



The Real Scene

ROCK-GREEN REALTORS® Association, Inc.

www.RockGreenRealtors.Homes

A word from your President By Jeff Zuelke

What an excellent Mastermind event we had at the Barn on Prairie!! A Lot of great ideas shared, and a lot of great information exchanged! Thanks to all the panelists for your sharing and participation! And, thanks to all who attended and participated, it was time well spent!

Our Association is best when everyone is engaged. We have several excellent opportunities upcoming where you can attend, participate and learn. We have the Broker's Roundtable event on June 26 for our Brokers and office managers, the Music at the Marv event on June 11, the Rock-Green Safety Membership Meeting on August 7 and many other opportunities to get involved throughout the upcoming months. Your attendance and participation in any or all of these events would be welcome and appreciated.

Finally, as many of you are already aware, the updated date for the implementation of the NAR rules as a result of the settlement will be August 17, 2024. We, as a board, continue to work toward compliance with these new rules and will keep you updated as things progress.

We appreciate and are grateful for all our members!



Happy June!

Jeff

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JUNE 2024

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Attention Affiliates: We are starting an Affiliate Sponsor Program. The looks and cost could vary with every event. The difference is that you can now bring/use a table to showcase your place of business. The first ½ hour is set for a time for attendees to mingle with sponsors. The fee could be monetary and/or food related. Call Vicky at the Association office for more information, or if you have any suggestions to help us showcase you, our affiliate members.

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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:

Happy June Everyone! Temps are warming up and wishing that sales start going up for all. We have many events coming up for our Association and hope that you can attend one or a few of these events. There is a list of events located in this issue of "The Real Scene".

Check them out and see if you can attend these all important meetings. You can also see what future events we have in store for you. Check back as we are always updating this list for your education, entertainment or Membership enhancements.

Mastermind Meeting | May 23, 2024



Thank you to all that attended the May 23 Mastermind meeting. Also, a big thank you to our speakers for the day. Jennifer Moran for keeping the meeting running smoothly and Dawn Radke, Maggie



Littlefield and Anne Chapman for being our panelists for the day. And, for our meeting sponsors. Silver Stag Inspections, Land Title, Keller Williams Realty and Brabazon/Title Team. All Greatly Appreciated



Have a little time? Help with our events for 2024.

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 to volunteer, 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
Vicky Kreyer

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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

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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
Amy Betker-Steffensen
Connor Fox
Neil Kerwin
Jennifer O'Connell
Jeff Zuelke
Kassi Dixon
Sara Reque

NOMINATION

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

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 Shult
Jeff Zuelke



CORE STANDARDS COMMITTEE

Jeff Zuelke - Chair
Connor Fox
Colleen Nelson
Mary Gilbank-Peterson
Kassi Dixon
Wade Williams
Diana Stoehr
Vicky Kreyer

ANNOUNCEMENTS

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Rock-Green Future Events

SAVE THE DATES

June 11, Music at The Marv, Rock-Green will have volunteer pourers. Go see them.

***June 26**, Brokers Round Table (for Brokers or office managers) 10 – 11:30 A.M. at Associated Bank

***August 7**, REALTOR® Safety Meeting @ Amerikick in Janesville. 9 – 10:30 A.M. More info to come.

Aug. 29, New Member Orientation @ the Association office. 9 a.m.

Sept. 29, thru Oct 1, WRA Convention at the Kalahari. Watch for Registration

***Oct. 3**, Golf Outing, Glen Erin/The Celtic House

***Oct. 9**, RPAC Annual Event @ The Beloit Club.

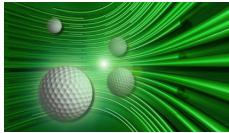
***Nov. 13**, Mastermind Mtg, time TBD, Business planning/marketing strategies for 2025.

(There are sponsor opportunities available, call me)

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**.



**Annual Rock-Green
Golf Outing**



The Annual Golf

Outing has been scheduled.

SAVE THE DATE It will be on

October 3, 2024. Golf will be at Glen Erin golf course and dinner at The Celtic House. To register, scan the QR Code. There will be more information to come. Stay tuned.....

NEW COMPENSATION RULES

Keep the date of August 17 in mind. That's when offers of compensation are no longer allowed on MLS listings. NAR's latest (type in your browser) "Window to the Law" video there is a special series on MLS practice changes—which has info on how the new rules will impact broker compensation and how to communicate offers of compensation off the MLS.

able to do the things we do for our membership! See a committee you would like to join? Call the Association, 608-755-4854

ANNUAL DUES—Pre Pay Plan

You can still do a Pre-Payment Plan to help you with your 2025 Annual Dues. Pay ahead either monthly, quarterly or any payment schedule. Call Sue for more information. 608)755-4841 Refunds can be available before December 31, 2024 of pre-paid dues if you choose to not renew for 2025.

MLS INFORMATION:

***Update on Scheduling Showings Between Metro MLS, ROCK-GREEN MLS, SCWMLS

On April 8, Metro MLS moved to Aligned Showings and turned off ShowingTime within their MLS system. Metro agents are no longer able to click a button within their MLS system to schedule showings on ROCK-GREEN MLS, SCWMLS listings. Metro agents can contact you via phone or email to schedule showings manually, or they can access the ShowingTime system at <https://www.showingtime.com> or via the ShowingTime app and pull up ROCK-GREEN, SCWMLS listings by address or MLS number.

Within Paragon & WIREX, you are no longer able to click to schedule a showing on Metro listings (those prefixed by MM). Our intent is to add a button for the Aligned showings product on Metro listings within Paragon and WIREX, but we are waiting on programming from Aligned. We unfortunately do not have an ETA as to when this will be done.

Our Board of Directors continues to monitor progress of the Aligned product as a potential replacement for ShowingTime.

*** Searching by MLS Remarks

Did you know the MLS Remarks section of a listing is searchable? Within the Advanced Criteria section of your search options (at the bottom under Search), you will find the Remarks search prompt. Simply type in the work or words you are looking for.

For example, if your buyer would like a property that has a large garden space, type large garden and your search results will include properties for which the listing agent has included the words large garde4n in the remarks. You can also string together multiple words. For example, if your buyer would like a home on a secluded lot, you could type secluded (tab) private (tab) isolated.

Your search will bring back properties for which the listing agent has included any of these words in the remarks. Give it a try the next time you are looking for something there is not a specific search feature for. Also, when composing your remarks, make sure to mention special features not covered elsewhere in the listing features.

*** Walworth County Listings Now Imported from WIREX

Since June 2017, we have imported over 32,000 listings from other MLSs, via WIREX, directly into your SCWMLS database to make it easier for you to find them. These listings are located in the counties our SCWMLS members typically list and sell in. The MLS numbers for these listings are prefixed by 2 letters to make the MLS number unique, and to identify them as listings that originated in a different MLS system (ex: MM for Metro, NE for Northeast).

As of 5/13/24, we added Walworth County listings to these imports, for a total of [21 counties covered](#). This means that all current Walworth County listings (plus sold and expired listings with a list date of 1/1/24 and later) can now be found directly within the main SCWMLS database. It is no longer necessary to switch to WIREX to see listings in Walworth County.

More information on Paragon.

*** SCWMLS Partners with CubiCasa to Provide Free Floor Plans

The SCWMLS is excited to announce a partnership with CubiCasa, an easy-to-use app to create floor plans.

The CubiCasa app is free, and our partnership provides members a 25% discount for add-on products such as adding furniture, including gross living area (very valuable for appraisers), 6-hour rush delivery, plans over 5,000 square feet, and 3D plans.

Link on Paragon to access the SCWMLS portal to load the app and capture your 25% discount. When asked for MLS Login ID, please enter your **Paragon Login Name**.

More detailed information about CubiCasa can be found [at](#) the link on Paragon. You can also attend a live webinar with representatives from CubiCasa:

A link on Paragon to register for June 5
A link on Paragon to register for June 13

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

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Rock County Housing Statistics

Madison, WI—Strong buyer demand combined with ongoing improvement in listings pushed existing home sales up dramatically and put pressure on prices. Compared to April 2023, home sales rose 25.7% in April relative to that same month last year, and the median price rose 6.4% to \$300,000 over that same 12-month period. On a year-to-date basis, sales were up 12%, and the median price increased to \$285,000, which is a 6.5% increase compared to the first four months of 2023.

The statewide inventory situation continues to improve. New listings of homes rose 13% in April 2024 compared to April 2023, and total listings were up 6.1% over that same period. Although the market remains a strong seller's market statewide with less than six months of available supply, the months of inventory improved 14.8%, from 2.7 months in April 2023 to 3.1 months in April 2024.

Rising prices and mortgage rates more than offset modest growth in family income, leading to a 10.1% decline in statewide affordability over the last 12 months.

Mary Jo Bowe, 2024 Chair of the WRA Board of Directors, **CONTINUED GOOD NEWS ON HOUSING**

SUPPLY: “We’ve got a way to go before the market becomes balanced, but at least it’s moving in the right direction. The growth trend in listings has really helped our sales this year, and it bodes well for robust growth this summer.”

Tom Larson, WRA President and CEO tells us, **MILLENNIAL DEMAND RESILIENT EVEN AS MORTGAGE RATES RISE:** “There are significant unmet housing needs for millennial buyers, the oldest of whom are now in their early 40’s. Even though average monthly mortgage rates have been increasing throughout 2024, millennials remain committed to homeownership, which is a big reason home sales have rebounded this year.”

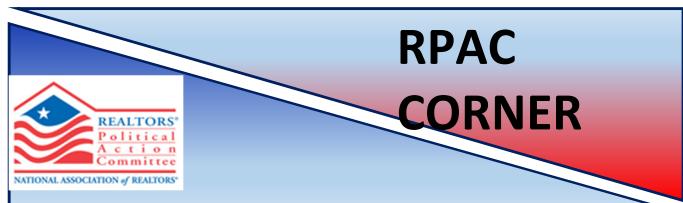
Dave Clark, Marquette University Economist and WRA Consultant, **MODERATING HOME PRICE**

APPRECIATION: “A comparison of April housing prices in Wisconsin shows median prices up just over 40% since the pandemic hit in 2020. A lot of that increase took place between 2020 and 2022, when median prices rose almost 25% in total. In contrast, the last two years have seen 12-month home price increases of just 5.4% in April 2023, and only 6.4 in April 2024. Since homeownership expenses make up about one quarter of the overall weight of the Consumer Price Index, which is the index used to measure inflation, it’s good to see some moderation in home price appreciation. Hopefully this will continue as the Fed works to meet its 2% inflation target.”

Rock County Housing Statistics—The median price for April 2024 is \$288,000 and for the month of April in 2023 it was \$236,000 that was an increase of +22.0% and the **Sales** for April 2024 is 171 and April of 2023 was 139 that was an increase of +23.0%. In April of 2024 there was 3.1 months of **inventory** and in April of 2023 there was 3.0 that was a +24.0% change. Average **days on the market** in April of 2024 was 78 and April of 2023 was 72 that was a +8.3% change.

Statewide Housing Statistics—The median price through April 2024 is \$300,000 and through April of 2023 it was \$282,000 that was an increase of +6.4%. The sales through April of 2024 is 5,532 and through April of 2023 was 4,401 and that was a +25.7% 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.



Save the date for REALTOR® & Government Day, March 26, 2025, in Madison at the Monona Terrace! **Watch for Bus details, coming soon.**

PRESIDENTIAL VOTING STATISTICS IN SWING STATE WISCONSIN | A handful of swing states usually decide U.S. presidential elections. And, according to the University of Virginia Center for Politics, the 2024 presidential election could be decided by four states currently rated as “toss-ups” where either side could win: Arizona, Georgia, Nevada and Wisconsin. Wisconsin continues to be a highly competitive battleground state in presidential elections, where tens of millions of dollars pour into the Badger State in the form of political advertising and individual contributions to the candidates. While swing states in past elections can be determined by looking at how close the vote was in each state, determining which states are likely to be swing states in future elections requires estimation and projection based on previous election results, polling, voter turnout and other circumstances such as the strength and weaknesses of the candidates involved. In Wisconsin, we are living in a highly competitive era of presidential politics.

By Joe Murray, WRA Director of Political and Governmental Affairs

Wishing all June 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.

June happenings: 11th Music at the Marv 5-8 PM, 12th Membership Meeting 8:30 am – 11 am Barn on the Prairie, 13th MLS BOD meeting, 14th Flag Day, 16th Father's Day, 19th Juneteenth, 20th BOD Meeting, Summer begins, 21st Full Moon, 26th Broker Round Table.

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:

Vanessa Weber, C21 Affiliated Janesville
 Jennifer Branch, Mansur Real Estate LLC
 Erick Simplot, Keller Williams Realty Signature
 Ann Welsh, Blackhawk Community Credit Union

Members Transferring:

Mary Maxted, Keller Williams Realty Signature to Coldwell Banker Real Estate Group

Offices Leaving:

Epique Realty

Members Leaving:

Ben Gentile, Epique Realty
 Gary Loos, Mansur Real Estate LLC

**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
August 29, 2024
November 7, 2024

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

RECIPES**IRISH CREAM CHEESECAKE with MIXED BERRIES**

Begin preparing this luscious dessert the day before you plan to serve it.

CRUST:

1 c. graham cracker crumbs
 3 T. sugar
 3 T. butter, melted

FILLING:

3 (8 oz.) pkg. cream cheese, room temp.
 1 c. sugar
 2 tsp. vanilla extract
 1 c. sour cream
 1/3 c. Bailey's Original Irish Cream liqueur
 4 lg. eggs

TOPPING:

1 c. sour cream
 1/4 c. sugar
 1 pt. strawberries, stemmed & halved
 1/2 pt. raspberries
 1/2 pt. blackberries or blueberries
 Sugar

Crust: Preheat oven to 350°. Mix all ingredients in small bowl. Press crumb mixture onto bottom (not sides) of 9-inch springform pan with 2 3/4-inch high sides. Bake until brown, about 8 minutes. Transfer to rack and cool.

Filling: Using electric mixer, beat cream cheese, sugar and vanilla extract in large bowl until well blended. Beat in sour cream and Irish cream liqueur. Add eggs, one at a time, beating just until combined.

Pour filling over crust in pan. Bake until edges are puffed and center no longer "moves" when pan is shaken, about 50 minutes. Transfer cheesecake to rack and cool 10 minutes. Maintain oven temperature. Meanwhile, prepare Topping.

Topping: Mix sour cream and 1/4 cup sugar in bowl until smooth. Press down edges of top of cheesecake to flatten. Spoon topping over hot cheesecake. Bake 10 minutes. Transfer cheesecake to rack and cool. Cover and refrigerate overnight.

Combine fruit in large bowl. Season to taste with sugar. Release pan sides from cheesecake. Cut cheesecake into wedges and serve with berries.

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

JUNE BIRTHDAYS

2	Kierra Wilson
3	Rhonda Oshel
	Mike Venable
5	Andrea Morse
	Curtis Jacob
6	Alexandra Bowers
7	Nicole Duffy
	Matt Bonson
	Ryan Simons
8	Robert Simonson
9	Lindsay Markham
11	Nathan Anderson
12	Molly Leonard
13	Ellen Brown
	Stephanie Yarber
15	Jill Hocking
16	June Cook
17	Renae Becker
19	Wendy Lee
20	Heidi Krenz-Buchanan
	Christopher Campbell
25	Jennifer Skubis
28	Jennifer Moran
	Jennifer Garczynski
	Chris Slinker
30	Debbie Barden

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**

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.

DATES TO REMEMBER

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JUNE 2024

June 6-7, Vicky out of office (WRA BOD Meetings)

June 11, Music @ The Marv 6:30-8 P.M. Visit our volunteer folks and have them pour you a beverage. Free event, Free Parking, drinks \$\$

June 11, MLS B.O.D. meeting, Assoc. Office 9 A.M.

June 13, Vicky out of office (AEC Summer Meeting)

June 20, Assoc. B.O.D. meeting, Assoc. Office 9 A.M.

June 26, Brokers Round Table, meeting for Brokers/office managers

UPCOMING EVENTS 2024

No Meetings scheduled in July

August 7, Membership Mtg, 8:30 to 10 A.M. @ AmeriKick, see attached Registration Form for more information

August 8, MLS B.O.D. meeting, 9 A.M.

August 15, Assoc. B.O.D. meeting, Assoc. Office 9 A.M.

JULY BIRTHDAYS

3	Heather Spies	17	Al Herbst
	Kenneth Redeker	19	David Love
	Sara Reque	20	Lori Hagemann
4	Wayne E Jacobson	21	Steven Green
6	Verna Saladino	22	Stephen Biedermann
	Chris Tuescher		Rion Tovar-South
8	Becky Bittner	25	Andy Dongarra
9	Barb Smith		Chris Mayhew
	Melanie Simmons	26	Kimberly Nickols
	Sam Briggs	28	Carole Cullen
12	Mollie Podwell	30	Kirsten Williams
13	Gretchen Anderson		Jodi Stromberg
16	Becky Zuelke		
	Brittney Mansur		

August 29, New Member Orientation, 9 A.M. @ the Association Office

APPRAISER CORNER

Appraiser license renewal (CE)

The Wisconsin DSPS requires all appraiser licensees to complete 28 hours of CE during each two-year licensing period, seven which must be USPAP, in order to renew their license. The WRA offers appraisal DSPS-approved CE courses throughout the year to help satisfy this requirement.

Contact Info:

Wisconsin DSPS

Hill Farms State Office Building 4822 Madison Yards Way

Madison, WI 53705

Website: www.dsps.wi.gov

Email: dsps@wisconsin.gov

Phone: 608-266-2112 / toll-free 877-617-1565



Rock-Green REALTORS® Association, Inc.

PRESENTS:

ALL MEMBERS, THINK -- “SAFETY”



Powerful Self-Defense Keeps You Safe!
This is not just a workout—it is a life-saving skill. You will learn how to protect yourself and your loved ones even if that attacker is bigger and stronger than you!

AmeriKick Wisconsin is located at 461, 463 S Randall Avenue, Janesville
Located in: The Merry Groomer Pet Salon

This will be a valuable learning class! Please wear comfortable clothing, and be prepared to learn how to be safe and maybe, have a little fun.

August 7, 2024 | Registration 8:45 a.m.
Learning starts at 9:00 a.m. – 10:30 a.m.
Registration Deadline: August 1, 2024

Membership Meeting Registration Form—August 7, 2024

Please Print Names

NAME _____ NAME _____



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