



The Real Scene

ROCK-GREEN REALTORS® Association, Inc.

www.RockGreenRealtors.Homes

A word from your President **By Jeff Zuelke**

Happy February! Hard to believe we already have a month of 2024 under our belts!

On February 7th the WRA is sponsoring REALTOR® and Government Day and the Rock-Green Association is providing a bus to assist Association members with travel to attend the WRA event. The cost of transportation is a measly \$10 and includes transportation to and from the event as well and drinks and snacks on the ride. For more information about the bus trip, please contact Vicky at the Association office, right away, as seats are filling up fast. This is a great opportunity to meet with your elected officials and discuss with them your concerns as it pertains to real estate matters in Rock County and Wisconsin. Here is a link: https://youtu.be/Hrk_wi0sJoo?si=9uQ0RczNzZLvf2dc that will provide additional information about the event. This is a day well spent!

On March 7 we are having our first membership meeting of 2024. This meeting will take on a different twist as we will have a panel discussing “The Evolving Market of Real Estate”. This is your chance to learn from those that have had several years of experience in real estate and to ask questions to help benefit your personal business. In addition to the panel, we will have members of the Janesville Assessor’s office speaking and answering your questions about the 2023 reassessment. More details will be forthcoming, soon so, keep your eye out for additional information and for sign up information.

I want to thank all those who have agreed to participate on the various Association committees and, especially, those that have agreed to chair those committees. Without your help and participation, many of the things that happen within our Association would not be possible. We very much appreciate all of you giving of your time and energy.

For those not on a committee, please feel free to reach out with any suggestions you might have that will benefit our Association. As mentioned, one of our goals is engagement and we would much appreciate yours, too.

All the best for success in 2024!

Happy February!

Jeff



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The Real Scene is published by the
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PH # 755-4854 | FAX # 755-4843
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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:



I don't know about anyone else but I am glad this dreary month of January is past us. I am in need of some greatly missed sunshine. I do hear that it is coming soon. Spring is just around the corner and I sincerely hope you all start to get busy and start this year off with a bang. I am hoping you all have time to attend our functions this year. It should be a great year to get together and have some great learning and a little fun with it.

Please join us at our annual fundraiser, this year it will benefit Project 16:49, this will be on February 3 at Emmys Bar in Janesville. There will be a Cornhole Tournament with a minimum of six games played per team. You do not have to play to attend. Join us to help cheer on the players and don't miss out on having a chance to win a great basket or two.

Make sure to register for Realtor & Government Day this year. It will be in Madison on February 7th. You can register for free at: www.wra.org/RGD2024 More info in the RPAC Corner. We are also offering a bus ride to Madison this year. Register at the Association office for the bus after you register for the event online at the link above. Or call me and I will do it for you.



STILL Looking for help with our events for 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**

**2023-2024 ASSOCIATION
COMMITTEE LIST**

BUDGET/FINANCE

Jerry Morse, Co-Chair
Blair Winn, Co-Chair
Neil Kerwin
Colleen Nelson
Jeff Zuelke

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

Kassi Dixon, Chair
Stephanie Mawhinney, Co-chair
Kelly Falk
Heidi Krenz-Buchanan
Patricia Leak
Andrea Mroz
Kim Nickols
Lynnette Wirth
Vicky Kreyer

**MEMBERSHIP/Education/
Program/Communication**

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

NOMINATION

Jeff Zuelke, Association Chair
Kassi Dixon
Tammy Cherry
Jennifer Moran
Kathleen Stump, MLS Chair
Chris Burton
Rebecca Bittner

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

PERSONNEL

Jeff Zuelke, Association Chair
Jerry Morse
Heidi Krenz-Buchanan
Neil Kerwin
Colleen Nelson
Blair Winn
Katie Stumpf, 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)
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

Jeff Zuelke - Chair
Connor Fox
Colleen Nelson
Mary Gilbank-Peterson
Kassi Dixon
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

February 3, Cornhole event to benefit Project 16:49 at Emmy's bar in Janesville.

February 7, Realtor & Government Day in Madison.

***February 29**, New Member Orientation at the Association office at 9:00 A.M.

***March 7**, Membership Meeting at The Barn on Prairie, 9 A.M. to Noon.

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)

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 REALTORS®

This is a reminder that your CE is due every two years ending in the even year #rs. Since this is 2024 yours are due this year.

ANNUAL DUES

We are happy to let you know we will again this year, do a Pre-Payment Plan to help you with your 2025 Annual Membership Dues. Pay any amount toward your dues from now until August 31st for just a one-time \$5 service fee and if you pay in full there will be no fee. You can pay monthly, quarterly or any payment schedule. Call Sue for more information. 608)755-4841

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.

*** REVISED FORMS 2024

Optional use date is December 1, 2023

Mandatory use date is January 1, 2024

LISTING CONTRACTS:

WB-1 Residential Listing Contract-Exclusive Right to Sell

WB-2 Farm Listing Contract-Exclusive Right to Sell

WB-3 Vacant Land Listing Contract-Exclusive Right to Sell

WB-4 Residential Condominium Listing Contract-Exclusive Right to Sell

WB-5 Commercial Listing Contract-Exclusive Right to Sell

WB-6 Business Listing Contract-Exclusive Right to Sell

WB-37 Residential Listing Contract-Exclusive Right to Rent

BUYER AGENCY AGREEMENTS:

WB-36 Buyer Agency Agreement

WB-38 Commercial Buyer Agency/Tenant Representation Agreement

TENANT REPRESENTATION AGREEMENT:

WB-39 Tenant Representation Agreement

OFFERS TO PURCHASE:

Will include Wire Fraud Notice

WB-11 Residential Offer to Purchase

WB-12 Farm Offer to Purchase

WB-13 Vacant Land Offer to Purchase

WB-14 Residential Condominium Offer to Purchase

WB-15 Commercial Offer to Purchase

WB-16 Offer to Purchase-Business With Real Estate

WB-17 Offer to Purchase-Business Without Real Estate

WB-24 Option to Purchase

WB-47 Amendment to Buyer Agency/Tenant Representation Agreement

WRA:

WRA-ADO Addendum o to the Offer to Purchase-Occupancy Agreement
WRA-CP Listing Contract to Lease
Commercial Property-Exclusive Right to Lease
WRA-PMA Property Management Agreement

Friendly reminder that all listings need to have the correct contract dates. They must match in Paragon and the contract. If you are not able to correct the dates; contact Sue at sue@rockgreenrealtors.homes or 608-755-4841

MLS Officers/Directors

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Rock County Housing Statistics

Madison, WI—New listings of Wisconsin existing homes rose 6.3% in December, compared to that same month in 2022, and this led to an increase in total listings of 0.9% over that same period. Although the months of available supply did improve 25% over the last 12 months, the market continued to show a seller's advantage with just 2.5 months of supply in December. This is well below the benchmark of six months that indicates a balanced market.

Mortgage rates experienced improvement for the second straight month. The average 30-year fixed-rate mortgage was 7.62% in October, 7.44 in November and 6.82% in December. The December 2023 rate was about a half percent higher than the rate in December 2022.

Mary Jo Bowe, 2024 Chair of the WRA Board of Directors, **WINTER OFFERS OPPORTUNITIES FOR BUYERS**: "For the third straight month, new listings have increased year over year, and now total listings are also up slightly. Although this is still a strong seller's market, there are opportunities for buyers during the winter season since there is less competition, and sellers who list their homes during the winter are often more highly motivated to sell."

Tom Larson, WRA President and CEO tells us, **CONTINUED PROGRESS ON MORTGAGE RATES IMPROVES AFFORDABILITY**: "It was good to see the 30-year fixed mortgage rate fall below 7%, and while affordability is lower than it was in December 2022, it has improved by about 13% since hitting bottom in August and September 2023. We look forward to continued improvement in mortgage rates in 2024."

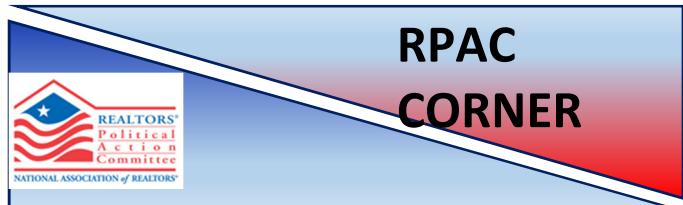
Dave Clark, Marquette University Economist and WRA Consultant, **IS THE FED READY TO CUT SHORT-TERM INTEREST RATES?**: "In its December meeting, the Federal Open Market Committee, which is the Fed committee that sets short-term interest rate targets, lowered its inflation projections for 2024 and decided to keep rates steady. The committee also signaled that it's likely to cut the Federal Funds Rate by 75 basis points in 2024. The Fed is clearly less concerned about overheating the economy and thereby fueling inflation, which is positive news. Hopefully these lower inflationary expectations also lead to further improvement in mortgage rates in 2024."

Rock County Housing Statistics—The median price for December 2023 is \$233,250 and for the month of December in 2022 it was \$232,000 that was an increase of +0.5% and the **Sales** for December 2023 is 146 and December of 2022 was 159 that was a decrease of -8.2%. In December of 2023 there was 2.5 months of **inventory** and in December of 2022

there was 2.0 that was a +25.0% change. Average **days on the market** in December of 2023 was 66 and December of 2022 was 68 that was a -2.9% change.

Statewide Housing Statistics—The median price through December 2023 is \$271,000 and through December of 2022 it was \$251,000 that was an increase of +8.0%. The sales through December of 2023 is 59,554 and through December of 2022 was 73,058 and that was a -18.5% 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.



REALTOR & GOVERNMENT DAY 2024

Brief overview of some issues that could be discussed at Realtor & Gov't Day.

Changes to Wis.Chap.452 real estate practice; WI Statute Chap. 452 governs real estate brokerage practice, limitations on legal actions, investigation and discipline of licensees, and the duties and powers of the Real Estate Examining Board (REEB). Real estate brokers and salespersons are regulated by the WI Department of Safety and Professional Services (DSPS) as well as the REEB, which protects WI property buyers and sellers by ensuring safe and competent practice. A new bill proposes a series of changes to create a safe harbor against liability for licensees to use government information if attribution to the government source is provided, creates specific disclosures to consumers in contracts when contractual rights are being assigned to another, and provides consistency in the statute and administrative rule relating to disclosure obligations by real estate agents.

Licensee advertising of FSBO properties; The WRA opposes SB 394/AB 407, a bill that aims to exempt real estate licensees from vital consumer protections such as inspection, disclosure and other duties. The removal of these license law requirements is a detrimental step that would undermine safeguards for consumers.

Addressing discriminatory covenants and deed restrictions in Wisconsin; The WRA supports SB 439/A 444, which proposes to create a process that allows a property owner to act when a discriminatory restriction or covenant is recorded on their land.

JOIN YOUR FELLOW REALTORS® AS ONE VOICE
ON Feb. 7, 2024 in Madison. And, earn one hour of CE credit for the 2023-24 WI real estate biennium! Simply attend RGD and complete and pass the CE course exam.

Wishing all February 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 February: 2nd Ground Hog Day, 14th Valentine's Day, 24th Full Moon.

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:

Morgan Galloway, C21 Affiliated Beloit
 Jennifer Garczynski, Coldwell Banker The Realty Group
 Keira Wilson, Shorewest Realtors
 Drew Rollette, Shorewest Realtors
 Debra O' Leary, Coldwell Banker The Realty Group
 JR Sheldon, Coldwell Banker The Realty Group

Members Transferring:

Shannon Weis, Making Dreams Realty to Realty Executives Premier



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 29, 2024

May 9, 2024

August 29, 2024

November 7, 2024

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



RECIPES

RASPBERRY MOUSSE CHEESECAKE

A simple version, but still delicious!
 Complements of The Olive Garden.

FILLING:

2 (8 oz.) pkg. cream cheese, softened
 1/2 c. sugar
 2 lg. eggs
 1/2 tsp. vanilla extract
 1 (9") prepared chocolate crumb crust



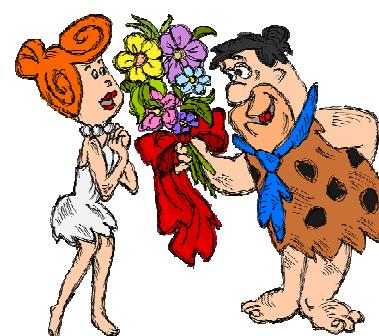
RASPBERRY MOUSSE:

1 1/2 tsp. unflavored gelatin
 2 T. cold water
 3 T. seedless raspberry preserves
 1 tsp. fresh lemon juice
 3/4 c. heavy cream
 2 T. sugar

Filling: Preheat oven to 325°. Beat all ingredients in mixing bowl until smooth. Spread mixture into crust. Bake 35 to 40 minutes, until center is just set. Cool 30 minutes. Refrigerate 1 1/2 hours.

Raspberry Mousse: Sprinkle gelatin over water in microwave-safe bowl. Let stand 2 minutes. Microwave on HIGH for 40 seconds; stir until gelatin is dissolved. Gradually whisk in preserves; add juice. Refrigerate 10 minutes, until cold. Beat cream and sugar in bowl to stiff peaks; fold into raspberry mixture. Spread mousse on top of cheesecake. Refrigerate 1 hour, until set.

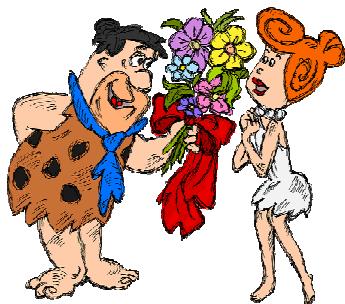
If you have a recipe you would like to share email: sue@rockgreenrealtors.homes
 Make sure you have copyright permission.
 Barb Tapovatz Tried' n True



FEBRUARY BIRTHDAYS

2	Jeff Zuelke
	Rosalind Voegeli
4	James Coutts
	Daniel Knull
5	Johnathan West
7	Kevin O'Leary
12	Troy Angus
13	Connor Fox
14	Lori L Whiting
17	Debra O'Leary
18	Christopher Burton
19	Christine Sweeney
22	Julie Budrow
	Dan Kindl
23	Gary Getchel
	Ed Hanson
24	Pat Bellinghiere
25	Lynne Forrestal
	Kristin Hoff-Filak
26	Morgan Galloway
29	James P Seichter

Happy belated birthday to William (Bill) Perkins.



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

Please make sure when you have any changes to your information (email, address or change of office)
PLEASE contact:
sue@rockgreenrealtors.com.es

DATES TO REMEMBER

7

FEBRUARY 2024

- February 3, Cornhole Tournament at Emmy's Bar
- February 7, Realtor & Government Day, Madison
- February 8, MLS B.O.D. meeting, Assoc. Office 9 A.M.
- February 15 22, Assoc. B.O.D. meeting, Assoc. Office 9 A.M.
- February 29, New Member Orientation, Assoc. Office, 9 A.M.

UPCOMING EVENTS 2024

(Save the Date, March 7)

- Mar. 7, Membership Mtg, The Barn on Prairie, 9 a.m. to noon
- Mar., No MLS B.O.D. meeting, 9 A.M.
- Mar. 21, Assoc. B.O.D. meeting, Assoc. Office 9 A.M.

MARCH BIRTHDAYS

1	Mason Simmons	12	Amber Baker
4	Joe Saladino		Zach Thompson
	Ashlyn Ellefson	17	Wendy Bumgarner
5	Eric Kim		Edward Calusinski
6	Tom Humpal		Drew Rollette
	Jesse Bunn	19	Kathy Parish
7	Mark Newbury	21	Adam Briggs
9	Dan Pergolski	24	Margaret Labus
	Shirley Carlson	25	Shannon Bever
	Joel Patch	28	Jeff Myers
11	Kelly McPherson	29	Joseph Hansen
			Chris Collins

APPRAISER CORNER

Appraiser Career

Launch your real estate appraisal career with resources from the WRA.



Appraisers estimate the value of a property, which can be a home or commercial property as well as vacant land.

Find out more

- [Wisconsin appraiser pre-license education](#)
- [Wisconsin appraiser license requirements](#)
- [Appraiser continuing education](#)
- [Appraisal Foundation website](#)
- [Become a member of the WRA](#)



To Pre-Register email Weis.josht@gmail.com

CORNHOLE TOURNAMENT

Saturday, Feb. 3
@ Emmy's Bar in Janesville
11 a.m. Registration
Bags Fly @ Noon



REGISTER AT wra.org/RGD



The first 400 people through the doors
will receive a free WRA branded scarf!
FOR JUST \$10
SIT BACK AND RELAX
HAVE FUN AT THE RECEPTION
ENJOY THE SAFE RIDE TO AND FROM MADISON
CALL THE ASSOCIATION 608) 755-4854
OR EMAIL VICKY@ROCKGREENREALTORS.HOMES

Rock-Green REALTORS® Association, Inc.

Rock-Green Membership Meeting and 1st Master Mind Series

March 7, 2024 @ The Barn on Prairie, 9 A.M. till NOON

9 a.m. to 9:30 a.m. Mingle time W/Bloody Mary Bar

9:30 a.m. to 10:30 a.m. Guest Speaker, Michele Laube

10:30 a.m. to Noon, a Mastermind Panel on the subject of...

“The Evolving Market of Real Estate”

Save the Date and plan on attending.

**SAVE
THE
DATE**

Scan the QR Code or click link for info
<https://www.punchbowl.com/parties/644e8b6d28e8c615c13d>

