



The Real Scene

ROCK-GREEN REALTORS® Association, Inc.

www.RockGreenRealtors.Homes

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

We continue to monitor the NAR lawsuit settlement and all the twists and turns that continue to affect the agreement. The good news is that REALTORS® have had some “wins” along the way. The big question is, how can we as REALTORS® work to improve our perception with the public. We continue working on this with the WRA. We’re working to have Tom Larson speak at one of our meetings to further discuss the settlement and how it will impact our business. We’ll let you know when we have this date and speaker scheduled.

A big “thank you” to all those that helped with the parking at the Skycarp game? It wasn’t the best weather, but your contribution is much appreciated.

We also had a great turnout for our monthly membership/mastermind meeting. We’re in the process of planning our next event. If any of you have suggestions for topics, please feel free to reach out the Rock-Green office. We have some great ideas but want to be sure we’re coming up with ideas that will best help and serve our membership.



Happy May!

Jeff

INSIDE THIS ISSUE

MAY 2024

	Page #		Page #
Leadership Directory	2	Membership Updates	6
A note from your Association Exec.	2	Orientation Schedule	6
Help wanted	2	Recipes	6
Important numbers	2	May Birthdays	7
Committee List	3	Have we missed your birthday	7
Rock-Green Future Events	3	Have Info Changes??	7
REALTOR® Party Mobile Alerts	3	Dates to Remember	7
REALTORS® and Dues Pre-Payment	3	Upcoming Events	7
REALTOR® & Gov’t Day 2025	3	June Birthdays	7
MLS Information	4	Appraiser Corner	7
Listing Reminder	4	Annual Golf Outing 2024 Date	7
MLS Officers/Directors Information	4		
Rock County Housing Statistics	5		
RPAC Corner	5	Caffeinated Collaboration	*
Note from your MLS Administrator	6	June 12 Membership Mtg.	*
		May 23, Mastermind Mtg.	*
*=Inserted Page			

Attention Affiliates: We are starting an Affiliate Sponsor Program. Now for our Membership Meeting and Mastermind Programs we are looking for sponsors. The cost will 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. You can also contact Jennifer Moran for Mastermind programs.

4451 Woodgate Drive, Suite 100
Janesville, WI 53546
Office: 608.755.4854 Fax: 608.755.4843

EXECUTIVE COMMITTEE

PRESIDENT

Jeff Zuelke
757-2862 jeff@zteam1.com

PRESIDENT-ELECT

Jennifer Moran
815-315-1111
Jennifer.moran@gmail.com

TREASURER

Kassi Dixon
755-5400
kassidixonrealty@gmail.com

SECRETARY

Tammy Cherry
756-4196 |
tammycherry@c21affiliated.com

LOCAL DIRECTORS

Connor Fox
756-4196
connorfox@c21affiliated.com

Jennifer O'Connell
359-3544 re8lady@aol.com

Barb Palmby
754-2121 | bpalmby@shorewest.com

Heidi Krenz-Buchanan
365-1481
heidikbuchanan@gmail.com

Eric Kim
884-8468 |
eric_kim1987@yahoo.com

Neil Kerwin
365-7791 | neilkerwin13@gmail.com

Danielle Schmitz
1-year term
563-5120 |
danielle@townncountrytitle.com

ROCK-GREEN STAFF

Vicky Kreyer | Association Executive
608-755-4854

Vicky@RockGreenRealtors.Homes

Sue Cook |MLS/Membership
Administrator
608-755-4841

Sue@RockGreenRealtors.Homes

The Real Scene is published by the
Rock-Green REALTORS® Association.
PH # 755-4854 | FAX # 755-4843
Website www.rockgreenrealtors.homes

Editor of *The Real Scene*
Vicky Kreyer, Association Executive
Co-Editor
Sue Cook, MLS/Membership Administrator

ASSOCIATION NEWS

2

A Note from your Association Executive:



May what a great month to get excited. Spring sales should be growing, a day to celebrate mothers on May 12th and a much needed break for many on Memorial Day and a great day for remembrance.

Also, mark your calendars for May 22, 2024 from 9 – 10 a.m. for the rescheduled Caffeinated Collaboration program to be held at the Janesville Keller Williams office, offered by Rock-Green REALTORS® Association and RASCW Membership Networking and Diversity, Equity & Inclusion Committees. You can register with the QR code on the attached form or call Vicky at the Association and I will get you registered. Thank you.

Thank you to any member that attended any of the SkyCarp games the week of April 16 – 20th. It was not great weather but our Community Involvement committee hung in there and earned some much needed monetary help for their future ventures in our community. Great Job to all that volunteered!

Our next meeting will be a good one. It will be a MasterMind program on the topic of: Know Your Worth. Ask yourself what is your value-add proposition? Come to this meeting and get some great answers to that question. Learn how to convey your "value add" to buyers and sellers. Mark your calendars, Wednesday, May 23, 2024 from 3 p.m. to 5 p.m. with a happy hour following.

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
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
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

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
Rena 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

UPDATING

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

ANNOUNCEMENTS

3

Rock-Green Future Events

SAVE THE DATES

May 9, New Member Orientation at the Association office. 9 a.m.

***May 22,** Caffeinated Collaboration, 9 a.m. till 10 a.m. held at the Keller Williams office (see insert)

***May 23,** Mastermind Mtg, 3-5 p.m. with a happy hour following. Topic: Know your Worth! @ The Barn on Prairie. (see insert)

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

***June 12,** Membership Mtg, 8:30-10:30 am. At The Barn on Prairie. Why Stage your Listing? (see insert)

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, more info to come.

***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 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. You can pay monthly, quarterly or any payment schedule. Call Sue for more information. 608)755-4841

The next REALTOR® & Government Day is March 26, 2025 in Madison at The Monona Terrace. Mark your calendars and think about riding the bus to Madison. The cost will be minimal but the pay back is huge. You do not have to drive, we will feed you on the way, Networking, don't have to find a place to park, dropped off close to the doors, you can stay and enjoy a beverage or two and some great eats at the reception not to mention a great day at the Capitol visiting with your local legislatures. Then hop on the bus and have a safe ride home.

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

MLS INFORMATION:

*** No Showings yet, when to use Active vs. Delayed

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

The first is the property is not ready to be marketed via the MLS due to needed clean up, timing for professional photos, desired staging, etc. It makes sense to enter these listings as Delayed until they are ready for public exposure.

In the second situation, the property is ready for public exposure, but the seller and listing agent decide to pick a "launch date" when showings will begin, often starting with an open house. You will find these listings in Active status, as the seller and agent want them to be visible to the public. These Active listings must include the date showings will begin in the first line of the public remarks. The "show date" field can also (optionally) be entered, which will block off the showing calendar until that date.

*** Searching by MLS Remarks

Did you know the MLS Remarks section of a listing 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 garden 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.

*** Save Time Adding Listings with Tax Autofill

If you are not currently using Tax Autofill when adding a listing, you may want to check it out. It allows you to automatically pull information such as address, parcel number, municipality, owner, school district, acres, assessments, and taxes from the tax record into the listing input screen in Paragon, saving you keystrokes.

To do this, click the Tax Autofill button at the top of the Add Listing screen. On the Tax Search page that displays, select the county along with the parcel number, address, or owner name, and then click Search. Check the box next to the appropriate tax record, and then click the Autofill button in the toolbar above the results to load the information into the listing input screen. To adjust any of the information that auto-filled, simply overwrite it.

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

Katie Stumpf, President
Phone: 608-289-6492

katie.stumpf@c21affiliated.com

Chris Burton, President Elect
Phone: 608-758-9779

burtonc@firstweber.com

Roz Voegeli, Treasurer
Phone: 608-931-7244

voegelir@yahoo.com

Rebecca Bittner, Secretary
Phone: 608-741-1000

rebeccaibittner@gmail.com

Wade Williams, Past President
Phone: 608-289-7912

wadeway@gmail.com

Ben Rein, 1-Year Director
Phone: 608-295-7917

benreinrealty@gmail.com

Teresa Skridla, 1-Year Director
Phone: 608-365-1481

teresaskridla@c21affiliated.com

Mike Skog, 1-Year Director
Phone: 608-884-4311

mike@patsrealty.com

Charla Piper, 1-Year Director
Phone: 608-608-754-2121

Charla.Piper@c21affiliated.com

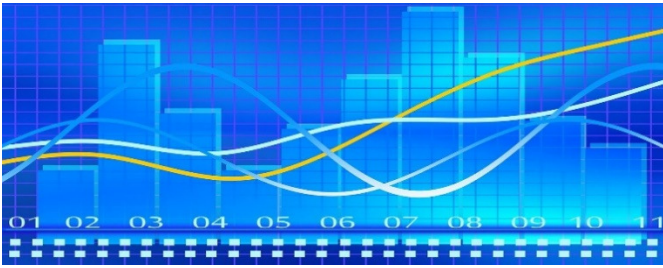
Jordan Zwickl, 1-Year Director
Phone: 608-755-5400

jordanzbrq@gmail.com

Leila Roehl, 1-Year Director
Phone: 608-757-2862

Leila@zteam1.com

*Happy
Mother's Day*



Rock County Housing Statistics

Madison, WI—As the first quarter of 2024 ends, both existing home sales and median prices rose by solid margins compared to a year earlier. This reflects robust demand conditions even as supply remains tight.

Supply conditions remain very tight, with just 2.9 months of available supply in March. This is well below the six-month benchmark that signals a balanced market. Still, months of inventory improved in every region of the state due in part to more listings.

New listings were up 4% statewide between March 2023 and March 2024, and total listings grew 10.6% over that same 12-month period.

Mary Jo Bowe, 2024 Chair of the WRA Board of Directors, **GROWTH IN LISTINGS FUEL FIRST QUARTER SALES:** “Total listings have been improving since October, and they’ve been up by double-digit margins on a year-over-year basis for the last two months. This has helped push first quarter sales up for the first time since 2021. Hopefully this trend continues as we move into the all-important summer sales period.”

Tom Larson, WRA President and CEO tells us, **HIGH MORTGAGE RATES HAVE REDUCED AFFORDABILITY:** “The 30-year fixed mortgage rate continues to hover near 7%, which combined with higher median prices, has pushed statewide affordability down by just over 10%. Strong demand from millennials is driving up sales but also putting pressure on prices. We really need to see rates come down if affordability is to improve.”

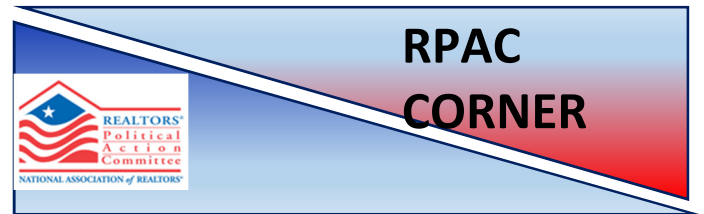
Dave Clark, Marquette University Economist and WRA Consultant, **PROSPECT OF MULTIPLE RATE CUTS IN 2024 IS FADING:** “A soft landing of the economy may still be possible, but the runway is long, and the prospect of multiple rate cuts in 2024 is fading. The problem is that progress on inflation has stalled. The Fed’s preferred measure is core inflation, which factors out the volatile food and energy sectors. The annual core inflation rate remained at 3.8% in March, which is only slightly lower than the 4% rate of last October. This combined with a resilient labor market operating at full employment makes the prospect of multiple rate cuts by the Fed in 2024 less likely.”

Rock County Housing Statistics—The median price for March 2024 is \$246,400 and for the month of March in 2023 it was \$240,000 that was an increase of +2.7% and the **Sales** for March 2024 is 168 and March of 2023 was 149 that was an increase of +12.8%. In March of 2024 there was 2.9 months of **inventory** and in March of 2023 there was 2.2 that

was a +31.8% change. Average **days on the market** in March of 2024 was 83 and March of 2023 was 83 that was a 0.0% change.

Statewide Housing Statistics—The median price through March 2024 is \$280,000 and through March of 2023 it was \$262,500 that was an increase of +6.7%. The sales through March of 2024 is 11,578 and through March of 2023 was 10,963 and that was a +5.6% 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.



WRA is supporting SB 541/AB 579 (Resolve Title Issues on Land Formerly Lake Bed/Riverway). This bill is waiting for Gov. Evers’ signature. This legislation stipulates that a municipality needs to develop a waterfront development plan, which must include a boundary between a public use area and remaining to be used for private use. A description of the areas and types of public use as well as how the public use area is accessible and a plan for implementing and enforcing the plan.

WRA is also supporting SB 274/ AB 277 (Transfer Tax Reduction). This bill received a Senate floor vote on February 13, 2024, and is ready for the Assembly floor. This legislation proposes to cut Wisconsin’s real estate transfer tax by one third, reducing the cost carried by Wisconsin property owners who pay the tax on the sale of real Property.

WRA opposes SB 394/AB 407 (Advertising for Sale by Owner Real Property). This bill was heard by the Senate Committee on Government Operations. Current Wisconsin law allows licensees, including licensed real estate platforms to advertise For Sale By Owner (FSBO) properties. A real estate license requires compliance with Wisconsin law. To advertise a Wisconsin property, including a FSBO, a licensee must: walk through the property to verify information and condition; Enter into a written agreement identifying the services provided by the listing firm. This bill removes the property walk-through, which is an important consumer protection; Wisconsin licensees have a limited capacity to practice law. This right is carefully balanced with established consumer protection laws; Wisconsin is the only state that requires licensees to use state approved forms and conduct a walk-through.

SAVE-THE-DATE | OCT. 9 2024
Annual RPAC Event at The Beloit Club.
 Watch for more details coming soon.

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

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.



May happenings: 1st May Day, 9th New Member Orientation, 12th Mother's Day, 16th BOD Meeting, 18th Armed Forces Day, 22nd Caffeinated Collaboration, 23rd Mastermind Program and the 27th Memorial Day (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:

Sarah Zeimet, Keller Williams Realty Signature
Debra Doiel, Zuelke Real Estate Team
Ben Gentile, Epique Realty
Melissa Aarstad, Zuelke Real Estate Team
Deborah O'Brien, Coldwell Banker Real Estate Group
Janet Churchill, Coldwell Banker Real Estate Group

New Members Offices:

Epique Realty
Coldwell Banker Real Estate Group

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
May 9, 2024
August 29, 2024
November 7, 2024

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

RECIPES

Blueberry Crumble Pie



Don't worry if the pie doesn't hold its shape. The blueberries are supposed to spill out—that's the crumble!

5 c. fresh or frozen blueberries
1 (9 oz.) graham cracker crust
¾ c. packed brown sugar
3 T. flour
1 ½ tsp vanilla extract
¼ tsp. grated lemon rind
1 (8 oz.) ctn. sour cream
¼ c. dry bread crumbs (plain)
1 T. sugar
1 T. butter, melted

Preheat oven to 375°. Place blueberries in crust; set aside. Combine brown sugar, flour, vanilla, rind and sour cream; spread over blueberries. Combine bread crumbs, sugar and butter; sprinkle over sour cream mixture. Bake for 40 minutes, or until set and crumbs are lightly browned. Cool 1 hour on a wire rack.
Yield: 8 happy people servings.

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

Happy Mother's Day

MAY BIRTHDAYS

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
	Desiree Metzger
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
	Joseph Contarino
17	Karen Williams
18	Neil Kerwin
	Amy Betker Steffensen
19	Anita Darvai
20	Amanda Kortte
	Diane McClure
22	Cortney Shore
23	Ben Shult
24	Douglas Davis
26	Lynnette Wirth
27	Shelly Cronin
30	Michelle Ruosch

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.homes

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

7

MAY 2024

May 9, New Member Orientation, 9 a.m., Association Office

May 16, Assoc. B.O.D. meeting, Assoc. Office 9 A.M.

May 22, Caffeinated Collaboration, 9 a.m. at Keller Williams office

May 23, Mastermind Program, 3-5 p.m. @ The Barn on Prairie

May 27, Assoc. Office Closed for Memorial Day

UPCOMING EVENTS 2024

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

June 12, Membership Mtg, 8:30 to 10 A.M. @ The Barn on Prairie

June 13, MLS B.O.D. meeting, 9 A.M.

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

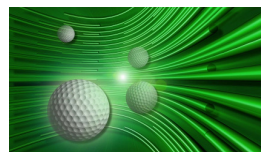
JUNE BIRTHDAYS

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

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.



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,
click on the link or scan the QR Code.

There will be more information to come. Stay tuned.....

[REGISTER](#)



Rock-Green REALTORS® Association and RASCW Present:

CAFFEINATED COLLABORATION

Wednesday, May 22, 2024 from 9 A.M. – 10 A.M.

Held at the Keller Williams office in Janesville



Please join us for this FREE event where networking meets collaboration around diversity, equity & Inclusion in the Real Estate industry. This program will focus on the impact of local economics and community diversity on housing, the industry and your business. [REGISTER CLICK HERE](#)
Online click the link, or you can call Vicky @ the Association office.

Rock-Green REALTORS® Association, Inc.



Membership Meeting

Wednesday, June 12, 2024

8:30 – 10:30 A.M. @The Barn on Prairie

******SAVE THE DATE******

TOPIC: Why Stage Your Listings?

We will have a Staging Professional and Interior designer guest speaker. They will give you tips for staging and let you know how staging can help sell your listing faster. Helping you to help buyers envision possibilities on dated or cosmetically challenged property. More info to come.

Early Registration: Sign-Up below

NAME (PRINT PLEASE)

There is sponsorship opportunities available, please call Vicky at the Association office for more information. Thank you! Also, please let us know if you need special requirements to be able to attend.

ROCK-GREEN REALTORS® ASSOCIATION, INC.

MASTERMIND PROGRAM | May 23, 2004

Thursday, May 23, 2024

@ THE BARN ON PRAIRIE

3 P.M. TILL 6 P.M.

Meeting

Online, [CLICK TO REGISTER](#) (below) or Fill the form below and send back to The Rock-Green REALTORS® Association. 4451 Woodgate Dr. Suite 100, Janesville, WI 53546

[CLICK TO REGISTER](#)

Mastermind Panel Topic: “Know Your Worth”

There will be a speaker on general real estate sales stats and focus on transactions that have REALTOR representation vs. none. The panel discussion will be How to convey your "Value add" proposition to buyers and sellers and how to better educate the public about the outcome of the NAR settlement. You don't want to miss this. This meeting will have a little different look than the last Mastermind program.

This meeting will start at 3 p.m. with a ½ hour mingle time with sponsors. Then at 3:30 we will have our Mastermind Program with guest speaker and the Mastermind panel. They will be speaking on the topic of “Know your Worth – What is your value-add proposition”? Then, Happy Hour from 5 - 6 P.M.

MasterMind Meeting Registration—May 23, 2024 (or click above)

Please Print Names

NAME _____	NAME _____
NAME _____	NAME _____
NAME _____	NAME _____
NAME _____	NAME _____
NAME _____	NAME _____



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

(Call Vicky @ The Association or call Jennifer Moran for Sponsorship Opportunities)