



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

[www.RockGreenRealtors.com](http://www.RockGreenRealtors.com)

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

Well, I sure didn't think I would be writing a message for the Rock-Green REALTORS® Association newsletter again!

Thanks for the opportunity to serve another term as your Association President. Thanks, too, to all of those that served the Association last term whether as one of the Board members or on a committee or just as a volunteer to help the various Association Activities run smoothly. We welcome and appreciate those that will be serving during the 2023-2024 term. Your generous giving of time is much appreciated and will benefit all in the Association. I also want to thank Vicky and Sue for all their help and support over the past many years. Your help makes things happen within our Association.

As we move into another term one of our goals is to work to add value to your membership. We've had discussions about education panels, evergreen videos of frequently asked questions and other ideas. We would very much welcome any ideas any of our members might have to help the Association in this direction. Please reach out to Vicky, Sue, me, or any other Board member with your ideas. This is your Association and we would like you to get the best value possible out of your membership.

Finally, please remember to attend the RPAC After 5 event on October 25<sup>th</sup> at The Barn on Prairie. The event runs from 5:00 p.m. to 8:00 p.m. and is always a whole bunch of fun and for a great cause. There will be all kinds of prizes, great food, a band and live and silent auctions. All the proceeds from this event go toward our REALTOR® Lobbyists (RPAC) and their work supporting REALTOR® friendly causes and REALTOR® friendly candidates. We look forward to seeing all of you on the 25<sup>th</sup>!

*Happy October!!*

*Jeff*



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\*=Inserted Page

## EXECUTIVE COMMITTEE

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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 Fall, I know a lot of you totally enjoy this time of year. Personally, I like it hot. But I do enjoy the fall colors and everthing this season can be.

I did just return from the WRA Convention at the Kalahari in the WI Dells this past Monday. Where one of our members received a RPAC Extraordinary Award. Make sure to congratulate Mary Gilbank-Peterson on her RPAC Award. It is with great leaders that we can succeed on such a high level. Congratulations Mary!

A Huge thank you to all that attended the Installation program on September 21<sup>st</sup>. There were 86 members signed up, which is the most in attendance in a long time. We had to say thank you for your service to Connor Fox for stepping up to TWO consecutive terms in office, which were two great years. And, for Jeff Zuelke who is also serving his second term for our Association. Thank you both and I know Jeff will do a great job for the Association and it's members. And, another huge thank you to all the Past Presidents and Affiliates that attended, without all of you we would not be what we are today. Thank you to you all!

Another great event is coming up on October 25<sup>th</sup> at The Barn on Prairie. This event is from 5 p.m. to 8 p.m. There will be great food, entertainment and a live and silent auction with all proceeds to go to RPAC for our team at WRA to advocate for us and our customers and clients

### 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	<a href="mailto:Vicky@RockGreenRealtors.Homes">Vicky@RockGreenRealtors.Homes</a>
e-mail Member Services	<a href="mailto:Sue@RockGreenRealtors.Homes">Sue@RockGreenRealtors.Homes</a>
Web Site	<a href="http://www.rockgreenrealtors.homes">www.rockgreenrealtors.homes</a>
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**

**October 25**, RPAC Event, 5 P.M. to 8 P.M. at The Barn on Prairie. Food, Music, a beer & wine pull, Live & Silent auctions and a 50/50 with Connor's arm's length. And much much more!

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

**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. 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**.

**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**

The 2024 dues billing statements have been distributed. If you have not yet received yours, please contact Sue at the Association office. (608) 755-4841. Please keep in mind that on-time payments are due in the office by November 30<sup>th</sup> or late fees could be assessed. Save on credit card fees and pay online at [NAR.Realtor](http://NAR.Realtor) click pay dues.

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.

### \*\*\*Front Exterior Photo Reminder

When entering a new Single Family, Condo, or Multi Family listing, please remember to include a front exterior/street view of the home, even for waterfront properties. It does not need to be the primary photo, and can appear anywhere in the order. Having a view from the street is useful not only to agents when showing the property, but also to appraisers.

### \*\*\*Identifying Cash Offers - New Y/N Question at Time of Sale

The MLS Committee and Board of Directors recently voted to begin collecting whether or not there is a financing contingency at the time the offer is *accepted*. Currently, when moving a listing to Sold status, you are required to enter the type of financing at *closing*. Beginning September 5, you will be prompted with this new question when moving a property to Sold Status: *Cash offer at acceptance?* This new question will be required. Hopefully this new data point will be helpful when analyzing sold data.

### \*\*\*Google Verification Code Scam –

There have been reports of parties contacting agents with a reason they need the agent to share a Google verification code with them. An example in our marketplace is a scammer claiming to be a cash buyer, forwarding a link to their proof of funds letter, and asking the agent to provide a verification code in order to access it. In Paragon™ there is a link to the Federal Trade Commission on this subject.

### \*\*\*Still Filling out Paper Profile Sheets for New Listings?

All agents have the ability to enter listing data directly into Paragon (Listings -> Add Listing) and save it as a partial. This option streamlines the add listing process by allowing agents to directly key in listing data as opposed to filling out paper profile sheets. Partial listings can then be reviewed and saved as live listings by users with office administrative access.

When entering a partial listing, an agent should make note of the partial listing number that is assigned so they can pass it on to their office listing administrator (along with any documentation required by their office). If the listing should be entered in a status other than Active, that should also be noted. Administrators can

then pull up the partial listing to complete under Listings -> Maintain Partials.

### A Few Tips:

- Save time by using Tax Autofill to pull in data from public records.
- Some fields have a magnifying glass icon, which will display the available selection options for that field. Other fields have a question mark icon, which will provide an explanation of how to complete the field.
- Select "Save as Partial" several times along the way to save your work.
- Photos and documents can be added via the links to the left of the data entry fields.
- Before handing off to your administrator, click "Save Listing" to trigger input rules to make sure you have not missed any required information. Click the red triangle to jump to the field that contains missing information. Status will be entered by your administrator.

### MLS Officers/Directors

Kathleen Stumpf, President

Phone: 608-754-2121

[kstumpf@shorewest.com](mailto:kstumpf@shorewest.com)

Chris Burton, President Elect

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Roz Voegeli, Treasurer

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[voegelir@yahoo.com](mailto:voegelir@yahoo.com)

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[rebecca@bittner@gmail.com](mailto:rebecca@bittner@gmail.com)

Wade Williams, Past President

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[cpiper@shorewest.com](mailto:cpiper@shorewest.com)

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Jordan Zwickl, 1-Year Director

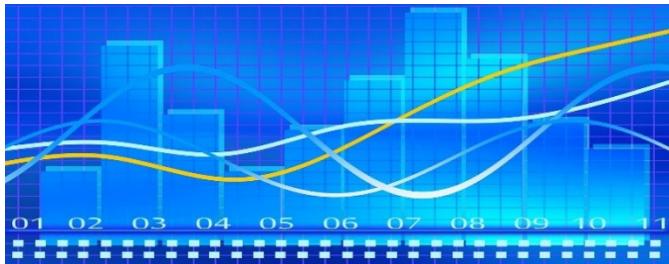
Phone: 608-755-5400

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Leila Roehl, 1-Year Director

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## Rock County Housing Statistics

Madison, WI—The Wisconsin existing home market continued to see weaker sales and higher prices compared to last year even as the inventory situation improved slightly. August home sales fell 18.3% compared to August 2022, and the median price rose 10% to \$300,000 over that same 12-month period.

Statewide inventories rose 13.3% from 3-months of available supply in August 2022 to 3.4 months of supply in August 2023. This is the second straight month in which months of inventory have inched upward, but they are still below the six-month benchmark that characterizes a balanced market. The improved inventories are due in part to new listings. While new listings for August 2023 were 2.9% below those of August 2022, this is a much lower annual decline than July, when inventories were down 17.7%, and also in the previous 10 months, when inventories were down between 22.1% and 32.6%.

**Joe Horning**, 2023 Chair of the WRA Board of Directors, **PROMISING NEWS ON NEW LISTINGS**: “It was encouraging to see the 12-month decline in new listings tail off so dramatically in August. We’ve been accustomed to year-over-year reductions in new listings that exceed 20%, so hopefully this signals a turning point in our inventory problems.”

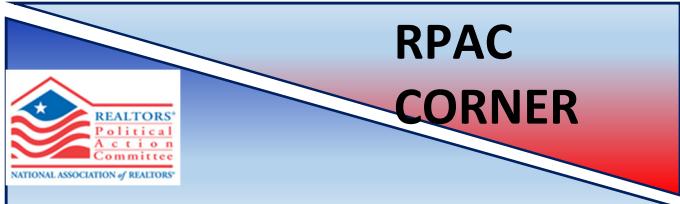
**Michael Theo**, WRA President and CEO tells us, **RISING MORTGAGE RATES POSE AN ONGOING PROBLEM**: “Mortgage rates are moving in the wrong direction. The average 30-year fixed-rate mortgage increased to 7.1% in August from 5.2% just a year ago. We’re seeing what this does to affordability, and it’s keeping some first-time buyers on the sidelines. Hopefully we see rates begin to fall as we move out of the peak season for home sales.”

**Dave Clark**, Marquette University Economist and WRA Consultant, **CORE INFLATION STILL DECLINING**: “Although headline inflation has ticked up in each of the last two months, that is not the measure that the Fed uses to gauge inflation. Instead, the Fed focuses on the core inflation measure that excludes food and energy, which tend to be volatile. The good news is that core inflation has been falling since March. Hopefully this progress on core inflation means the Fed doesn’t need to further slow the economy to lower inflationary pressures.”

and the **Sales** for August 2023 is 205 and August of 2022 was 265 that was a decrease of -22.6%. In August of 2023 there was 3.2 months of **inventory** and in August of 2022 there was 2.8 that was a +14.3% change. Average **days on the market** in August of 2023 was 55 and August of 2022 was 61 that was a -9.8% change.

**Statewide Housing Statistics**—The median price through August 2023 is \$286,000 and through August of 2022 it was \$265,000 that was an increase of +7.9%. The sales through August of 2023 is 41,715 and through August of 2022 was 53,876 that was a -22.6% 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.



## “RPAC AFTER 5” 2023

This event is coming up quick and will be held on October 25 at the Barn on Prairie from 5 – 8 P.M.

You will have a chance to win a \$500 Party at Cougar Lanes to use as you wish. The Winner will be chosen by the Donated Basket that brings in the highest Bid! So, get your thinking hats on and come up with the best – most sought after – basket! Can be Office, Group or a single donor. **Please start to bring in your baskets now, we can also use a few more sponsors.** Contact Mary Gilbank for more information.

We will also be having the Beer or Wine Pull. Connor’s arm length 50/50, Live and Silent Auctions. The Chef will be back to prepare something tasty for us to try. There will be food by Sidelines, Music by Gary the Band sponsored by Shorewest, a cash bar with the first drink on Knight Barry Title, Fun and much more! All this for only \$10. Feel free to pre-register or pay at the door.

You can win a Wisconsin Badgers Cooler Bench if you have the winning ticket. Chances are \$10 each and you can get those from any committee member or many offices have them also.

Committee Members that have tickets: Mary Gilbank, Jackie Borgwardt, Connor Fox, Stephanie Mawhinney, Heidi Krenz-Buchannan, Macy Walter, Jeff Zuelke and the Association Office.

**Rock County Housing Statistics**—The median price for August 2023 is \$250,000 and for the month of August in 2022 it was \$245,000 that was an increase of +2.0%

Wishing all October 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 October: 9<sup>th</sup> Columbus Day, 16<sup>th</sup> National Bosses Day, 18<sup>th</sup> BOD, 25<sup>th</sup> RPAC Event, 26<sup>th</sup> MLS, 28<sup>th</sup> Full Moon, 31<sup>st</sup> Halloween

Rock-Green REALTORS® Association is always looking for new members/new offices. New member/office applications can be found online at [www.rockgreenrealtors.homes](http://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:**

Gretchen Kingsley, Keller Williams Realty Signature  
Kenneth Bach, Shorewest Realtors  
Corrine DuMelle, Weichert, Realtors-Tovar Properties  
Drew Rollette, Shorewest Realtors  
Samuel Briggs, Briggs Realty Group Inc.  
Brooke Ferrell-Parisi, Pat's Realty Inc.  
Alexa Grafft, Coldwell Banker The Realty Group

**Members Transferring:**

Amy B Rusch C21 Affiliated (SCW) to C21 Affiliated Rock-Green



**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 Wade Williams for being our orientation instructor, very much appreciated. Thank you to Beth Hanthorn**

**and the new**



**for participating instructing agents."**

**RECIPES****HOT MEXICAN DIP**

1 can diced green chilies (remove seeds if possible)  
1/2 c. chopped black olives  
1 lg. ripe tomato, diced  
5 green onions, dices (including stems)  
2 T. wine vinegar  
3 T. oil  
1 tsp. salt  
1/2 tsp. pepper

Mix together and serve with tortilla chips. Jam-packed full of good stuff!

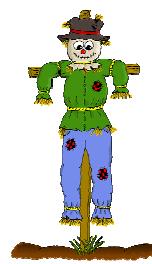
**NACHOS**

1 lb. ground beef  
1 lg. onion, chopped  
1 (16 oz.) can refried beans  
1 (40z.) can green chilies (opt.)  
3/4 c. taco sauce  
2 1/2 c. shredded Cheddar cheese  
1/4 c. green onion, chopped  
1 can avocado dip or guacamole  
1 sm. can black olives, chopped  
1 c. sour cream  
1 bag tortilla chips

Brown beef with chopped onion and drain fat. Spread beans in shallow 10x15-inch pan. Top with meat and onion. Sprinkle chilies over. Cover evenly with cheese. Drizzle taco sauce over all. Bake, uncovered, in 400° oven for 20 to 25 minutes. Remove from oven and garnish with green onion, olives, avocado dip and sour cream. Tuck tortilla chips around edges and serve.

**Barb Tapovatz Tried' n True**

If you have a recipe you would like to share email: [sue@rockgreenrealtors.homes](mailto:sue@rockgreenrealtors.homes)  
Make sure you have copyright permission.



# OCTOBER BIRTHDAYS

2	Thomas McLean
	Christopher Ramos
3	Andy Phillips
	Thomas Pullen
9	Chad Garteski
11	Kellie Mullen
	Shelly Schroeder
12	Kerri Walker
14	Ellen Phillips
	Krista Shortreed
	Julianne Mora
15	Bryan Holder
20	Cindy Garza
	Maryann Warden
	Darcy Cherry
21	Lynnea Strickland
23	Karla Hale
24	Tina Eisler
26	Anda O'Connell
27	Jennifer Thomas
31	Trixie Hickok
	Courney Prentice

## Mark your Calendars

October 25<sup>th</sup>, 2023

RPAC After "5"

@ The Barn on Prairie, 5-8 P.M.  
\$500 Party Basket Challenge  
Check page 5 for more details

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.

Happy Halloween



## DATES TO REMEMBER

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### OCTOBER 2023

October 1-3, WRA Annual Convention, at the Kalahari

October 19, Assoc. B.O.D. meeting, Assoc. Office 8:45 A.M.

October 25, RPAC After 5 event, 5-8 p.m. at The Barn on Prairie

### UPCOMING EVENTS 2023

Nov. 9, New Member Orientation, 9 A.M. at the Assoc. Office

Nov. 16, Assoc. B.O.D. meeting, Assoc. Office 8:45 A.M.

Nov. 23, Associaiton office closed for Thanksgiving

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

## NOVEMBER BIRTHDAYS

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

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

[sue@rockgreenrealtors.homes](mailto:sue@rockgreenrealtors.homes)

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