



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

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

A word from your President By Heidi Buchanan, Association President

Hello and Happy Fall.

I'm so excited and a bit nervous to represent you and the Rock-Green REALTORS® Association this next year. I am looking forward to helping get our Young Pro's Task force committee to take off in hopes of getting our newer and "younger" REALTORS involved in our association and committees. I think this will be a fun group. Anyone with fresh ideas is welcome. Brokers please encourage your team to join this committee. Your Co-Chairs for this are Kyle Carrier and Kevin O'Leary. Please reach out to them to join this group. More information to come.

Please look over our committee list in this newsletter and see what committee you might be interested in serving on. You can just try it out, if you don't care for that one, choose another one. Contact the committee chairs or myself and we will get you signed up.

Our next membership meeting is coming up October 12th at the Pontiac Convention Center. I hope you are all coming. James Otterstein will be speaking about Rock County Economics and Development. This should be interesting. At this meeting we will be signing Christmas Cards for our military troops. Operation Ooh-Rah is working on their fall campaign to gather cards and care package items to send to our troops Please bring signed cards to donate to this cause. Maybe you have some left over from last year that you can use or if not don't worry, I will be bringing some for you to sign. It would be great if you could bring an item or two for the care packages too. The list of needed items will be included in this newsletter and or in a separate email. For those not familiar with Operation Ooh-Rah, they are an organization which was started by a local military mom to provide care packages to the military troops. They hold a big outing in August each year to gather donations and money to purchase items for the care packages. Taylor Freezer then pays for the shipping costs. It is a non-profit ran by volunteers and supported by donations. What a great cause. Check out their Operation Ooh-Rah page on Facebook.

I pray you all have a great fall selling season. Please reach out to me anytime.

God Bless,



Heidi



INSIDE THIS ISSUE

SEPTEMBER 2016

	Page #		Page #
Leadership Directory	2	Membership Updates	6
A note from your Association Exec.	2	Note from Sue	6
Operation Ooh-Rah	2	Welcome New Members	6
Important Numbers	2	New Member Orientation Schedule	6
Rock-Green Committee List	3	Thank you to River Title/Wade	6
Installation Award Recipients	3	Recipe of the Month	6
Save the Dates	3	October Birthdays	7
MLS Information	4	Dates to Remember	7
Active Key Information	4	Upcoming Events	7
Rock County Housing Stats	5	November Birthdays	7
Membership Meeting Reminder	5	Save the Date, Dinner Dance 2016	7
Committee Volunteer Opportunities	5		

* = Inserted Page

EXECUTIVE COMMITTEE

President
Heidi Krenz-Buchanan
289-9383 |
heidikbuchanan@gmail.com

President Elect
Ben Shult
756-3932 | benschult@charter.net

Secretary/Treasurer
Mary Ellen Mackey
741-1000 |
maryellen@realtygroupwi.com

LOCAL DIRECTORS

Jeff Zuelke | 3-year term
757-2862 | jeff@zteam1.com

Neil Kerwin | 2-year term
365-7791 | neil@kerwinsagency.com

Jim Zanton | 1-year term
754-2121 | jzanton@shorewest.com

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

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

Mike Venable | 1-year term
554-2720 | mvenable@ticon.net

Julie Budrow | 1-year term
758-9779 | budrowj@firstweber.com

Terri Moldenhauer | 1-year term
299-3416 |
tmoldenhauer@blackhawkbank.com

MLS Officers/Directors

Wade Williams, President
Bianca Singer, Vice President
Margo Berke, Secretary/Treasurer
Paul Schieldt | 3-year term
Dave Brown | 1-year term
Erika Penny | 1-year term
Blair Winn | 1-year term
Mollie Podwell | 1-year term
Maryann Warden | 1-year term
Sally Jean Weaver-Landers | 1-year term
Bonnie Collins | 1-year term

ROCK GREEN STAFF

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

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

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

Editor of *The Real Scene*
Vicky Kreyer, Association Executive
Co-Editor

Sue Cook, MLS/Membership Administrator

ASSOCIATION NEWS

2



A Note from your Association Executive:

Thank you to all that were able to join us for this year's Installation/Awards Breakfast. Cori Lamont came down from Madison to install our officers and directors and our new President Heidi Buchanan. I hope you all had a chance to congratulate her and the new slate of officers for the upcoming year. Heidi has great ideas and I am welcoming them and hope that you all enjoy all that this new year will have to offer.

The Programs committee is going to meet soon to set up the programs for the next year. If you have any ideas for content please let me know or if you would like to join the committee and help plan these meetings just let me know and I will add you to the member list and invite you when they meet.

We are also in the planning stages of forming our Young Professionals Task Force. (or YPN if you wish). You don't necessarily have to be young but young at heart will work. This should be a fun committee to join so join today and get in the ground floor and help plan some great events.

As always, 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

NOW TO START THINGS OFF-----

OPERATION OOH-RAH-----CARE PACKAGE ITEMS DRIVE



ITEMS NEEDED, UNSCENTED BABY WIPES, RAZORS, SHAVING CREAM, Q-TIPS, NAIL KIT, BLACK/BROWN/DK GREEN HATS/GLOVES, BLACK CREW SOCKS, EZ OPEN CANS OF FOOD, SNACK ITEMS-POPTARTS, GRANOLA, TRAIL MIX, NUTS ETC., HOT OR COLD DRINK MIXES, POPPED POPCORN, POUND CAKE, HARD CANDY, GUM, BEEF JERKY, MEDICATED FOOT OR BODY POWDER, 2 N 1 SHAMPOO, PUZZLE BOOKS, DEODORANT, FEMININE PRODUCTS, CHAPSTICK, STATIONARY & PENCILS, AA BATTERIES, FLEXIBLE BANDAIDS, PLAYING CARDS/DICE, FRISBEE/HACKEY SAC/BOARD GAMES.

We will need these items by the end of October, you can bring them to the Association office or to the Oct 12, Meeting.

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.

ROCK-GREEN REALTORS® ASSOCIATION

2016-2017 ASSOCIATION COMMITTEE LIST

BUDGET/FINANCE

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

BYLAWS

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

COMMUNICATIONS

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

DINNER DANCE

Diana Stoeher, Chair
Val Eagan
Julie Raese
Tammy Cherry
Colleen Nelson
Terry Morris
Becky Zuelke
Terri Moldenhauer
Wade Williams
Paul Schieldt
Vicky Kreyer

EDUCATION

Russ Zueger, Chair
Andrea Morse
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
Kaye Fulton
Jeff Myers
Vicky Kreyer

GOVERNMENT

AFFAIRS/RPAC

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

HEALTH & SAFETY FAIR

Karen Williams, Chair
Kim Nickols, Co-Chair
Pam Snow
Lynnea Strickland
Tammy DeGarmo
Vicky Kreyer

MEMBERSHIP/Orientation

Wade Williams, Chair

PROGRAM

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

NOMINATION

Jeff Zuelke, Chair
Neil Kerwin
Jim Zanton
Jerry Morse
Paul Schieldt
Colleen Nelson
Blair Winn

PERSONNEL

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

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)
Jerry Morse, Ambudsman '16
Randy Borman, Ambudsman '16
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)
Kaye Fulton '12 (T-14)
Mary Gilbank '12 (T-09)
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
Wendy Bumgarner
Paula Carrier
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
Kevin O'Leary, Co-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

Jeff Zuelke
Jim Zanton
Nina Perona
Karen Williams
Wade Williams
Diana Stoeher
Fred Leonard

ANNOUNCEMENTS

3

At our Installation event, the award winners were:

The Community Service Award went to **Mary Gilbank-Peterson** for all her work in our community and also her own. She has shown full commitment to the projects that she has done and continues to do.

The Distinguished Service Award went to our very own **Colleen Nelson**. She always goes out of her way to do what needs to be done, Colleen is currently on six committees and recently seven years on the Board of Directors. All you have to do is ask and she is right there to help if at all possible.

The Affiliate of the Year Award went to **Terri Moldenhauer**. Terri has shown great commitment to our Association. Just give her a call and she will do whatever it takes if at all possible. Terri takes great pride in what she does and I know that she will do a great job on the Board of Directors this term.

The REALTOR® of the Year Award went to **Jeff Zuelke**. Jeff has shown that he really cares for the Association and has great pride when speaking on our behalf. He gave all the attention to the Association when needed and managed his own business throughout this past year, well with Becky☺ Thanks Becky. Jeff sat on six committees and chaired most of them. Great Job Jeff!

The Crystal "R" Award went to **Mary Gilbank-Peterson**. She received this award for her contributions to RPAC.

Colleen Nelson received the **Outgoing Director Plaque** for her service on the Board of Directors from 2009-2016. Thank you for your service Colleen.



IT IS YOUR RIGHT!!!!!!

!!!!!!SAVE THE DATES!!!!!!

2016 MEMBERSHIP MEETINGS and other Association Events.

October 12, M/M with James Otterstein, Rock Co. Development.

December 3, Holiday Dinner & Dance Event. Janesville Country Club

M/M = Membership Meeting W/9 a.m. start, held at Pontiac Convention Center.

Watch for details as these events get closer.

MLS INFORMATION

*A new showing restriction has been added to ShowingAssist (Preferences -> ShowingAssist -> Listing Setup -> Appointment Restrictions) to allow you to easily block same day showings per listing. You can also adjust required and suggested lead times per listing in this section. If your office has upgraded to Showing Time's ShowingDesk or Appointment Center, these options are controlled outside of Paragon.

Upcoming Keybox Exchange:

Our vendor South Central Wisconsin will be exchanging old iBoxes for new Supra BTLE iBoxes (Bluetooth technology) beginning in October. As we get closer to that time, we will provide more details, hot tips on the Paragon™ homepage.

Important Information about the Keyboxes:

We will continue to lease boxes to Rock-Green member brokers at no charge and distribute them as we have in the past. Your company allotment of new Bluetooth boxes will be based on current listing inventory. We count all single family, condo and multifamily listings in active, pending and withheld statuses in calculating your company keybox needs, plus we give you an extra 25% above that number. As your company inventory goes up, you will be able to lease additional boxes.

As pricing for our new keyboxes was based on trading in our current boxes, we will be collecting all the infrared iBoxes. **{You may be billed for missing boxes, so please start looking for all the old keyboxes now.}**

Important Information if you are an Activekey user currently:

Activekeys™ will work on both the old and new boxes during the transition period, but once new keyboxes are placed on all properties, you will need to return your leased Activekey™ to Rock-Green Association office and download a new eKey™ app on your smartphone. Important Information if you are already an eKEY user:

During the transition period, you will continue to use your fob to open the old infrared boxes, but it is not needed to open the new Bluetooth boxes. Once all the boxes have been swapped out, the fob will no longer be needed. Please note that older iPhones (version 3 or 4) will still need to be paired with the fob, even for the new Bluetooth boxes.

*Please make sure your seller dates all amendments the day of or prior to expiration date.

*Please remember to use the correct street tag when entering your listings. EX. Street—St, Avenue—Ave, Circle—Cir, Etc. Any questions call the Association Office 608-755-4841.

***Please remember to enter your sold property into pending (click save) before entering the sold information into Paragon with the exception of SBP (Sold Before Publishing). SBP are entered directly into sold status, do not enter as active. Please make sure on all SBP's you have an outside photo of the sold property. Questions call 608-755-4841.**



Thank

you, Suz

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.



Rock County Housing Statistics

Madison, Wis. — Summer home sales in WI ended on a very strong note in August, pushing prices up at a pace above the rate of inflation. August sales were up 9% over August 2015, making this the strongest August since 2005. The median price rose to \$170.00 in August which was 5.3% higher than August 2015.

This is our most active selling season, and we sold a lot of homes this summer. In a typical year, the state sells 32.1% of its annual sales between June and August; and at just over 26,500 homes sold, this is the strongest summer since before 2005. That's a remarkable record given that inventories remained very tight. Nearly every region in the state saw healthy growth in sales over the last 12 months.

Rock County Housing Statistics—The median price for August 2016 is \$144,000 and for the month of August in 2015 it was \$124,250 that was a 15.9% increase and the Sales for August 2016 is 255 and August of 2015 was 216 that was an increase of 18.1%. The yearly comparison for the median price has a 9.4% increase. It was \$135,000 through August 2016 compared to \$123,435 in 2015. Sales also had an increase of 8.5%. Sales through August 2016 are 1,639 compared to 1,511 in 2015.

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 2010, all historical sales volume and median price data at the county level have been re-benchmarked using the Techmark system, which accesses MLS data directly and in real time.



Don't forget to register for the Membership meeting with James Otterstein. Rock Co. Economic Development Manager. He will give a Rock Co. Economic Dashboard Report. His report will dive into a number of key socio-economic statistics and offer a perspective

about the area's economy. And, while you are there you can sign a Christmas card that will be sent to the troops along with Care Packages that are being collected throughout the community. We are also collecting items here at the Association office. If you are not attending the meeting you can drop off signed Christmas cards and/or items for the care packages by the end of October. We are collecting until Oct. 24.

Committee Volunteer Opportunities

Call the Association or Chairs for more info:



Communications—

Chair~Nina Perona, 608) 754-3311

Dinner Dance—

Chair~Diana Stoehr, 608) 314-1276

Education—

Chair~Russell Zueger, 608) 756-3932

Golf Outing—

Co-Chair~Gary Getchel, 608) 868-7997

Co-Chair~Al Herbst, 608) 743-4072

Government Affairs/RPAC—

Chair~James Zanton, 608) 754-2121

Co-Chair, Mary Gilbank Peterson, 754-2121

Health & Safety Fair, Community Family Fun Fair—

Chair~Karen Williams, 608) 754-2121

Co-Chair, Kim Nickols, 754-2121

Membership/Orientation—

Chair~Wade Williams, 608) 289-7912

Multiple Listing Service—

President~Wade Williams, 608) 289-7912

Nomination/Election—

Chair~Heidi Buchanan, 608) 365-1481

Professional Standards—

Chair~Wade Williams, 608) 289-7912

Program—

Chair~Diana Stoehr, 608) 314-1276

Recruitment—

Chair~Paula Carrier, 608) 884-8468

ROY/AOY Awards Ceremony—

Chair~Tammy Cherry, 608) 754-2121

Strat Planning—

Chair~Blair Winn, 608) 756-4476

Sunshine—

Chair~Maryann Warden, 608) 756-3932

Young Professionals Task Force

Chair~Kyle Carrier, 608) 884-8468

Co-Chair~Kevin O'Leary, 608) 741-1000

Core Standards—

Chair~Heidi Buchanan, 608) 365-1481



October is here along with Halloween. Are you ready for the kids and their cute costumes!

There is still time for plenty of outdoor activities. Hayrides, preparing the yard and all its splendor for the colder weather we will not be able to avoid, pumpkin carving for Halloween and it is a great time for baking.

Applications are online at www.rockgreenrealtors.org or call the office, we can fax or email applications if you wish for new agents, brokers, affiliates and local affiliates.

Sue

NEW MEMBERS:

Marie Chroninger, First Weber Inc.

Linda Weis, Coldwell Banker The Realty Group

Jayson Aitken, Coldwell Banker The Realty Group

Kelly McPherson, Lee Sather & Associates

Wendy Bumgarner, Johnson Bank

MEMBERS leaving the Association:

MEMBERS on the move:

James Coen, The Morse Company

NEW OFFICES:

NONE

OFFICES THAT LEFT THE ASSOCIATION:

NONE

OFFICES WITH NAME CHANGES:

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.

"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."

New Member Orientation Schedule for 2016

November 3, 2016

2017 Schedule, coming soon!

"Thank you to River Title for the donuts and coffee for our orientations. Very much appreciated."

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

"Recipe of the Month"

PUMPKIN BREAD



1 c. pumpkin
 ½ c. water
 ½ c. salad oil
 2 eggs, beaten
 1 ½ c. sugar
 1 tsp. baking soda
 ¼ tsp. baking powder
 1 1/3 c. flour
 ¾ tsp. salt
 ½ tsp. cloves
 ½ tsp. cinnamon
 ½ tsp. nutmeg
 1 c. raisins
 1 c. dates, chopped
 1 c. nuts, chopped

Mix pumpkin, water, oil and eggs thoroughly. Sift, together the following dry ingredients: sugar, baking soda, baking powder, flour, salt, cloves, cinnamon and nutmeg. Mix dry ingredients with pumpkin mixture. Stir in raisins, dates and nuts.

Preheat oven to 325°. You can use greased loaf pans or empty soup or canned vegetable cans. Be careful to smooth any rough edges on the top of the can before greasing. Grease generously and fill the cans half-full of the pumpkin mixture. Place on center rack of oven and bake until top is slightly crusty and knife inserted in center comes out clean (20 to 40 minutes). Allow to cool 10 minutes before removing from cans.

These make attractive bread rounds when sliced or nice gifts when wrapped in clear wrap and festooned with a ribbon? Rich and delicious!

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.

OCTOBER BIRTHDAYS



3	Andy Phillips
12	Kerri Walker
14	Ellen Phillips
	Jodeen Schmid
	Krista Shortreed
15	Bryan Holder
	Valerie Eagan
17	Michael Hanna
18	Thomas Kerl
20	Cindy Garza
	Maryann Warden
21	Lynnea Strickland
23	Karla Hale
25	Kevin Kerwin
26	Anda O'connell
27	Mary Alonzo
29	Dave Mansur
31	Julie Gaddini
	Trixie Hickok
	James A Phillips

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

DATES TO REMEMBER

7

October 2016



- 12 MLS Board Meeting, 9 a.m. Association Office
- 12 Membership Meeting, Pontiac Conv. Ctr. 9 a.m.
- 19 Board of Directors Meeting, 8:30 a.m. Association Office

UPCOMING EVENTS

November 03, New Member Orientation, 9:00 a.m. Assoc. Office

November 9, MLS Board Meeting, 9 a.m.

November 16, Board of Directors Meeting, 8:30 a.m.

November 23-24, Association Office Closed for holiday.

NOVEMBER BIRTHDAYS

2	Loren Fellows	23	Mary Johnson
3	Sandra Unger	24	Wade Williams
	Brandt Schauder	26	David Joos
4	Patti Droessler	27	Sally Astin
5	Paul Schieldt		Barbara Palmby
	Russell Hansen	28	Kaye Fulton
	Erik Fournais		Henry Londo
7	Julie Wilson		Elaine Goodger
8	Andrew Weberpal	30	Jim Zanton
13	Tammy Cherry		Tom Carlson
18	Rebecca Wehrwein		Erik Skindingsrud
19	Gary Merk		Sue Cook
21	Kristen Mayhew		
22	Randy Borman		
	Sandy Thew-Sonneson		

SAVE THIS DATE

December 3, 2016
Rock-Green REALTORS® Association
Dinner Dance 2016
Band | Rainbow Bridge
Janesville Country Club
Silent/Live Auction to benefit the Boys & Girls Club.

