to C21 Affiliated Beloit  
Leslie Masterson transferred to C21 Affiliated Beloit  
Wade Williams transferred to C21 Affiliated Delavan  
Cindy Brookens transferred to Shorewest Realtors

### NEW OFFICES:

NONE

### OFFICES THAT LEFT THE ASSOCIATION:

NONE

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

### New Member Orientation | Schedule for 2015

August 6, 2015 | 9 a.m.  
November 12, 2015 | 9 a.m.

### PRE-PAY YOUR 2016 DUES



Hello all, we are coming up to the mid-year mark and if you have been pre-paying your dues the 2<sup>nd</sup> installment is due. Do you find yourself struggling to come up with the total amount due in November? It is not too late to start this plan. Anything you pay now you will not have to pay at the end of the year. If you are starting now, pay 1/3, \$200 now and \$200 by September and the balance by November. Just a one-time \$5 service fee will get you started and lighten the amount you will owe in November. Perfect for the Holidays. Affiliates 1/3 is \$130.

## Recipe of the Month

### Raspberry Angel Food Cake

Describes as 'raspberry floating in a light, white cloud, surrounded by a pool of raspberry sauce'. Fussy but memorable. Fresh raspberries are preferable!

10 egg whites, room temp.  
1 ¼ tsp. cream of tarter  
¼ tsp. salt  
1 tsp. vanilla extract  
½ tsp. almond extract  
1 ¼ c. sugar  
1 c. flour  
1 c. fresh raspberries or well-drained frozen berries

Preheat oven to 325°. In a large bowl, beat egg whites, cream of tartar and salt with electric mixer to form soft peaks. Add vanilla and almond extracts and gradually add the sugar, beating until stiff and shiny. Sift the flour onto the shiny egg whites and sprinkle raspberries over top. Gently fold in the flour and raspberries with a rubber spatula. Place mixture in a 10-inch ungreased tube pan and bake for 40 minutes. Invert on cake rack and cool completely.

### RASPBERRY AMARETTO SAUCE:

2 c. raspberries (fresh or frozen)  
½ c. powdered sugar  
1T. lemon juice  
3 T. Amaretto liqueur

In a blender or food processor, purée berries. Add rest of ingredients and strain to remove seeds. Serve over cake.

SCRUMPTIOUS  
*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.

### SAVE THESE DATES:

September 11, Rock-Green Golf Outing  
September 15-16, WRA Convention  
September 18, Installation Ceremony

## JULY BIRTHDAYS

Happy 4<sup>th</sup> of July!

1	Heather Crabtree
4	Wayne E Jacobson
5	Kathleen Keller
6	Chris Tuescher
	Verna Saladino
7	Tom Tinker
	Amy Burrows
9	Melanie Simmons
12	Mollie Podwell
	Jason Jaskula
	Carol Esselman
13	Candice Kildow
14	Paul Meyers
16	Becky Zuelke
20	Lori Hagemann
22	Stephen Biedermann
24	Carol Harkin
25	Andy Dongarra
	Chris Mayhew
27	Lynn Pilsner
28	Carole Cullen

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

## School Supply Drive

If everyone donated just \$1 or \$1 worth of supplies we would have donated over \$300 to our school children that need it. That would be a great number to report to NAR for great Community support for our area. Just stop in and donate your supplies or \$\$\$ and let's show Rock and Green Counties that we really do care.

## DATES TO REMEMBER

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### JULY 2015

NO MEETINGS IN JULY

### UPCOMING EVENTS

August 12, MLS Board Meeting, 9 a.m.

August 13, New Member Orientation, 9 a.m.

August 19, Association Board of Directors, 8:30 a.m.

### **AUGUST BIRTHDAYS**

1	Carol Roehl	23	Jacquelyn Wegner
5	Sara Luchsinger		Gary Brabazon
6	Dawn Enerson	24	K Andreah Briarmoon
12	Jeffrey Brink		Charles Stanhope
13	Brett Gill	25	Deanna Campbell
14	Donna Panico		Jacqueline Watson
	Allan Brillman	26	Kimberly Nickols
16	Kimberly VanMatre		Holly Christiansen
17	Gary Loos		Harry Devitt
18	Cindy Brookens	27	Vicky Kreyer
19	Kurt Kirchenwitz	28	Bianca Singer
22	Kevin Grant	31	Bob Mack
			Mary Ellen Mackey



**Once again WRA is offering a FREE Registration to the 2015 Convention. Please submit your Business Cards to the Association Office prior to August 18<sup>th</sup>.**

**The criteria for the Free Registration for the September 21-22, 2015 Convention is as follows:**

1. Registration must be given, not sold, and is not transferable.
2. Recipient must be a member of good standing.
3. Financial need is not necessarily a prerequisite, but could be.
4. Recipient may not be a local board officer.
5. Have not attended ever or in the last 5 years.
6. Deadline for submission is Aug. 18, 2015.
7. Recipient may add ticketed items at their own cost.