



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! It is crazy to think that it is already August. I know I sound like a broken record, but I truly feel like this year is flying by. Before we know it, we will be entering December and the holiday season.

The real estate market in Janesville continues to baffle me. Interest rates are still above 7% which can make things difficult for some buyers. It also can make it difficult for people who are wanting to buy a new home but are locked in at a 3.5% or below on their current house. Hopefully a change is coming and we can get some more inventory!

I want to take a quick moment and reiterate that all of us agents need to continue to work together in this difficult market. I had a local agent contact me recently stating that their seller was given a stern talking to by another property owner nearby the property that this current seller had listed. The property owner stated that they were given certain information by their agent when they bought the property. This information was entirely wrong and this seller just wants it to be known (and I agree) that if you don't know, just ask. We all have to work together and it doesn't look poorly on you if you don't have an immediate answer. Misinformation can be damaging and doesn't make anybody look good. I know that this isn't the first time a situation like this has happened and it probably won't be the last but I hope that anybody reading this can agree with me in my viewpoint :)

The Rock0Green Golf Outing is approaching quickly! Make sure to get your teams signed up and take some time to practice :) The golf outing taking place August 24th at Glen Erin!

Installation (and the end of my Presidency) is taking place on September 21st at Rotary Garden Program starts at 9 AM!

The annual RPAC after 5 is also quickly approaching, taking place on October 25th at The Barn on Prairie. Join the RPAC committee in a fun filled evening with silent and live auction items and a live music.

As always, don't hesitate to reach out to Vicky, Sue or myself if you have any questions!

All the best,

Connor



Golf Outing---Register Today (Page 3)
WRA Convention (Prices go up Aug 1) Register Today!

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Vicky Kreyer, Association Executive
Co-Editor
Sue Cook, MLS/Membership Administrator

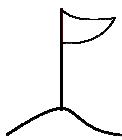
ASSOCIATION NEWS

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A Note from your Association Executive:



Hello all! WOW! What a fast moving month. I cannot believe that it is August already! Busy month ahead, I have meetings in Green Lake, RPAC mtg on the 9th, a New Member Orientation on the 10th, Board mtg on the 16th, Golf Outing on the 24th, my birthday on the 27th and Leadership meeting at the WRA on the 31st oh my! I do love to be busy, LOL.



The Golf outing is right around the corner. Golf will again be at the Glen Erin Golf Course and Dinner will follow at the Celtic House. This will be on August 24th with an 11 A.M. start. Please check the Golf Info on page 3 and scan the QR Code to Register, there is not a registration form this year, you will need to do it all online. If you really need to you can call me and we will get you registered. Let's make Golf Outing 2023 the best one ever!



Please check out page 7 of this newsletter for the information on the new slate of officer and directors for the 2023-2024 year. Then watch your emails for the voting opportunity on August 21 thru the 26th.

Please take a minute to vote, it is pretty quick. Also, please put September 21 in your calendars. This is the date for the 2023-2024 Installation/ Awards Breakfast. It will be at the lovely Rotary Gardens starting at 8:30 a.m.

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

**ROCK-GREEN REALTORS®
ASSOCIATION
2022-2023 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

EQUAL OPPORTUNITY

Colleen Nelson, Chr.

GOLF OUTING

Gary Getchel, Co-Chair
Al Herbst, Co-Chair
Paula Carlson
Deb DeWitt
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
Kassi Dixon
Kelly Falk
Heidi Krenz-Buchanan
Patricia Leak
Stephanie Mawhinney
Andrea Mroz
Lynnette Wirth
Vicky Kreyer

**MEMBERSHIP/Education/
Program/Communication**

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

NOMINATION

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

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

PERSONNEL

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

**MLS 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)
Adam Briggs '12 (T-09)
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
Jeff Zuelke, Incoming President
Wendy Bumgarner
Andrea Morse
Colleen Nelson

RECRUITMENT

Colleen Nelson, Chair
Neil Kerwin
Andy Dongarra
Jerry Morse

SOCIAL COMMITTEE

Diana Stoehr, Chair
Connor Fox, Co-Chair
Rebecca Bittner
Renae Henry
Heidi Krenz-Buchanan
Stephanie Mawhinney
Colleen Nelson
Paul Schieldt
Wade Williams
Vicky Kreyer

SUNSHINE

Maryann Warden, Chair
Mollie Podwell

STRAT PLAN COMMITTEE

Jerry Morse, Chair
Blair Winn, Co-Chair
Connor Fox
Neil Kerwin
Colleen Nelson
Paul Schieldt
Ben Shultz
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)

ANNOUNCEMENTS

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Rock-Green Future Events

SAVE THE DATES

August 10, New Member Orientation class @ the Association Office, 9:00 A.M. Sharp

August 24, Annual Rock-Green Golf Outing. Scan QR code below.

September 21, Association Installation at The Rotary Gardens, Starting at 8:30 a.m.

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, "Light the Night" (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**.



**2023
GOLF
OUTING
QR CODE**

Hello all

It is now time to register for our Annual 2023 Rock-Green REALTORS® Association Golf Outing. Golf at Glen Erin Golf Course and Dinner at the Celtic House. Scan this QR Code for information, Registration and sponsor opportunities. This year's outing is on August 24th, please take a moment and check on this year's event. We are only 8 weeks out, so gather your players and register today! GOLF Team, includes dinner = \$300 Per Person = \$75 Golf Only + \$55 If you need to add a dinner or coming for Dinner only = \$20.

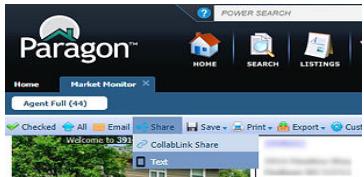
REGISTER TODAY, SCAN THE QR CODE

Thank you to all committee members, without you we would not be able to do the things we do for our membership!

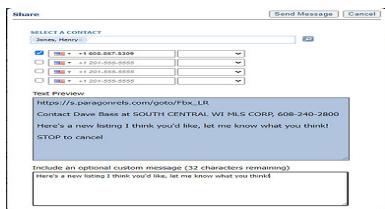
MLS INFORMATION:

***Text Listings from Paragon

Did you know you can text listings from Paragon? The text option can be found within the Share link when viewing a listing. The Share link is located within the blue menu bar, to the right of the Email button.



Listings can be sent via text to any contact you have saved within Paragon. There is an option to set up a contact on the fly after selecting to text. If you receive an alert stating your mobile number is not configured, simply click on the option given to Configure Settings, and enter your mobile phone number. You need to configure your mobile number just once. You also have the option to add a custom message. Once the text is sent, it will be recorded in the contact's Message History.



***Assessor Data / Public Records Resource

Did you know the assessor data for many municipalities is available online, for free? This provides an easy way to look up things like the number of bedrooms, bathrooms, finished square footage, year built, and more for a given property.

To locate this information, click **Tax** in the main Paragon menu and choose **Public Records Websites** from the dropdown. Select your county on the map, choose the appropriate municipality, and then search by address or parcel #. If you don't see your municipality listed, you can check [AssessorData.org](#) (for free) or purchase the complete property record for \$1.20 on [AssessorData.com](#).

***Paragon Database Changes Completed June 15, 2023

The following additions/changes have been made to the listing data we collect within Paragon. Updated profile sheets can be found [here](#).

- The **Street Name** and **Street Type** (ex: Ave, St, Dr) have historically been included in one field. This has been split into two fields. The Street Type field is a pick list that contains non-abbreviated values (ex: Avenue, Street, Drive). This will help to maintain more uniformity with addresses both in our system and when the address flows to other databases. [Click here](#) for guidelines on address input.
- Fields for **Items Included** and **Items Excluded** have been added to the Lots & Acreage property class.
- High-speed internet options of **5G Installed** and **StarLink Installed** have been added to the Interior Features pick list.
- Smart home features of **Smart Doorbell**, **Smart Thermostat**, **Smart Garage Door Opener**, and **Smart**

Security Cameras have been added to the Interior Features pick list.

- Under the Condo property class, a feature for **Project Adjacent to Park/Public Land** has been added under Common Amenities, and a feature for **Unit Adjacent to Park/Public Land** has been added under Exterior Features.
- Under the Lots & Acreage class, a new feature for **Condo-Separate Amenity** has been added under the Type feature pick list. If you have a condo unit with no living space (ex: storage unit, garage/parking stall, pier) that is being sold separately, and is available to purchase by the general public, you can enter it under the Lots & Acreage property class and select this new Condo-Separate Amenity feature. It is required that you describe, in the first line of the public remarks, what is being sold so it is clear a unit of some type is for sale versus vacant land.
- A new waterfront feature for **Direct Access - Frontage Not Owned** has been added. This new feature should be used to identify properties that are contiguous to, and have authorized use of, shoreline owned by another entity, such as the Wisconsin River Power Company. These types of properties may no longer be identified by the Has Actual Waterfrontage feature. This change has been made at the request of the Wisconsin River Power Company.

MLS Officers/Directors

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wadeway@gmail.com

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Patricia Leak 1-Year Director
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patricialeak@firstweber.com



Rock County Housing Statistics

Madison, WI—As the prime season for home sales approaches, very tight inventories have kept sales low and put strong upward pressure on prices. Existing home sales in June dropped 20.4% compared to their levels in June of 2022, and the median price rose to \$304,000 in June 2023, which represents an 8.6% increase over the last 12 months. This is the first time the statewide monthly median price has exceeded \$300,000.

The tightening supply is a real problem for buyers. Market pressure normally peaks in the summer, with June being the highest volume month of the year. When there are fewer homes for sale, this drives prices up at a more rapid pace. While home price appreciation had moderated over the March-through-May period, rising at an annual rate of between 5.9% and 6.9%, June saw a spike in which the annual appreciation rate rose to 8.6%.

Joe Horning, 2023 Chair of the WRA Board of Directors, **TIGHT INVENTORY HURTS FIRST-TIME**

BUYERS: “The state is a long way from a balance in the housing market at just 3.1 months of available inventory. We would need to nearly double our available inventory to get to a balanced market. The tightest supply of homes is in the \$350,000 or lower price range, which really hits the first-time buyers hard.”

Michael Theo, WRA President and CEO tells us, **HIGHER MORTGAGE RATES AND HOME PRICES A PERFECT STORM FOR AFFORDABILITY:** “We’ve been tracking the Wisconsin Housing Affordability Index since 2009, and the June 2023 level of the index is the lowest we’ve seen to date. It’s not difficult to understand why. Home prices are up 8.6% since June 2022, and the 30-year fixed mortgage rate is higher by more than a percent compared to last year. Until we see some moderation in price appreciation and mortgage rates, affordability is not likely to improve.”

Dave Clark, Marquette University Economist and WRA Consultant, **INFLATIONARY PRESSURES**

CONTINUE TO SUBSIDE: “The June inflation figures show headline inflation down a full percent to 3% from May figures, and the less volatile core inflation rate fell a half percent to 4.8%. Some analysts have noted that inflation was expected to be much lower in June because we are comparing to June 2022 prices that spiked inflation to 9.1%. Still, this is good news for the economy and hopefully it will lower inflationary expectations, which should lead to lower mortgage rates in the coming months.”

Rock County Housing Statistics—The median price for June 2023 is \$260,325 and for the month of June in 2022 it was \$250,000 that was an increase of +4.1% and the **Sales** for June 2023 is 244 and June of 2022 was 236 that was an increase of +3.4%. In June of 2023 there was 2.8 months of **inventory** and in June of 2022 there was 3.0 that was a -6.7% change. Average **days on the market** in June of 2023 was 60 and June of 2022 was 60 that was a 0.0% change.

Statewide Housing Statistics—The median price through June 2023 is \$280,000 and through June of 2022 it was \$260,000 that was an increase of +7.7%. The sales through June of 2023 is 28,205 and through June of 2022 was 37,503 that was a -24.8% 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.

RPAC CORNER



“RPAC AFTER 5” 2023

This year’s annual RPAC event will be held on October 25 at the Barn on Prairie from 5 – 8 P.M. Watch for more information to come very soon. There are Sponsor, Volunteer, and Basket Donation opportunities. There will be once again a \$500 Bowling/Party at Cougar Lanes. Winner will be chosen by the Donated Basket that brings in the highest Bid! So, get your thinking hats on and come up with the best – most sought after – basket! Can be Office, Group or a single donor. We will also be having the Beer or Wine Pull. The Chef will be back to prepare something tasty for us to try. There will be food, Music, Fun and much more!

With statewide housing inventory levels at historic lows and median home prices continuing to rise, Wisconsin has a serious workforce housing shortage. Fortunately, Gov. Tony Evers recently signed into law a bipartisan package of bills intended to increase workforce housing in Wisconsin. This slate of bills will provide new financing tools to fund infrastructure investments, rehabilitate and repair older housing stock, convert units above main streets and vacant commercial buildings into available workforce housing, and limit the ability of “not in my backyard” (NIMBY) opponents to influence the development-approval process.

Wishing all August 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.



Events for August: 1st Full moon, 10th New Member Orientation, 16th BOD Meeting, 24th MLS Meeting and The Golf Outing.

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:

Caitlin Cadd, Keller Williams Realty Signature
Ernesto Galindo-Doucette, Keller Williams Realty Signature

Thomas Pullen, Keller Williams Realty Signature
Joshua Cowles, Century 21 Affiliated Janesville
Joseph Contarino, Dickerson & Nieman Realtors

Member Leaving:

Justin Winkofsky, Shorewest Realtors
Jay Frazier, Weiss Realty~Boscobel



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
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

Hot Summer Days!

COLD CRAB DIP

1/2 c. crab, shredded
3/4 c. sour cream
1 c. sharp Cheddar cheese
3/4 c. mayonnaise
2 tsp. horseradish
1/4 c. French dressing

Mix. Chill and serve with Ritz crackers

CUCUMBER CHIP DIP

1 lg. cucumber, finely dices & patted dry
1 (8 oz.) pkg. cream cheese, softened
2 T. milk
1 tsp. onion salt
1 sm. onion, finely diced

Press cucumber pieces dry with paper towel. Blend cream cheese with milk until very smooth. Stir in onion salt. Add dices cucumbers and diced onion. Serve with chips (your choice)

HAM CHEESE BALL

8 oz. cream cheese, softened
1/4 c. mayonnaise
2 c. ground, cooked ham
2 T. parsley
1 tsp. minced onion
1/4 tsp. dry mustard
1/4 tsp. hot pepper sauce
1/2 c. chopped nuts

Beat cream cheese and mayonnaise until very smooth. Stir in next 5 ingredients and mix thoroughly. Cover bowl and chill well. Shape into balls, roll in nuts to coat and serve with crackers.

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.

AUGUST BIRTHDAYS

1	Carol Roehl
3	Michael Lund
	Theresa Streuly
5	Sara Luchsinger
8	Jenny Hallett
12	Saundra Nehls
	Dixie Kalk
13	Brett Gill
14	Donna Panico
	Allan Brillman
16	Kimberly VanMatre
17	Gary Loos
19	Kurt Kirchenwitz
	Krystle Kooiman
21	Thomas G Ewing
22	Taylor Golz
23	Greg Heinen
24	K Andreah Briarmoon
25	Jeffrey Frost
26	Harry Devitt
	Donna Pass
27	Vicky Kreyer
28	Bianca Singer
	Kay Butterfield
30	Timothy Piper
31	Bob Mack
	Mary Ellen Mackey

Mark your Calendars

October 25th, 2023

RPAC After "5"

@ The Barn on Prairie, 5-8 P.M.
\$500 Party Basket Challenge
Check page 5 for more details

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

Lower your Dues Renewal stress!
Use our Pre-Payment Plan. Call Sue
at the office for Details.
(608) 755-4841 or you can email
[**Sue@RockGreenRealtors.Homes**](mailto:Sue@RockGreenRealtors.Homes)

APPRAISER CORNER

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

DATES TO REMEMBER

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AUGUST 2023

August 10, New Member Orientation, 9 A.M. Assoc. Office

August 16, Assoc. B.O.D. meeting, Assoc. Office 8:45 A.M.

August 24, MLS B.O.D. meeting, Assoc. Office 9 A.M.

August 24, Annual Golf Outing, Glen Erin/The Celtic House

UPCOMING EVENTS 2023

Sept. 4, Office closed, Labor Day

Sept. 20, Assoc. B.O.D. meeting, Assoc. Office 8:45 A.M.

Sept. 21, Installation Program, Rotary Gardens, 8:30 A.M.

SEPTEMBER BIRTHDAYS

1	Tamara Lund	18	Josh Johnson
	Rachel Langer		Ronda Richter Weber
2	Gloria Singer	20	Paul Burkart
	Tim Anderson		Maysie Rayne
5	Kari Reilly	21	Lettie Mazur
6	Erika King	23	Amber Buster
7	Paula Carrier	24	Candie Bonson
	Ernesto Galindo-Doucette	25	Diane Rosenstein
8	Matt Lee		Ramona Rodriguez
9	Eric Schmaling	27	Cindy Wright
10	Melissa Selvog		Heidi Rose Anderson
	Gina Hartmann	28	JR Sheldon
11	Cassandra Khabbaz		Rochell Dix
12	Lori Platner	29	Blair Winn
13	Sarah McLean	30	Robert Sarow
17	Mary Gilbank Peterson		

Rock-Green REALTORS® Association Official notification of the 2023-2024 Nominating Committee Report

The Nominating Committee met on Thur. May 25, 2023. The committee members in attendance were, Connor Fox, Jeff Zuelke, Katie Stumpf and Rebecca Bittner.

Need Motion to recommend approval of the following Slate for the 2023-2024 fiscal year:

ASSOCIATION OFFICERS	
President	Jeff Zuelke
President Elect	Jennifer Moran
Secretary	Kassi Dixon
Treasurer	Tammy Cherry
ASSOCIATION DIRECTORS	
Past President	Connor Fox
2-Year Director	Jennifer O'Connell
2-Year Director	Barb Palmby
1-Year Director	Heidi Krenz-Buchannan
1-Year Director	Eric Kim
1-Year Director	Neil Kerwin
1-Year Director	Tony Dransfield
1-Year Affiliate	Danielle Schmitz

MLS OFFICERS	
President	Katie Stumpf
President Elect	Chris Burton
Secretary	Roz Voegeli
Treasurer	Rebecca Bittner
MLS DIRECTORS	
Past President	Wade Williams
2-Year Director	Patricia Leak
2-Year Director	Ben Rein
2-Year Director	Mike Skog
1-Year Director	Charla Piper
1-Year Director	Teresa Skridla
1-Year Director	Jordan Zwickl
1-Year Director	Leila Roehl

The Annual (Election) will take place on August 21-26, 2023. This will be an online vote, please watch your emails for this important vote.

Per Article XI, Section 4 of the Bylaws, the report of the Nominating Committee shall be provided to each member at least three weeks preceding the election. Additional candidates for the offices to be filled may be placed in nomination by petition, signed by at least 20% of the REALTOR® membership eligible to vote. The petition shall be filed with the AE or the Secretary at least two weeks before the election. The AE or Secretary shall send notice of such additional nominations to all members eligible to vote before the election. Note: Petition forms are available at the Association Office.