



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

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A word from your President
By Connor Fox

Hi everyone! Happy spring! I'm so thankful for the warmer weather on the horizon.

The Market is still going strong with very little inventory. This is probably very frustrating to a lot of us as we all have buyers looking for the same type of houses in the same price ranges. And, with that comes multiple offer situations like we've been dealing with the last several years. Interest rates are up and down, but it is important to tell buyers that it is still a great time to buy, and it is important to tell sellers (or anyone contemplating selling) that it is still a great time to sell. Stay optimistic with where the market is going!

Our next Rock-Green Membership meeting is coming up on April 12th at the Barn on Prairie. Be on the lookout for a registration form to sign up. We will be having a guest speaker come and talk to us about the Woodman's Sports Complex so it should be a very informative meeting!

I'm going to keep it short this month, but just another reminder that Vicky and Sue have new email addresses. Vicky's is vicky@rockgreenrealtors.homes and Sue's is sue@rockgreenrealtors.homes.

As always, don't hesitate to reach out if you'd like to get more involved with the association.

All the best,

Connor

Happy Easter



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APRIL 2023

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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:



Hello everyone, April Showers! Hopefully they will be showers and not snow storms. Whew what a start to 2023 have we had here in Wisconsin.

Our second Membership meeting is coming up on April 12th at the Barn on Prairie. (Registration information in this issue) We will have a speaker here to let us know all about the plans for the Woodman's Sports & Convention Center. Put this on your calendar and come and hear all the plans. Then plan on joining us at REALTOR® & Government Day on April 26th in Madison. Information within this issue.

NEW for 2023—One hour CE credit, for the first time ever, you can attend R&GD 2023, complete and pass the exam, and you can earn one hour of CE credit for the 2023-24 Wisconsin real estate biennium.

STILL Looking for help with our events for 2023.

You can always help with the planning stages for any Rock-Green events. Or, you can help behind the scenes or at the event, there is always a lot to do, remember many hands make light work. Maybe your specialty is fundraising or collecting/creating auction baskets we always need help there. Or, maybe you are very creative and can help with advertising/making flyers for our events. No need to join a committee just be there when we need you. Call me, Vicky @ 608-755-4854

IMPORTANT NUMBERS

Association AE Office	(608) 755-4854
MLS/Membership Office	(608) 755-4841
Association FAX #	(608) 755-4843
e-mail Association Executive	Vicky@RockGreenRealtors.Homes
e-mail Member Services	Sue@RockGreenRealtors.Homes
Web Site	www.rockgreenrealtors.homes
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 | Office Closed

NEW WEBSITE Address-----

www.RockGreenRealtors.Homes

Rock-Green Future Events

SAVE THE DATES

April 12, Membership Mtg. 9 A.M. at The Barn on Prairie.

April 26, REALTOR® & Government Day there will be more information to come. In Madison

May 11, New Member Orientation class to be held at the Association Office. 9:00 A.M. Sharp

August 10, New Member Orientation class to be held at the Association Office. 9:00 A.M. Sharp

August 24, Annual Rock-Green Golf Outing. More information to come.

October 1 – 3, WRA Annual Convention to be held at The Kalahari. More information to come.

October 25, RPAC Event, Info coming soon.

November 9, New Member Orientation class @ the Association Office. 9:00 A.M. Sharp

December 8, Dinner Dance (Planning Stage)

I will update this schedule monthly as we add/remove events and add details to an event. Watch your emails and newsletters for more information as it becomes available. New events will be in bold print.

REALTOR® Party Mobile Alerts (RPMA)

REALTOR® Party Mobile Alerts, NAR's advocacy texting platform, offers REALTOR® Associations and REALTORS® a way to stay connected directly from their cell phone or tablet. When a national or state legislative call for action is launched, subscribers get a short text message, containing information to take action. REALTORS® can sign up for REALTOR® Party Mobile Alerts using the form below or by texting the word **REALTORS TO 30644**.



Asking all members!!!
We are looking for a
photographer for
pictures and possibly
little education videos

for our website. If you love this kind of thing,
we are looking for you. Please give me a call
or email at the office.

608-755-4854 | Vicky@RockGreenRealtors.Homes

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
Renae Henry
Heidi Krenz-Buchanan
Stephanie Mawhinney
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
Jackie Borgwardt
Chris Burton
Connor Fox
Heidi Krenz-Buchanan
Stephanie Mawhinney
Sarah McLean
Jennifer Moran
Paul Schieldt
Macy Walter
Jeff Zuelke

Community Involvement

Kim Nickols, Chair
Kelly Falk
Kassi Dixon
Linda Kleinschmidt
Heidi Krenz-Buchanan
Patricia Leak
Stephanie Mawhinney
Sarah McLean
Kathy Schultz
Kierra Wilson
Lynnette Wirth
Vicky Kreyer

MEMBERSHIP/Education/Program/Communication

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

See a committee you would like to join? Call Me!
608-755-4854

NOMINATION

Connor Fox, Association Chair
Jennifer O'Connell
Tammy Cherry
Neil Kerwin
Wade Williams, MLS Chair
Kathleen Stumpf
Chris Burton

PERSONNEL

Connor Fox, Association Chair
Jerry Morse
Heidi Krenz-Buchanan
Neil Kerwin
Colleen Nelson
Blair Winn
Wade Williams, MLS Chair

PROFESSIONAL STANDARDS (UPDATING COMMITTEE)

TBD
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-)
Deb DeWitt '14 (T-18)
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
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
Blair Winn, Co-Chair
Connor Fox
Neil Kerwin
Colleen Nelson
Paul Schieldt
Ben Shult
Jeff Zuelke

CORE STANDARDS COMMITTEE

Jerry Morse – Chair
Connor Fox
Colleen Nelson
Mary Gilbank-Peterson
Kim Nickols
Wade Williams
Diana Stoehr
Vicky Kreyer

UPDATING

(See a change that needs to be made, let me know)

MLS INFORMATION:

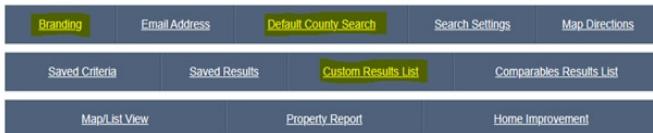
***Personalize your CRS Tax Experience:



Set your Default County for Searching: From within CRS, open Settings at the top right. Select Default County Search, select up to 4 counties, click **Save**.

Customize your Results List: When viewing search results, you can toggle between Simple Results or Custom Results. You can customize what displays under Custom Results. Open Settings at the top right and select Custom Results List. From here you can select up to 10 columns and even set your desired display order by dragging and dropping. Click **Save** before closing.

Personally Brand CRS Tax Reports: Within the Branding option under Settings you have the option to upload a photo, logo, and other information you want to include on CRS reports. At this time, agent information does not flow from Paragon so you will need to keep this data updated manually.



***Realtor Level Access to Edit Listings Expanded:

Agents with standard Realtor level access can now edit all fields of data within their listing(s) with the exception of those fields that are contractual in nature (status, price, commission, Y/N questions, and address). These contractual fields can be modified by someone with a higher security level (ex: office admin or broker).

***Reminder to Remove Signs

The MLS has received multiple reports of "for sale" signs not being removed in a timely manner. Properties may only be advertised while the listing contract is in effect, so please remember to promptly remove all signs when a listing closes, expires, or is withdrawn. Thank you!

***Prior Home Page Hot Tips

All prior hot tips can be accessed by clicking the blue Past Home Page Hot Tips button on the bottom of the Paragon homepage. The tips are kept by month, and there is a search feature to help you find past tips.

***Keybox Access Hours Change with the End of Daylight Saving Time

Supra keyboxes come from the factory preset to open between the hours of 6:00 a.m. – 9:00 p.m. Central Standard Time, and shift to the hours of 7:00 a.m. – 10:00

p.m. during Daylight Saving Time. So, with the end of Daylight Saving Time, they now will open between the hours of 6:00 a.m. and 9:00 p.m.

If you would like to change the access hours, or remove all time restrictions, you can do this for keyboxes you have added to your inventory. Once added, select the keybox and then select Program Keybox. Change the start or end time by clicking or tapping on the time. When done, you will need to select to Program the keybox. You will need to be near the keybox and have the shackle code to do this.

GreenLight – New Real-Time Statistical Tool

We are excited to announce the integration of the GreenLight Statistical Program within our MLS. GreenLight tools empower agents to more easily find answers, make informed decisions, and leverage real-time access to discover insights within our MLS data. Access a multitude of statistical charts and graphs by clicking the Explore in SCWMLS DataPortal button below. (16 minute video on Paragon)

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Rock County Housing Statistics

Madison, WI—Wisconsin existing home sales continued to slide, falling by a significant margin for five straight months. Homes sales fell 28.1% in February 2023 compared to February 2022, and the median price rose 11.7 to \$262,500 over that same period.

Not surprisingly, winter is a slow period for sales in Wisconsin, and the December through February period only accounts for 16.7% of sales falling 31.9% compared to the winter period 12 months earlier. The last time we saw such weak sales was 2012 as the housing market was just starting to recover from the Great Recession.

Joe Horning, 2023 Chair of the WRA Board of Directors, **LOWER AFFORDABILITY HASN'T SIGNIFICANTLY DAMPENED BUYER INTEREST:**

"Home affordability in the state has certainly fallen as prices and mortgage rates have both increased. However, buyer interest remains high, especially among first-time buyers in the millennial and gen-Z generations. We're still seeing multiple offers at or above asking price, and as a result, homes are moving quickly."

Michael Theo, WRA President and CEO tells us, **INVENTORY PROBLEMS LIMIT HOME SALES:**

"Although it is true that our winter home sales are at their lowest level in 11 years, the reasons for the weak sales now vs. then are very different. In the winter of 2011-12, we had plenty of inventory but very weak demand. Our current market weakness is due to very low supply even as demand remains solid."

Dave Clark, Marquette University Economist and WRA Consultant, **FIGHTING INFLATION NOW MORE DIFFICULT:** "The Fed's job to lower inflation just got tougher as several large banks began facing insolvency. Over the last several years, private banks increasingly used government bonds as an alternative to private lending when economic growth slowed. Unfortunately, bonds on their balance sheet lose value when the Fed increases short-term interest rates, and this so-called "interest rate risk" can lead to bank failure if the bank's portfolio isn't adequately diversified. With stubbornly high inflation, the Fed must now worry about creating a serious recession if it pushes interest rates up too high. The Fed needs to strike the right balance of lowering inflation without creating a deep recession."

February in 2022 it was \$195,000 that was an increase of +23.1% and the **Sales** for February 2023 is 101 and February of 2022 was 134 that was a decrease of -24.6%. In February of 2023 there was 1.9 months of **inventory** and in February of 2022 there was 1.9 that was a -0.0% change. Average **days on the market** in February of 2023 was 78 and February of 2022 was 81 that was a -3.7% change.

Statewide Housing Statistics—The median price through February 2023 is \$256,500 and through February of 2022 it was \$232,900 that was an increase of +10.1%. The sales through February of 2023 is 6,348 and through February of 2022 was 9,133 that was a -30.5% 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.

WERE YOUR ANNUAL DUES PAYMENTS STRESSFUL? WE HAVE A SOLUTION!

The Pre-Payment Plan for your 2024 Annual Membership Dues is now open. With just a \$5 service fee you can start to deposit any amount until August 2023. That is when the dues statements come out early in September. You can pay weekly, monthly, quarterly, 50/50 with the fee or you can pay it all early with no fee. No end of the year stress with the holidays around the corner. What could be better than that! Need more information, give Sue a call at the office and she can give you options.



April 26, 2023. This year we will be back at the Monona Terrace and Convention Center in Madison. You can register online Today! Go to www.wra.org/23RGDay

2023 Tentative Agenda

R&GD gives you the chance to meet in person with your state lawmaners to advocate for issues that impact your business, your clients and property rights in Wisconsin. Here's a look at this year's agenda.

12:30 p.m.	Registration open
1:00 p.m.	Welcome
1:15 p.m.	Guest speaker (Gov. Evers)
1:40 p.m.	WRA Advocacy issues briefing
3:00 p.m.	Move to Capitol
3:15 p.m.	Capitol office visits
4:30 p.m.	Reception

First Time Ever!! Attend R&GD 2023, complete and pass exam, Earn 1 hour of CE Credit for 2023-24 Real Estate Biennium.

Wishing all April birthdays the best!

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.homes 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 Members:

Cayden Duffy, C21 Affiliated (J)
Christopher Slinker, BHHS True Realty
Keira Wilson, Shorewest Realtors
Julianne Mora, Keller Williams Realty Signature
Josh Johnson, Vertical Inspections

Members Transferring:

Anda O'Connell, Realty Executives Premier to BHHS True Realty
Jennifer O'Connell, Realty Executives Premier to BHHS True Realty

New Office:

Berkshire Hathaway HomeService True Realty (BHHS True Realty)
Vertical Inspections

**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 2023

May 11, 2023

August 10, 2023

November 9, 2023

"Thank you Wade Williams for being our orientation instructor, very much appreciated. Thank you to Beth Hanthorn for participating and instructing the new agents."

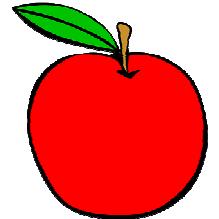
**RECIPES****ORANGE-CREAM-FRUIT SALAD**

1 (20 oz.) can pineapple tidbits, drained
1 (16 oz.) can peach slices, drained
1 (11 oz.) can mandarin oranges, drained
3 bananas, sliced
2 unpeeled apples, cubed
1 (3 oz.) pkg. instant vanilla pudding
1 ½ c. milk
3 oz. frozen orange juice concentrate, thawed (undiluted)
¾ c. sour cream

Combine all of the fruits, except bananas, and set aside. Combine pudding, milk and orange juice; beat until well blended. Stir in sour cream. Fold in fruits. Add bananas last. Refrigerate until ready to serve.

APPLE CRISP

5 c. apples sliced
1 c. brown sugar
¾ c. Bisquick flour
¾ c. oatmeal
1 tsp. cinnamon
¼ c. butter



Butter a 9x9-inch pan. Arrange apples. Mix sugar, flour, oatmeal and cinnamon. Cut in butter. Sprinkle over apples. Bake at 350° for 45 to 50 minutes.

After tasting this, you may discard all of your other apples crisp recipes!

APPLE CRUNCH

1/4 c. butter
1/4 c. peanut butter (creamy or chunky)
1/4 c. oatmeal
1/4 c. flour
3/4 c. brown sugar, firmly packed
1/4 tsp. salt
6- 8 apples, depending on size
1 T. lemon juice
3 T. water

With pastry blender, cut butter and peanut butter into combined oats, flour, sugar and salt. Peel, core and slice apples into buttered 6/8- or 8x8-inch pan. Sprinkle with combined lemon juice and water. Spoon butter-oatmeal mixture over apples. Bake at 375 for 40 minutes, until apples are tender. Serve warm with whipped cream or ice cream.

Barb Tapovatz Tried' n True

If you have a recipe you would like to share email: sue@rockgreenrealtors.homes
Make sure you have copyright permission.

APRIL BIRTHDAYS

1	Lori Emerson
	Ashley Ormes
3	Chad Sullivan
8	Scott Bever
	Laurie Huml Eckert
9	Deb Dongarra
	Kathleen Stumpf
10	Agim Mahmudi
	Teresa Skridla
13	Peggy Cadd
14	Mandy Lux
15	Margo Berke
	Suzette Hughes
17	Colleen Meyer
18	Bill Newcomb
25	Benjamin DeWitt
26	Sam Tesar
	Ben Rein
	Melissa Pergolski
27	Jerry Morse
	Theodore Jappert
28	Kelly Falk

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

APPRAISER CORNER

Remember, CE for appraisers is every two years ending in the odd #rs. So this year 2023 is your year for CE.

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

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APRIL 2023

April 12, Membership Meeting, The Barn on Prairie, 9:00 A.M.
Registration at 8:45 A.M. (Insert on this issue)
April 19, Assoc. B.O.D. meeting, Assoc. Office 8:45 A.M.
April 26, Realtor & Government Day. (Info on page 5)
April 27, MLS B.O.D meeting, Assoc. Office 9:00 A.M.

UPCOMING EVENTS 2023

May 11, New Member Orientation, 9 A.M. Assoc. Office
May 17, Assoc. B.O.D. meeting, Assoc. Office 8:45 A.M.
May 29, Memorial Day, Association Office Closed.

MAY BIRTHDAYS

1	Holly Van Veen	13	Ashley Nelson
2	Christine Fisher		Jennifer O'Connell
4	Kathryn McCulloch	14	Penny Cook
	John Van Veen		Guadalupe Mendoza
5	Thomas Parsons	17	Karen Williams
	Penny Hansen	18	Neil Kerwin
	Cayden Duffy		Amy Betker-Steffensen
6	Leila Roehl	19	Anita Darvai
8	Donya Bundy	20	Amana Kortte
	Liane Haase		Diane McClure
	Cindy Simonson	22	Cortney Sisson
9	Adam Baumel	23	Ben Shult
	Paul D Anderson	24	Douglas Davis
	Anne Chapman	26	Lynnette Wirth
11	Kenneth Smith		Justin Winkofsky
	Scott Mansur	27	Shelly Cronin
12	Marisol Soto	30	Michelle Ruosch

FREE **LINE BY LINE FORMS**
TRAINING

Get Started now: WWW.WRA.ORG/LINEBYLINE

*This video series is free for WRA REALTOR® members and legal section members.



ROCK-GREEN REALTORS® ASSOCIATION INC.

Membership Meeting



Sabrina Siker Bowerman, Friends of the Indoor Sports & Convention Center Project Manager will be our guest speaker, followed by a Q & A session. She will provide a comprehensive Woodman's Sports & Convention Center project update.

The Barn on Prairie | 5828 S County Rd G, Janesville

Wednesday, April 12, 2023 | Registration 8:30 a.m.

Continental Breakfast at 8:30

Meeting starts at 9:00 a.m.

Registration Deadline: April 06, 2023

Membership Meeting Registration Form—April 12, 2023

Please Print Names

NAME _____ NAME _____



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