



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! Crazy to think that it's already May. I may sound like a broken record, but this year is truly flying by. I am so ready for the warmer summer weather. The 80 degree weather we had several weeks ago was such a tease! But if it's any inclination of what is to come, we are in for a great summer!

I do just want to mention quick before I go into association related updates that interest rates are still strong and the market is still in a great position. Homes are still selling quickly so I think we are going to still be in the constant position of low inventory for the foreseeable future.

Onto association updates! The Community Involvement Committee has decided to move away from the Community Family Fun Fair and focus on some other community events throughout the year. The Rock-Green Bags Tournament will come back for a second year in January. The Committee is still working through some ideas but if anybody has some ideas on how to get the association more involved in the community through events or volunteering, please don't hesitate to reach out! Next the Dinner Dance Committee is switching gears and is now becoming the Rock-Green Social Committee. This name change allows for the Committee to plan other social events for the association instead of just focusing on the annual holiday party (which is in the works to make a comeback in December!) Lastly, the Rock-Green Golf Outing is taking place August 24th at Glen Erin. Information and registration has started to go out, but please don't hesitate to ask questions if you have any.

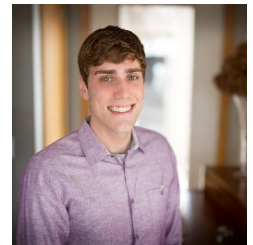
Just as a reminder that Vicky and Sue's emails have fully switched over to the .homes domain. Vicky's is vicky@rockgreenrealtors.homes and Sue's is sue@rockgreenrealtors.homes.

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

All the best,

Connor

Happy Mother's Day



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MAY 2023

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connorfox@c21affiliated.com

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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:



Well May Day has come and gone, hopefully with all the wet and cold weather. I am so ready for some spring time weather. Mother's Day is right around the corner on May 14th. Enjoy the day with your moms and/or with family. ❤️

Thank you to all that made it to REALTOR® & Government Day. It was a record event, there were over 700 registered guests. With over 500 in this photo from the steps of the Capital. As you can see in the photo below.



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
2020-2021 ASSOCIATION COMMITTEE LIST

BUDGET/FINANCE

Jerry Morse, Co-Chair
Blair Winn, Co-Chair
Neil Kerwin
Colleen Nelson
Connor Fox

BYLAWS

Blair Winn, Co-Chair
Jeff Zuelke, Co-Chair

DINNER DANCE

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

EQUAL OPPORTUNITY

Colleen Nelson, Chr.

GOLF OUTING

Gary Getchel, Co-Chair
Al Herbst, Co-Chair
Paula Carlson
Deb DeWitt
Devin Elliott
Kaye Fulton
Jeff Myers
Danielle Schmitz
Vicky Kreyer

GOVERNMENT

AFFAIRS/RPAC

Mary Gilbank-Peterson, Chair
Jackie Borgwardt
Chris Burton
Connor Fox
Heidi Krenz-Buchanan
Stephanie Mawhinney
Sarah McLean
Jennifer Moran
Paul Schieldt
Macy Walter
Jeff Zuelke

Community Involvement

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

MEMBERSHIP/Education/Program/Communication

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

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

NOMINATION

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

PERSONNEL

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

PROFESSIONAL STANDARDS

(UPDATING COMMITTEE)

TBD

Wade Williams Chair '13 (T-18)
Mediator (T-)
Paul Schieldt, Mediator '12 (T-18)
Andrea Morse, Griev. Chr '12(T-18)
Ombuds, Verna Saladino 21(T-)
Adam Briggs '12 (T-09)
Julie Budrow '2020 (T-)
Deb DeWitt '14 (T-18)
Kaye Fulton '12 (T-18)
Mary Gilbank '12 (T-18)
Eric Kim '16 (T-14)
Heidi Krenz-Buchanan '20 (T-)
Patricia Leak '20 (T-)
Krista Shortreed '14 (T-13)

ROY/AWARDS LUNCHEON

Tammy Cherry, Chair
Connor Fox, Incoming President
Wendy Bumgarner
Andrea Morse
Colleen Nelson

RECRUITMENT

Colleen Nelson, Chair
Neil Kerwin
Andy Dongarra
Jerry Morse

SUNSHINE

Maryann Warden, Chair
Mollie Podwell

YOUNG PRO'S TASK FORCE

Connor Fox, Chair
Ben DeWitt
Deb DeWitt
Kelly Falk
Kristin Hoff-Filak
Neil Kerwin
Heidi Krenz-Buchanan
Mary Ellen Mackey

STRAT PLAN COMMITTEE

Jerry Morse, Chair
Blair Winn, Co-Chair
Connor Fox
Neil Kerwin
Colleen Nelson
Paul Schieldt
Ben Shult
Jeff Zuelke

CORE STANDARDS COMMITTEE

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

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

ANNOUNCEMENTS

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Rock-Green Future Events
SAVE THE DATES

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

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

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

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

October 25, RPAC Event, Info coming soon.

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

December 8, Dinner Dance (Planning Stage)

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

REALTOR® Party Mobile Alerts (RPMA)

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



2023

**GOLF
OUTING**

QR CODE



to think about
**2023 Rock-Green
Outing. Golf at
Course and
Celtic House.**

**Hello all, time
our Annual
Green Golf
Glen Erin Golf
Dinner at the**

**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.**

MLS INFORMATION:

*** Showing Reminder

With the increased instances of showing overlaps, it is tempting, and even seems friendly to just hand the key over to the next agent that shows up for a showing. Remember, the Supra system records when you open a keybox, and when you close it. If the next agent forgets to turn lights off, lets the cat out, or fails to shut/lock doors, you may be held responsible as you would have been the last agent recorded as entering.

Please take extra care to make sure lights are off and doors are locked. If there is not another showing happening when you leave, please double check all doors and lights. Doors may have been opened or lights may have been turned on by an agent before you, so please be attentive and do a double check before you leave.

***Office Exclusive Listings

If a seller specifically directs that their property not be advertised, marketed, or promoted in any way to the general public or to any agent outside the listing firm, that listing is not required to be entered on the MLS. In these cases, the listing broker must submit the fully **executed Seller Certification Authorizing Exclusion of Listing** from Rock-Green MLS form along with the listing contract to the Rock-Green within 4 working days of the effective date of the listing contract (Email to sue@rockgreenrealtors.homes). There is a \$100 per day fine (up to \$2500) if not submitted within 4 days.

Office exclusive listings are intended to protect the privacy of a seller who does not want a large number of people to know their home is for sale. For this reason, office exclusive listings can only be shared with the following groups:

1. Brokers and agents within the listing firm
2. Clients currently under buyer agency with the listing firm

If an office exclusive listing is displayed or advertised to the general public or to agents outside the listing firm, to avoid penalty, it must be submitted to the MLS for cooperation within 1 business day. If not submitted within 1 business day, there is a fine of \$500/day (up to \$7500). This includes advertising done by, or on behalf of, the seller.

Additional considerations to keep in mind:

- It is a violation of MLS rules to advertise **even the existence** of an office exclusive listing outside the two groups listed above.
- Any response, public or private, to a general question about a type of property that alerts anyone to the existence of an office exclusive listing is a violation of MLS rules.
- If you are privately approached about a **specific** office exclusive listing by an agent from outside your firm or by a buyer you do not have under buyer agency, you can share the listing information with them. The inquiry must identify the **exact property**, and cannot be a general question asking about a type of property. Since no advertising would have been allowed, we recommend you inquire as to how they found out about the listing, and be prepared to share that information, if asked.
- If the seller later decides they would like to market the property outside the two groups listed above, a brand new listing contract must be executed, and the listing must be entered on the MLS within the **appropriate time frame**. An amendment may not be used to "convert" an office exclusive listing to a regular listing.

A form can be obtained by calling Sue at 608-755-4841.

***Not showing yet? Should you use Active or Delayed

We generally see two reasons a new listing is not available for showings right away.

In the first situation, the property is ready for public marketing, but the seller and listing agent decide to pick a launch date, often starting with an open house. It makes sense to enter these listings as **Active**, as the seller and agent usually want them to be visible to the public. The listings in Active must include the date showings will be allowed in the first line of the public remarks.

In the second situation, the property is not ready to be marketed due to needed clean up, timing for professional photos, desired staging, etc. It makes sense to enter these listings as **Delayed**, as the listing is not ready to be exposed to the public yet.

Our rules regarding listings not ready to be shown take both situations into account allowing agents the flexibility to market these listings as either Active or Delayed.

Mother's Day

MLS Officers/Directors

Wade Williams, President
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wadeway@gmail.com

[Kathleen Stumpf, President Elect](#)
Phone: 608-754-2121
kstumpf@shorewest.com

Chris Burton, Treasurer
Phone: 608-758-9779
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Rebecca Bittner, Secretary
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rebeccabittner@gmail.com

Ben Rein, 1-Year Director
Phone: 608-295-7917
benreinrealty@gmail.com

Eric Kim, 1-Year Director
Phone: 608-884-8468
eric_kim1987@yahoo.com

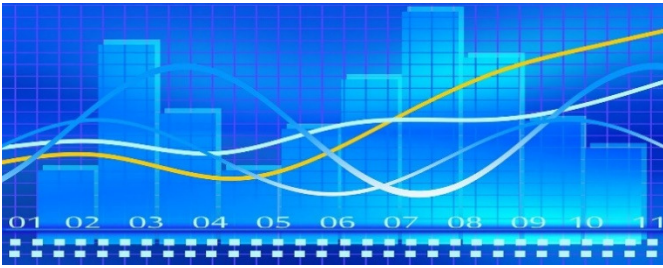
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Patricia Leak 1-Year Director
Phone: 608-758-9779
patricialeak@firstweber.com

Mother's Day



Rock County Housing Statistics

Madison, WI—Housing affordability is influenced by changes in income, home prices and borrowing costs. The Wisconsin Housing Affordability Index measures the fraction of the median-priced home that a qualified buyer with median family income can buy, assuming a 20% down payment and the remaining balance financed using a 30-year fixed-rate mortgage at current rates. Median prices rose 6.9% over the last 12 months, and the average monthly mortgage rate increased from 4.17% in March 2022 to 6.54% in March 2023. In contrast, the median family income is projected to have been flat over the past year. The net effect is that the Wisconsin Housing Affordability index dropped from 181 in March 2022 to just 132 in March 2023.

Joe Horning, 2023 Chair of the WRA Board of Directors, **MILLENNIAL BUYERS AT A DISADVANTAGE:** “Millennials are typically first-time buyers. They have smaller down payments compared to repeat buyers who can use the proceeds of their previous home sale to increase their down payment. This results in heavier reliance on mortgage financing by millennials so the higher mortgage rates more quickly price them out of the market than other buyers.”

Michael Theo, WRA President and CEO tells us, **CONSEQUENCES OF LOW INVENTORY:** “At the current pace of sales, we would need the available inventory to increase by nearly 24,000 homes, which is an increase of 178% from current levels, to get back to a balanced existing home market. The current housing shortage is depriving young individuals of the wealth-generating benefits of homeownership.”

Dave Clark, Marquette University Economist and WRA Consultant, **INFLATION IMPROVING BUY THE FED STILL HAS WORK TO DO:** “We got some good news on the inflation front as headline inflation dropped a full percent from an annual pace of 6% in February to 5% in March. However, this is still well above the Fed’s target inflation rate of 2%, and its most recent meeting, the Fed pushed the short-term federal funds rate up by a quarter percent. It also left the door open to another rate increase in May.”

Rock County Housing Statistics—The median price for March 2023 is \$245,000 and for the month of March in 2022 it was \$190,500 that was an increase of +28.6% and the Sales for March 2023 is 147 and March of 2022 was

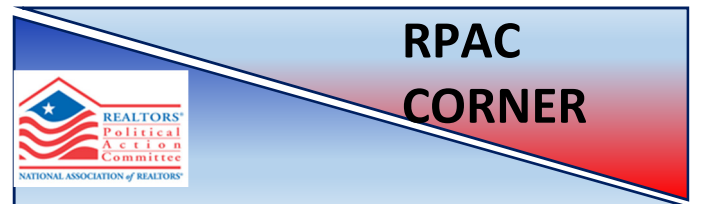
161 that was a decrease of -8.7%. In March of 2023 there was 2.1 months of **inventory** and in March of 2022 there was 2.2 that was a -4.5% change. Average **days on the market** in March of 2023 was 84 and March of 2022 was 84 that was a 0.0% change.

Statewide Housing Statistics—The median price through March 2023 is \$262,500 and through March of 2022 it was \$240,000 that was an increase of +9.4%. The sales through March of 2023 is 10,834 and through March of 2022 was 14,915 that was a -27.4% change.

All county figures on sales volume and median prices are compiled by WRA and are not seasonally adjusted. Median prices are only computed if the county recorded at least 10 home sales in the quarter. Beginning in 2018, all historical sales volume and median price data from 2015 forward at the county level have been re-benchmarked using the Relitix system that accesses MLS data directly. Data prior to January 2015 is derived from the Techmark system that also accessed MLS data directly.

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

The Pre-Payment Plan for your 2024 Annual Membership Dues is now open. With just a \$5 service fee you can start to deposit any amount until August 2023. That is when the dues statements come out early in September. You can pay weekly, monthly, quarterly, 50/50 with the fee or you can pay it all early with no fee. No end of the year stress with the holidays around the corner. Need more information, give Sue a call at the office and she can give you options. (608) 755-4841



Last week, more than 500 of the 700 registered members made their way to Madison to take part in REALTOR & Government Day and spoke to lawmakers about our legislative priorities this session.

Mark your calendars for R&G day, 2/7/2024

Items they are currently advocating for are:

- * Fix the housing crisis.
- * Continue the local levy property tax freeze.
- * Improve customer service at the DSPS.
- * Clarify MLS's are exempt from WI sales tax.
- * Slash the transfer tax.

To learn more about these legislative priorities, please visit action.wra.org.

Wishing all May 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 May, 1st May Day, 5th Full Moon, 12th International Nurses Day, 14th Mothers Day, 20th Armed Forces day, 29th Memorial Day(Office is Closed).

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:

Matt Lee, Century 21 Affiliated Beloit (RG)
Joseph R Sarow, AB Commercial Realty LLC
Stefanie Yarber, Gambino Realtors
Mindy Morgan, Rock Valley Appraisal

Members Leaving:

David Joos, Compeer Financial

Members Transferring:

Joseph Saladino, to Briggs Realty Group Inc.
JR Sheldon, to Coldwell Banker The Realty Group

Offices Leaving:

Reliable Home Inspection

New Members — Welcome to your local Association, Please make sure to complete the Code of Ethics online portion prior to attending the New Member course. Instructions will be in your New Member Welcome packet. If you have any questions please call us.



"Please make sure you take your orientation class before your six (6) months is up. You signed a paper stating you would take it before the six (6) months was up." Thank you!

New Member Orientation 2023

May 11, 2023

August 10, 2023

November 9, 2023

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



RECIPES

FARMER'S BREAKFAST CASSEROLE

3 c. frozen shredded hash browns
½ c. shredded Cheddar cheese
1 c. cubed, cooked ham
¼ c. green onions, finely diced
4 eggs, slightly beaten
1 (12 oz.) can evaporated milk
¼ tsp. pepper
¼ tsp. salt



Grease 2-quart square baking dish. Layer potatoes on bottom. Sprinkle with cheese, ham onions. Mix rest of ingredients and pour over all. Refrigerate overnight. Bake, uncovered, at 350° for 55-60 minutes. Center should appear "set". Let stand for 5 minutes and serve. Yield: 6 servings.

SANDY'S BREAKFAST DISH

1 ½ lb. bulk pork sausage, browned & drained
1 tsp. salt
12 eggs, slightly beaten
3 c. milk
3 slices bread, cut into ¼" cubes
1 ½ tsp. dry mustard
2 c. grated Cheddar cheese



Mix thoroughly. Place in 9X13-inch pan. Refrigerate overnight. Bake, uncovered, at 350° for 1 hour. Yield: 9 to 10 servings.

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.

HAPPY MOTHER'S DAY

MAY BIRTHDAYS

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

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.

DATES TO REMEMBER

7

MAY 2023

May 11, New Member Orientation, 9 A.M. Assoc. Office

May 17, Assoc. B.O.D. meeting, Assoc. Office 8:45 A.M.

May 29, Memorial Day, Association Office Closed.

UPCOMING EVENTS 2023

June 21, Assoc. B.O.D. meeting, Assoc. Office 8:45 A.M.

June 22, MLS B.O.D. meeting, Assoc. Office 9 A.M.

JUNE BIRTHDAYS

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

**Our Community Involvement Committee
Has a COMMUNITY PROJECT, and we need
YOUR help!**

We need your HELP! **Where:** ECHO, **When:**
Saturday May 13, 2023. Anytime between Noon
to 6 P.M. (busy time 4 – 6) Note: there could be
wait times so bring your phones/tablets. **Why:**
That is the time when the Postal Workers have
their annual food drive and they need up to 20
helpers on that day to check expiration dates and
sort and put on shelves. The more hands the
lighter the duty. Can anyone please help! Contact
me (Vicky) 755-4854 at the Association or you
can call Fran at Echo, 754-5333 or you can email
her at fbrien@echojanesville.org

