



The **Real Scene** from
ROCK-GREEN REALTORS®
ASSOCIATION

www.RockGreenRealtors.com

4451 Woodgate Drive, Suite 100
Janesville, WI 53546
Office: 608.755.4854
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A word from your President
By Jeff Zuelke

With Thanksgiving behind us and Christmas coming up it's that time of year for the REALTORS® "Light the Night" holiday event! Please join us for an evening of music, dancing, food and beverages, it's sure to be a great time! The event is being held at the Janesville Country Club on December 15th between 6:00 and 10:00 p.m. We look forward to seeing all of you there!!

Be on the lookout for several new WB forms as we approach the New Year. Use of many of the forms is required as of January 1, 2024, and include language regarding the wired funds. For a list of the new forms, please visit the WRA website. Also, Addendum C has been added to the Zipforms library. This disclosure form is available for use because of the recent NAR lawsuit in Missouri.

Our Administrative Team (Vicky & Sue) have added the Mailchimp program and are in the process of learning how to use it. Your patience and understanding is needed as they work their way through this new tool would be appreciated. Once they have gained an understanding of its use, we're confident you'll be hearing more from them.

As we continue to encourage Association engagement from our Rock-Green members, please feel free to reach out with any suggestions or ideas you might have to improve our Association

We work hard to serve our membership and look forward to hearing from you.

Finally, we wish all of you a blessed holiday season and a prosperous 2024.

Thank you!!

Happy December!

Jeff



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DECEMBER 2023

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Administrator

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Website www.rockgreenrealtors.homes

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:



All I can say is "WOW!" it is December already. I would like to personally say "Thank You" to all that have renewed their membership for 2024. I pray that it will be a better year for all. Please join us at our 2023 Holiday Get Together "Light it Up" is the theme and it will be a great time. See the Registration info in this issue of "The Real Scene".

We are currently working with an email program called "Mail Chimp" to help us better our email issues. We are having a slight learning curve so be patient while we work through these issues. If you use this program and can help us out, we would be so ever thankful. Please give us a call and let us know. We can certainly use your help. Thank you all.

We are having another Cornhole event. This will be in February of 2024. So, Save the Date for February 3rd, 2024 for the Cornhole Tournament to Benefit 16:49. I will have more information to you very soon. Thank you.

Just to let you all know our Holiday hours: The Association office will be closed on December 25th and 26th and also January 1st and 2nd. We appreciate all of you and we wish you all a very Merry Christmas and a Happy New Year.

STILL Looking for help with our events for 2023/2024.

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

December 15, "Light the Night" at the Janesville Country Club. 6 to 10 p.m. See more information in this newsletter issue.

December 25–26, Association office closed

January 1–2, Association office closed

February 3, Cornhole event to benefit Project 16:49. More information to come.

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.

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**.

ATTENTION APPRAISERS

This is a reminder that your CE is due every two years ending in the odd year #rs. Since this is 2023 yours are due this year.

ANNUAL DUES ARE DUE

The deadline for on-time dues has passed. If you have not paid your 2024 Annual Dues yet, you will need to add a \$100 late fee to the Local portion.

The Next Statewide Election is the 2024 Spring Election and Presidential Preference Vote. This will be on Tuesday, April 2, 2024. Need to know if you are registered or where your polling place is, www.myvote.wi.gov will give you all that information. Find your polling place, the hours and directions, what will be on the ballot, next local election info and learn about absentee voting if you can't get out to vote.

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



MLS INFORMATION:

***Do Not Enter Without a Confirmed Appointment

The security of clients' properties is a top priority for all of us. If an agent accesses a keybox without a confirmed appointment, even if it is a vacant home, the agent and their broker may be assessed a fine of \$500 each. These fines double, and Supra eKEY access may be suspended for a second offense. These penalties are guidelines, and may be more severe depending on the circumstances. A seller can also bring trespass charges against any agent without a confirmed appointment. Before accessing a property, please double check the address & ensure you have permission.

*** Accuracy of Date Listing:

The MLS works best for everyone when listing data is accurate. Agents are encouraged to utilize the assessor data as a source, as it provides an easy way to verify the number of bedrooms, bathrooms, finished square footage, year built, lot size, and more for a given property. Click the link in Paragon to locate assessor data by county or municipality.

If the assessor data is not available, or the listing agent believes another source is more accurate, there are also options for Appraiser, Blueprint, Builder, List Agent, or Seller. Other should only be selected when none of the other options apply, and should not be used as a workaround to independently verifying listing information. Regardless of the source, please double check the data you are entering for accuracy.

*** Supra Hot Tip, Keybox access hours change with end of Daylight savings 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 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.

*** Days on Market Explained

There are two types of days on market counts in the MLS:

- **DOM** = the number of days an **individual** MLS # has been actively marketed (Active, Offer-Bump, or Offer-Show status). The DOM resets each time a new MLS # is entered.
- **CDOM** = the **cumulative** number of days a property has been actively marketed. This includes the DOM from previous MLS #'s unless the property was off-market for at least 31 days between listings.

A few notes:

- In order to enter a new MLS #, a new listing contract must be secured (an amendment does not suffice). If a new listing contract is not obtained, the new listing will be deleted and a fine of \$50 will be assessed.
- Days on market do not accumulate while a listing is in Delayed, Withdrawn by Seller, or Offer-No Show status.
- To ensure a DOM count of 0, a listing must be entered **on** the list date.

MLS Officers/Directors

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Rock County Housing Statistics

Madison, WI—Mortgage rates continued to rise in October, softening demand pressure slightly as we move into the off-peak housing market. Existing home sales fell by just 7.2% in October 2023 compared to October 2022, which is the first time since August 2022 that the annualized decline in sales has been in the single digits. The median price rose 7.7% to \$280,000 over that same 12-month period.

Regionally, all but one region had sales decline by less than 10% over the past 12 months. Specifically, compared to October 2022, sales dropped between 66.1% and 6.3% in three regions – the North, Northeast and Southeast – and sales fell 8% in the South Central region and 9.7% in the West region. The Central region dropped 11.2% over the past year.

Mortgage rates averaged 7.62% in October, which is up from 7.20% in September, and up from 6.90% a year earlier.

This continues to be a strong seller's market with just 3.3 months of supply, which is well short of the benchmark of six months that signals a balanced market. Still there has been continued improvement in supply compared to a year earlier with just 2.7 months of supply.

Joe Horning, 2023 Chair of the WRA Board of Directors, **IMPROVEMENT IN NEW LISTINGS**: “The largest source of housing supply by far comes from sellers listing existing homes, so it is encouraging to see our new listings grow on a year-over-year basis. Hopefully this trend continues and leads to more affordable options for first-time buyers in the coming year.”

Michael Theo, WRA President and CEO tells us, **OPPORTUNITIES IN OFF-PEAK SEASON**: “This is still a challenging market for buyers, but at least we are seeing some slight improvement on the supply side. This is a good time for buyers to remain engaged with their REALTOR®. Price pressure typically softens a bit in the off-peak season because there are typically fewer competitors during the late fall and winter months.”

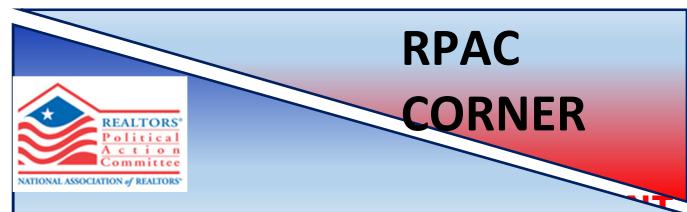
Dave Clark, Marquette University Economist and WRA Consultant, **ONGOING PROGRESS ON INFLATION**: “The actions of the Federal Reserve Bank have helped ease inflationary pressures, which will likely cause the Fed to pause its rate hikes for the remainder of the year. And, while the growth of real GDP was quite strong in the third quarter, there are signs that consumer expectations regarding the future are beginning to wane. This is actually good news as it suggests that the Fed won't need

to increase short-term interest rates to further slow the economy.”

Rock County Housing Statistics—The median price for October 2023 is \$250,000 and for the month of October in 2022 it was \$244,950 that was an increase of +2.1% and the **Sales** for October 2023 is 197 and October of 2022 was 182 that was an increase of +8.2%. In October of 2023 there was 3.2 months of **inventory** and in October of 2022 there was 2.7 that was a +18.5% change. Average **days on the market** in October of 2023 was 64 and October of 2022 was 76 that was a -15.8% change.

Statewide Housing Statistics—The median price through October 2023 is \$287,000 and through October of 2022 it was \$265,000 that was an increase of +8.3%. The sales through October of 2023 is 54,045 and through October of 2022 was 67,571 and that was a -20.0% 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.



DAY 2024

Your voice, your impact. Be part of shaping Wisconsin's real estate future.

Join us at REALTOR® & Government Day (RGD) to amplify your voice and advocate for your business, industry and clients. Come together with REALTORS® statewide to meet in person with state lawmakers to champion priorities vital to the real estate industry, homeownership and property rights in Wisconsin.

2024 event highlights

- Advocacy update from the WRA
- Lawmaker meetings at the Capitol
- CE credit for your attendance*
- Gov. Evers invited as event guest speaker
- REALTOR® group photo
- Complimentary post-event cocktail reception
- Register at www.WRA.ORG

Wishing all December 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 December: Pearl Harbor 7th, Dinner Dance 15th, Winter Begins 21st, Christmas Eve 24th, Christmas 25th, New Years Eve 31st.

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:

Nancy Delgado, Mardel Realty Group LLC
Olivia Martinez-Pergolski, Mardel Realty Group LLC
Kelsey Fagan, Dickerson & Nieman Realtors
Zach Thompson, Dickerson & Nieman Realtors

Members Leaving:

Christen Valente, Shorewest Realtors

Office Name Change:

Inlanta Mortgage to Guild Inlanta Mortgage

Members Transferring:

Sara Reque, Blackhawk Bank to First Community Credit Union



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 2024

February 8, 2024

May 9, 2024

August 8, 2024

November 7, 2024

"Thank you Beth Hanthorn for being our orientation instructor, very much appreciated.

**RECIPES****CHRISTMAS CAKE****CAKE:**

2 1/2 c. flour
1 c. buttermilk
1 1/2 c. vegetable oil
1 tsp. baking soda
1 tsp. vanilla
2 oz. red food coloring
1 1/2 c. sugar
1 tsp. unsweetened cocoa powder
1 tsp. white vinegar
2 lg. eggs

Preheat oven to 350°. Mix all ingredients well. Spray 3 (9-inch) cake pans with nonstick cooking spray. Divide batter into pans and bake for 20 minutes. Cool on wire racks in pans for 10 minutes, then turn out and cool completely.

FROSTING:

1 1/3 sticks butter, softened
10 oz. cream cheese, softened
1 lb. powdered sugar
2 c. chopped pecans

Beat butter and cream cheese until smooth. Add sugar and beat until fluffy. Fold in 1 1/2 cups pecans and frost cake. Top cake with another 1/2 cup chopped pecans. Refrigerate at least 1 hour before serving.

CHRISTMAS WREATHS

These are pretty sweet, but wonderful pop of color on your cookie platter!

1 stick butter or margarine
30 marshmallows
1/4 tsp. green food coloring
1/2 tsp. vanilla
1 1/2 c. corn flakes
Cinnamon candies
Silver drop candies

Melt butter and marshmallows in top of double boiler. Add food coloring, vanilla and corn flakes, and blend. Shape gently into wreath forms with your fingers while mixture is still warm. Dip your fingers as necessary in cold water to prevent sticking. Decorate with cinnamon candies as holly berries and little silver drops for lights. Very pretty and quite tasty!

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.

DECEMBER BIRTHDAYS

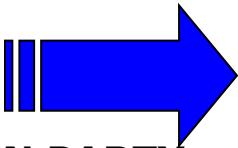
3	John Mansur
5	Kimberly Disch
9	Melanie McNeill
11	Bobbi Jo Statton
12	Bradley Mainelli
	Nicole Clift
13	Aaron Dobbs
14	Larry Niquet
	Debora Cappello
15	Janice Snippen
	Marianne Walker
16	Konya Schuh
	Bonnie Collins
17	Erica Nenno
18	Sherri Shaw
22	Timothy Shortreed
29	Deb DeWitt
30	Gretchen Kingsley
	Stephanie Mawhinney
31	Mary Adamson



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.

**REGISTER
NOW!** 
**ANNUAL
ROCK-GREEN PARTY
(CUT OUT AND SEND)**

DATES TO REMEMBER

7

DECEMBER 2023

December 14, MLS B.O.D. meeting, Assoc. Office 9 A.M.
December 15, Rock-Green "Light the Night" Cocktail Party 6 P.M.
December 21, Assoc. B.O.D. meeting, Assoc. Office 9 A.M.
December 25-26, Association office closed for Christmas

UPCOMING EVENTS 2024

Jan. 1-2, Association office closed for New Years.
Jan. No Meeting MLS B.O.D. meeting, Assoc. Office 9 A.M.
Jan. 18, Assoc. B.O.D. meeting, Assoc. Office 9 A.M.
Feb. 3, Cornhole Tournament at Emmy's Bar

JANUARY BIRTHDAYS

3	Rachel Larsen	20	Colleen Nelson
4	Cynthia Briggs		Kyle Carrier
	Joseph Sarow	21	Angelica Figueroa
5	Mary L Hively	22	Jim Reilly
6	Linda Steinke	23	Jordan Zwickl
	Charla Piper		Kassandra Dixon
10	Caitlin Schmitt		Briana Skog
11	Janine Birkhimer	24	Beth Hanthorn
	Kenneth Pizzurro	25	Macy Walter
12	Carol Thiel	26	Julie Raese
16	Jason Sheridan	29	Melani Phillips
17	Preston Coutts	31	David Neuville
19	Tony Dransfield		
	Kelly Badertscher		

Please make sure when you have any changes to your information (email, address or change of office) contact:

sue@rockgreenrealtors.homes

"Light the Night"
December 15th 6 – 10 P.M.
at the Janesville Country Club

Music, Dancing, Heavy Hors D'Oeuvres a delish Signature Cocktail and Cash Bar. \$25 a person.

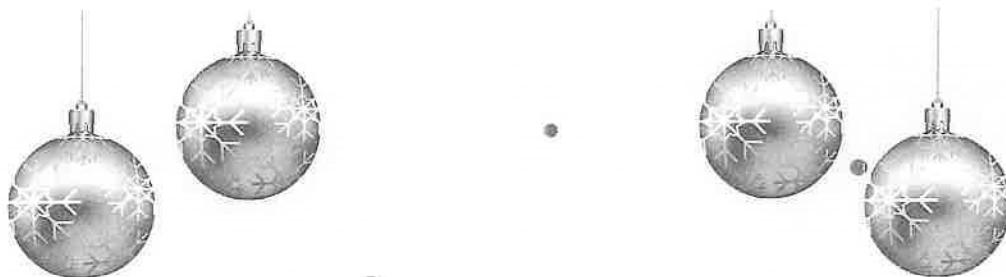
RSVP and receive a beverage ticket and a gift.

We need these reservations for a count. You can pay by check (to Rock-Green), cash or Venmo (@ROCKGREEN-REALTORS)

You can use this form or call in (608)755-4841:

Names: _____

Payment Form _____ \$ _____



Rock-Green Realtors

INVITES YOU TO CELEBRATE

Light The Night

DECEMBER 15, 2023 6-10PM

JANESVILLE COUNTRY CLUB

Music, Dancing, Cash Bar, Signature Cocktail & Heavy Hors-d'oeuvres
\$25 Per Person

RSVP by 12/07/2023
for a complimentary beverage ticket and gift

Attendee Names

CASH | CHECK | VENMO @ROCKGREEN-REALTORS

Checks payable to: Rock-Green Realtors Assoc.

4451 Woodgate Dr. Suite 100

Janesville, WI 53545

608.755.4841

Payment Form: _____ Amount: _____

Playlist Suggestion:
