



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

www.RockGreenRealtors.com

A word from your President
By Jeff Zuelke

WOW! What an event! A big “thank you” to all who attended the RPAC After 5 Event on October 25th! We had a great turnout and a whole bunch of fun all the while raising money for our representatives. Thank you, too, to those that donated items to the cause, without your generous contributions we wouldn’t have been able to raise the funds we were able to raise.

Congratulations to all the successful bidders and thanks to all those that bid. Finally, we want to give a big shout out “thank you” to the entire RPAC committee and their members, especially the chairman, Mary Gilbank, without all your hard work we wouldn’t be able to support our causes as we do. Thanks, again, to all!

As many of you know, we’re looking for ways, as an Association, to better support and serve our membership. We’re open to ideas and suggestions for ways to accomplish this. One thing the Association will be doing is working to better communicate with its members. To accomplish this, the Association will be incorporating an email client—Constant Contact—into our communication. Please be on the lookout for future communications from this source.

Our Social Committee is hard at work preparing for our Holiday Party. We’ll have more details about this event in the December Newsletter.

Happy November!!

Jeff



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NOVEMBER 2023

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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:



Can you all believe that it is November already?? I realized it the other morning when I awoke and saw this all to familiar white stuff on the ground. Then I knew we had turned the corner. We still have a few warmer days ahead but they are very few at best.

I would like to thank all who attended, donated or participated in any way for the RPAC After "5" Event that was on October 25th. We raised over \$12,000 for RPAC. As you know our legislatures use these funds to help the REALTORS® and your customers and clients and home owners. To find out more you can visit www.wra.org.



I would also like to send out a HUGE Thank you to all that did participate in the indoor Trick or Treat event at the Janesville Boys and Girls Club. We could not have done it without you. BHCCU, Blackhawk Bank, Brabazon Title, Briggs Realy Group, Century 21 Affiliated, Coldwell Banker The Realty Group, Counting Stars, First Community C U, Jody Downing, Kim Colby Homes, Knight Barry, Old National Bank, Rock-Green, SCWBA, Shorewest Realtors, Wagner Construction and donation from Heidi Buchanan and Tammy Cherry. If I missed anybody, please let me know so you can be acknowledged. Thank you again!

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

You can always help with the planning stages for any Rock-Green events. Or, you can help behind the scenes or at the event, there is always a lot to do, remember many hands make light work. Maybe your specialty is fundraising or collecting/creating auction baskets we always need help there. Or, maybe you are very creative and can help with advertising/making flyers for our events. No need to join a committee just be there when we need you. Call me, Vicky @ 608-755-4854

IMPORTANT NUMBERS

Association AE Office	(608) 755-4854
MLS/Membership Office	(608) 755-4841
Association FAX #	(608) 755-4843
e-mail Association Executive	Vicky@RockGreenRealtors.Homes
e-mail Member Services	Sue@RockGreenRealtors.Homes
Web Site	www.rockgreenrealtors.homes
WRA Members Only	1-800-279-1972
Members Only Legal Hotline	1-800-799-4468
Legal Hotline	(608) 242-2296

General Office Hours----
Monday-Thursday | 8:30 a.m. – 5 p.m.
Friday | Office Closed

**ROCK-GREEN REALTORS®
ASSOCIATION
2022-2023 ASSOCIATION
COMMITTEE LIST**

BUDGET/FINANCE

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

BYLAWS

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

EQUAL OPPORTUNITY

Colleen Nelson, Chr.

GOLF OUTING

Gary Getchel, Co-Chair
Al Herbst, Co-Chair

Paula Carlson

Deb DeWitt

Kaye Fulton

Jeff Myers

Danielle Schmitz

Vicky Kreyer

**GOVERNMENT
AFFAIRS/RPAC**

Mary Gilbank-Peterson, Chair

Jackie Borgwardt

Chris Burton

Connor Fox

Heidi Krenz-Buchanan

Stephanie Mawhinney

Sarah McLean

Jennifer Moran

Paul Schieldt

Macy Walter

Jeff Zuelke

Community Involvement

Kim Nickols, Chair

Kassi Dixon

Kelly Falk

Heidi Krenz-Buchanan

Patricia Leak

Stephanie Mawhinney

Andrea Mroz

Lynnette Wirth

Vicky Kreyer

**MEMBERSHIP/Education/
Program/Communication**

Wade Williams, Membership-Chr

Diana Stoehr, Program Chair

Kelly Falk

Neil Kerwin

Andrea Morse

NOMINATION

Connor Fox, Association Chair

Jennifer O'Connell

Tammy Cherry

Jeff Zuelke

Wade Williams, MLS Chair

Kathleen Stumpf

Chris Burton

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

PERSONNEL

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

**MLS PROFESSIONAL
STANDARDS
(UPDATING COMMITTEE)**

TBD
Wade Williams Chair '13 (T-18)
Mediator (T-)
Paul Schieldt, Mediator '12 (T-18)
Andrea Morse, Griev. Chr '12(T-18)
Adam Briggs '12 (T-09)
Kaye Fulton '12 (T-18)
Mary Gilbank '12 (T-18)
Eric Kim '16 (T-14)
Heidi Krenz-Buchanan '20 (T-)
Patricia Leak '20 (T-)
Krista Shortreed '14 (T-13)

ROY/AWARDS LUNCHEON

Tammy Cherry, Chair
Jeff Zuelke, Incoming President
Wendy Bumgarner
Andrea Morse
Colleen Nelson

RECRUITMENT

Colleen Nelson, Chair
Neil Kerwin
Andy Dongarra
Jerry Morse

SOCIAL COMMITTEE

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

SUNSHINE

Maryann Warden, Chair
Mollie Podwell

STRAT PLAN COMMITTEE

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

CORE STANDARDS COMMITTEE

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

UPDATING

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

ANNOUNCEMENTS

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Rock-Green Future Events

SAVE THE DATES

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

November 23, Association Office Closed

December 15, Dinner Dance, "Light the Night" at the Janesville Country Club.

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

REALTOR® Party Mobile Alerts (RPMA)

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

ATTENTION APPRAISERS

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

ANNUAL DUES ARE DUE

On-Time Annual dues are due in the office or posted online at NAR.Realtor or postmarked by Nov. 30. If they are paid after that date, there may be a late fee assessed.

Annual Dinner Dance is Back!

December 15th, The Janesville Country Club is the place to be. This year's theme will be "Light the Night" Food and Entertainment is in the works. So, please Mark your calendars and join in the fun. More info to come, soon!



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.

***Tips for Entering Condo Listings

- When making feature selections, the Basement and Parking features should reflect the individual condo *unit*, not the building as a whole.
- A helpful resource for determining the condo type/architecture can be found on Paragon™. The property assessor record will also often have this information. [Go](#) to Paragon™ to search for the assessor record.
- Condos that are either stand-alone (1 unit per building) or half duplexes (2 units per building) can be secondarily marketed in the Single Family category. Just be sure to select the Type feature of "condominium" and note the condo fees (if any) in the first line of the public remarks.

***Homesnap Pro Rebranded to Homes Pro

The rebranding of Homesnap Pro to Homes Pro will be completed on October 8th. Your login credentials for Homesnap Pro will work with Homes Pro. You can download the new Homes Pro Mobile app from your Apple or Google Play Store now. If you have login issues on Homes Pro, please reach out to support@homes.com or (800) 431-5509. If you need more information go to Paragon™.

*** Placing Keys in a Supra Keybox

The correct location to place property key(s) is in the compartment in the front of the keybox, where the green sticker with bright yellow keys is attached. Do not place keys in the back of the key compartment where you will see an image with a strikethrough key.

Only key(s) should be included. Please do not include key rings, as they can cause the key container to jam.



***Selecting "Other" in the MLS

Certain fields in the MLS have an option for "other", which can be selected when none of the other choices apply. It appears in several of the feature categories, the source fields for square footage, year built, acreage and waterfrontage, as a room type, and as a type of financing. When it is selected, please use the remarks to explain what "other" means.

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Rock County Housing Statistics

Madison, WI—The Wisconsin market for existing homes remains a strong seller's market, which hampered home sales and drove up median prices over the last 12 months. Home sales dropped 18.4% between September 2022 and September 2023, and median prices rose 9.3% to \$295,000 over that same period.

The increase in mortgage rates has affected both the demand and supply sides of the market. Current owners, many of whom refinanced during the period of low mortgage rates, are reluctant to list their homes since that means financing a new purchase at much higher rates.

Affordability continues to suffer. The Wisconsin Housing Affordability Index measures the percent of the median-priced home that a buyer with median family income would qualify to purchase assuming a 20% down payment and a 30-year fixed-mortgage at current rates financing the remainder of the balance. The index held at 123 for the second straight month, which is its lowest point since the WRA began tracking the index in 2009. This is a 14.6% decline from last year when the index stood at 144.

Joe Horning, 2023 Chair of the WRA Board of Directors, **LISTING PICTURE SHOWS PROMISE**: "For the second straight month, the annual decline in new listings has been below 4% which is a significant improvement from earlier trends where the decline was much larger. Now we're starting to see promising signs for total listings as well, which had the lowest annual reduction in total listings in nearly two years. Hopefully these supply trends continue."

Michael Theo, WRA President and CEO tells us, **UNMET DEMAND PERSISTS DESPITE HIGHER MORTGAGE RATES**: "Mortgage rates are at their highest point since late 2000, which priced a lot of first-time buyers out of the market for now. This means our available supply goes further, which is why our months of inventory have improved slightly. But we still have a long way to go before millennial demand is met and the housing market becomes balanced."

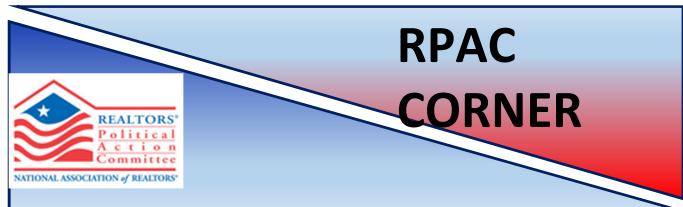
Dave Clark, Marquette University Economist and WRA Consultant, **SIGNIFICANT HOUSING PRICE CORRECTION UNLIKELY**: "The Great Recession brought a significant home price correction as the housing bubble burst and foreclosures spiked. We're in a much different situation now. Although rising home prices and rising mortgage rates have pushed affordability to record-low levels, there is very little chance we will see a similar

price correction in this market. Current owners are well positioned to weather an economic downturn given the mortgage rates they locked in, and strong demand from millennials will keep housing prices from falling like they did after that recession."

Rock County Housing Statistics—The median price for September 2023 is \$250,000 and for the month of September in 2022 it was \$245,000 that was an increase of +2.0% and the **Sales** for September 2023 is 198 and September of 2022 was 219 that was a decrease of -9.6%. In September of 2023 there was 3.1 months of **inventory** and in September of 2022 there was 2.6 that was a +19.2% change. Average **days on the market** in September of 2023 was 67 and September of 2022 was 67 that was a -13.4% change.

Statewide Housing Statistics—The median price through September 2023 is \$289,000 and through September of 2022 it was \$265,000 that was an increase of +9.1%. The sales through September of 2023 is 47,927 and through September of 2022 was 61,179 and that was a -21.7% 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.



"RPAC AFTER 5" 2023

Thank you to everyone that participated in the RPAC Event this year, all is much appreciated. If you attended the event, purchased a chance on the Wisconsin Badger Cooler Bench, if you were a sponsor or became a large donor and/or donated auction items. Thank You! With all combined efforts we were able to raise the awesome amount of \$14,082.00 for RPAC

Large donors that signed up at this event were, Tammy Cherry, Teresa Skridla, Paul Schieldt and Becky Zuelke and numerous Direct Givers.

Winner of the Badger Bench drawing was Cathy Manthei, the winner of Connors Arm Length drawing was Mark Peterson and, the winner of the \$500 party at Cougar Lanes was C21 Affiliated-Janesville. Congratulations to you all!!!!

Wishing all November 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 November: 5th Daylight Savings Day, 7th Election Day, 9th New Member Orientation, 11th Veterans Day, 23rd Thanksgiving Day and the office is closed, 27th 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:

Patricia Rufer, C21 Affiliated Beloit

Members Leaving:

Donna Pass, Realty Executives Premier

Members Transferring:

Robert Giese, to C21 Affiliated Janesville

Patricia Leak, left First Weber Inc. 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 2023

November 9, 2023

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



RECIPES

SPICY PUMPKIN SQUARES



1 (18 1/4 oz.) Pkg. spice cake mix
 1 1/4 c. quick-cooking oats
 1/2 c. butter or margarine, softened
 1/4 c. firmly-packed brown sugar
 3 eggs
 1/4 c. chopped nuts
 1 (16 oz.) can pumpkin
 1 (14 oz.) can sweetened condensed milk
 1 tsp. cinnamon
 1/2 tsp. ground ginger
 1/2 tsp. nutmeg
 1/2 tsp. salt

Preheat oven to 350°. In large mixing bowl, beat cake mix, oats, butter, sugar and 1 egg until crumbly. Reserving 2 cups crumb mixture, press remainder firmly on the bottom of a 9X13-inch baking dish. Bake 15 minutes. Stir nuts into reserved crumb mixture; set aside.

In large mixing bowl, beat the remaining ingredients until well blended. Spread evenly over prepared crust. Top with reserved crumb mixture. Bake 35 minutes, or until golden brown. Cool thoroughly.

Serve with whipped cream or ice cream. Refrigerate leftovers.

BREAD PUDDING

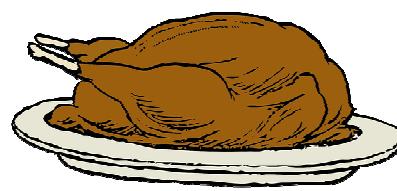
1 loaf stale French bread, cubed (7 – 8 c.)
 3 3/4 c. milk
 5 eggs, beaten
 2 c. sugar
 1 c. raisins
 1 T. vanilla
 1 T. nutmeg
 1 T. cinnamon
 2 T. butter



Butter a 2-quart baking dish. Tear up or cut bread into bite-size pieces. Mix all other ingredients and pour over bread. Stir and pour into baking dish. Bake for 1 hour at 350°. Delicious!

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.



NOVEMBER BIRTHDAYS

1	Lindsay Hansel
2	Loren Fellows
3	Michelle Boland
4	Patti Droeßler
5	Paul Schieldt
	Erik Fournais
6	Brenda Knighten-Slatter
7	Julie Wilson
	Erin Heiman
8	Caleb Dassow
	Andrew Weberpal
	Amy Garza
9	Joshua Cowles
13	Tammy Cherry
	Holly Nehls
14	Michael Heiman
18	Rebecca Wehrwein
	Dustin Wohlfert
20	Dawn Radke
21	Kristen Mayhew
	Amy Rusch
23	Mary D Johnson
	April Halbach
24	Wade Williams
27	Sally Astin
	Barbara Palmby
	Kimberly Govert-Meris
28	Kay Fulton
	Henry Londo
29	Debra Doiel
30	Sue Cook

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

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NOVEMBER 2023

November 9, New Member Orientation, 9 a.m. at the Assoc. Office

November 17, Assoc. B.O.D. meeting, Assoc. Office 9 A.M.

November 23, Association office closed for Thanksgiving

November 20 thru 22, Vicky is on vacation.

November 27 thru 30, Sue is on vacation.

UPCOMING EVENTS 2023

Dec. 14, MLS B.O.D. meeting, Assoc. Office 9 A.M.

Dec. 15, Dinner Dance, "Light the Night"

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

Dec. 24 – 26 and Dec 31 – Jan. 2 Association office closed for Christmas and New Years.

DECEMBER BIRTHDAYS

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

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

MARK YOUR CALENDARS
The holiday party of the year!
"Light the Night"
December 15th
at the Janesville Country Club
 (watch for more info)