The Real Scene
ROCK-GREEN REALTORS® Association, Inc.
www.RockGreenRealtors.Homes

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A word from your President
By Jeff Zuelke

As you likely know, NAR has reached a settlement deal to relieve most Brokers and REALTOR® Associations from liability relative to the recent lawsuit. But where does that leave us now? While the settlement proposal is still pending final court approval, we do know that offers of compensation will no longer be allowed to be published on the Multiple Listing service. We also know the transaction, now must be decoupled. In other words, all agents MUST have a Buyer Agency Agreement with their Buyer and must negotiate their compensation with the Buyer the same as we currently negotiate compensation with the Seller. Also, Buyer Agents can receive no more than the amount of compensation agreed upon with the Buyer client in the Buyer Agency Agreement. The WRA has more information about the settlement agreement on their website at WRA.org.

With the implementation date for these changes supposedly set to take place by mid-July, the question becomes, how do you plan to adapt to these changes? What will your conversations with Buyers and Sellers look like because of these required changes?

The Rock-Green REALTORS® Association will be discussing the required changes and working toward helping make the transition as smooth as possible. As we work toward accommodating the necessary changes, we'll keep you posted. Along the way, if you have questions regarding the handling of any of the required changes, contact NAR.REALTOR, please feel free to reach out.

All the best as we adapt to our new way of doing business.

Happy April!

Jeff

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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:

April Showers brings May Flowers: let's hope it also brings many new listings on the market. April is also Fair Housing Month.

Thank you to all that responded to the survey sent out regarding the joint Membership meeting and Master mind program. There was some great feedback and we will be looking at that closer as we prepare for our next meetings.

The Community Involvement Committee is hard at work to get our name out there in our community. We are hosting parking at the Beloit Sky Carp games the week of April 16 thru 20th. We do need a few more volunteers on the 18th, 19th and 20th. If you have a couple hours to help with the parking. (just a matter of collecting payment and sending them to the parking area) and the committee will earn a portion of the collection to help with their efforts and programs for the year. Then at the 3rd inning you can enter the game and enjoy the rest of the game that day. It is a great time to include your children to help then treat them with a ball game. Call Kassi Dixon or the Association to sign-up.

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.

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
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
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
Kelly Falk
Neil Kerwin
Andrea Morse

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
Renae Henry
Heidi Krenz-Buchanan
Stephanie Mawhinney
Colleen Nelson
Paul Schieldt
Wade Williams
Vicky Kreyer

SUNSHINE
Maryann Warden, Chair
Mollie Podwell

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

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

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

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

Rock-Green Future Events

SAVE THE DATES

***April 3,** Caffeinated Collaboration, 9 a.m. till 10 a.m. held at the Keller Williams office

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

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

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

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**.

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.

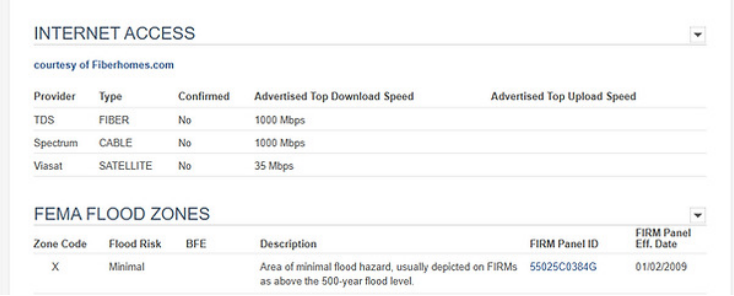
ANNUAL DUES
We are happy to let you know we will again this year, do a Pre-Payment Plan to help you with your 2025 Annual Membership Dues. Pay any amount toward your dues from now until August 31st for just a one-time $5 service fee and if you pay in full there will be no fee. You can pay monthly, quarterly or any payment schedule. Call Sue for more information. 608)755-4841

The Next Statewide Election is the 2024 Spring Election and Presidential Preference Vote. This will be on Tuesday, April 2, 2024. Need to know if you are registered or where your polling place is, www.myvote.wi.gov will give you all that information. Find your polling place, the hours and directions, what will be on the ballot, next local election info and learn about absentee voting if you can't get out to vote.

MLS INFORMATION:

*** Internet Data Now Included Within CRS Tax

A new section of information regarding available internet access has been added to the CRS tax report within Paragon. This data is provided by Fiberhomes.com, and can be found before the FEMA Flood Zones section on CRS tax reports. Access CRS Tax Reports by selecting the red T icon from property reports within Paragon Desktop, or within third-party integrations using Paragon Connect.



INTERNET ACCESS

courtesy of Fiberhomes.com

Provider	Type	Confirmed	Advertised Top Download Speed	Advertised Top Upload Speed
TDS	FIBER	No	1000 Mbps	
Spectrum	CABLE	No	1000 Mbps	
Viasat	SATELLITE	No	35 Mbps	

FEMA FLOOD ZONES

Zone Code	Flood Risk	BFE	Description	FIRM Panel ID	FIRM Panel Eff. Date
X	Minimal		Area of minimal flood hazard, usually depicted on FIRMs as above the 500-year flood level.	55025C0384G	01/02/2009

*** Expiration Dates for Imported Listings

You may have wondered why active listings that are imported from other MLSs have 1/1/2079 as their expiration date. Most MLSs do not display the expiration date for active listings within their MLS systems. Our agreement via WIREX requires us to honor restrictions set in the native MLS systems. Paragon requires data to be included in the expiration date field, so we use 1/1/2079 as a placeholder. The actual expiration date is hidden, and when the property is moved to an expired status, the placeholder is replaced with the actual expiration date. More information on imported listings can be found on Paragon.

*** Free Fraud Alert Resource

PropertyFraudAlert.com is a free public service that will alert a property owner of potential fraudulent recordings that affect their property. It is monitored by the individual county land records offices.
Although it does not prevent fraud from happening, it provides an early warning system so the property owner can take the appropriate action if fraudulent activity has occurred. It may be particularly helpful to share this resource with a property owner who has had someone pose as them and attempt to list their property.
Sign up is quick & easy. Go to **PropertyFraudAlert.com**, select the state & county in which the property is located, and choose how you'd like to be notified.
For additional info on how to avoid listing scams, check out the helpful link by the WRA on Paragon.

Friendly reminder that all listings need to have the correct contract dates. They must match in Paragon™ and the contract. If you are not able to correct the dates; contact Sue at sue@rockgreenrealtors.homes or 608-755-4841

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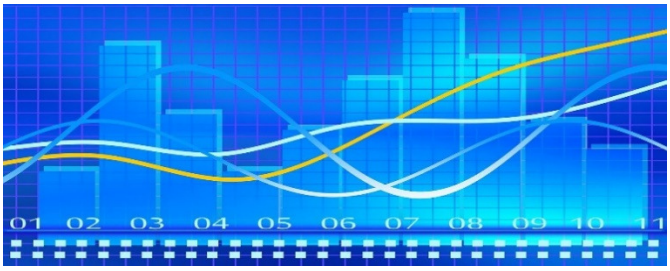
April Showers Bring May Flowers



Rock County Housing Statistics

Madison, WI—February new home listings rose by 20.9%, and total listings increased 7.5% relative to their levels in February 2023. This added inventory resulted in a 3.1% increase in February home sales compared to 12 months earlier, and year-to-date sales are up 6% over the first two months of 2023.

The home market remains a seller's market with just 2.7 months of available supply in February. Although it is below the six-month benchmark which characterizes a balanced home market, it has improved from the 2.1 months of available supply in February 2023.

Inventories are tight, especially for homes listed at lower price ranges. Homes listed under $125,000 had 2.4 months of supply in February and there were approximately two months of supply for those listings between $125,000 and just under $350,000. Higher priced listings had more available supply. Specifically, homes priced between $350,000 and just under $500,000 had 3.1 months of available supply and those at or above $500,000 had 4.8 months of supply.

Mary Jo Bowe, 2024 Chair of the WRA Board of Directors, **LISTINGS CONTINUE TO IMPROVE:** "We continue to see growth in our new listings, and February was particularly strong, rising over 20% compared to this time last year. This bodes well for ongoing improvement in our inventory situation as we move into the peak sales period of late spring and summer."

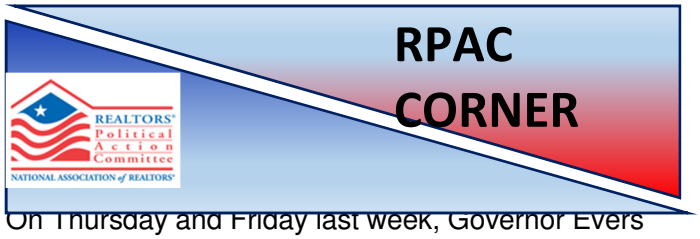
Tom Larson, WRA President and CEO tells us, **AFFORDABILITY CHALLENGES CONTINUE FOR FIRST-TIME BUYERS:** "It's great to see the recent upward spike in new listings, and this has no doubt helped to moderate our home price increases. The real problem for first-time buyers is that mortgage rates have been slow to come down after peaking at nearly 8% last fall. Hopefully we'll see some improvement in rates, which will help millennials still looking to buy homes."

Dave Clark, Marquette University Economist and WRA Consultant, **RECENT PROGRESS ON CORE INFLATION SLOWS** "The Fed has made significant progress on inflation over the past year but most of the improvement was seen in the spring and summer of 2023. The Fed's preferred measure is core inflation because it factors out both food and energy prices which tend to be quite volatile from month to month. The good news is that core inflation fell from 5.5% in February 2023 to 4.1% in September of last year. However, since that time improvements have really slowed with the annualized rate of core inflation standing at 3.8% in February. This is well above the Fed's target rate of 2% for inflation. We'll need to see more progress before the Fed is comfortable lowering rates to further stimulate the economy."

Rock County Housing Statistics—The **median price** for February 2024 is $245,000 and for the month of February in 2023 it was $240,000 that was an increase of +2.1% and the **Sales** for February 2024 is 112 and February of 2023 was 101 that was an increase of +10.9%. In February of 2024 there was 2.8 months of **inventory** and in February of 2023 there was 2.0 that was a +40.0% change. Average **days on the market** in February of 2024 was 75 and February of 2023 was 78 that was a -3.8% change.

Statewide Housing Statistics—The median price through February 2024 is $275,000 and through February of 2023 it was $255,000 that was an increase of +5.9%. The sales through February of 2024 is 6,828 and through February of 2023 was 6,443 and that was a +6.0% 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.



On Thursday and Friday last week, Governor Evers signed the following bills into law:

*** AB 969—Closing the Foreclosure Equity Theft Loophole**

***SB 439—Discriminatory Covenants and Deed Restrictions in Wisconsin**

***AB 918—Real Estate Practice Changes**

***SB 351 Clarifying Wisconsin MLS Sales Tax Exemption**

All of these bills were REALTOR® & Government Day issues, highlighting how instrumental your efforts were in moving the issues forward.

Keep an eye on your inbox as we work on the last remaining bill, SB 541 relating to filled lands, being signed by the governor.

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

Wishing all April 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.

April happenings: 1st April Fool, 11th MLS BOD Meeting, 18th BOD Meeting, 22nd Earth Day, 24th Aministrative Professionals Day.

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:

Diane Tuttle, First National Bank & Trust
Veronica Ortega, Re/Max Property Source
Crystal Tuescher, Covenant Realty
Charlene Jackson, Kerwin Real Estate Agency
Amy Clark, Land Title & Closing Services
Michael Restaino, Restaino & Associates
Jessica Campbell, Luchsinger Realty
Amy Clark, Ekum Title

Members Transferring:

Cindy Simonson, First Weber to Restaino & Associates
Robert Simonson, First Weber to Restaino & Associates
Stephanie Mawhinney, Knight Barry Title Services LLC to Land Title & Closing Services LLC
Kierra Wilson, Shorewest Realtors to First Weber Inc.

Members Leaving:

Kelly Badertscher, Shorewest Realtors
Troy Angus, Winn Realty & Appraisal LLC

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

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

New Member Orientation 2024
May 9, 2024
August 29, 2024
November 7, 2024

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

RECIPES

RASPBERRY ANGEL FOOD CAKE

Described as 'raspberry floating in a light, white cloud, surrounded by a pool of raspberry sauce'. Fussy but memorable. Fresh raspberries are preferable!

10 egg whites, room temp.
1 ¼ tsp. cream of tartar
¼ tsp. salt
1 tsp. vanilla extract
1 ¼ c. sugar
1 c. flour
1 c. fresh raspberries or well-drained frozen berries

Preheat oven to 325º. In a large bowl, beat egg whites, cream of tartar and salt with electric mixer to form soft peaks. Add vanilla and almond extracts and gradually add the sugar, beating until stiff and shiny. Sift the flour onto the shiny egg whites and sprinkle raspberries over top. Gently fold in the flour and raspberries with a rubber spatula. Place mixture in a 10-inch ungreased tube pan and bake for 40 minutes. Invert on cake rack and cool completely.

RASPBERRY AMARETTO SAUCE:
2c. raspberries (fresh or frozen)
½ c. powdered sugar
1 T. lemon juice
3 T. Amaretto liqueur
In a blender or food processor, purée berries. Add rest of ingredients and strain to remove seeds. Serve over cake.

Scrumptious!

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

APRIL BIRTHDAYS

1	Lori Emerson
	Ashley Ormes
3	Chad Sullivan
8	Scott Bever
	Laurie Huml Eckert
9	Deb Dongarra
	Kathleen Stumpf
10	Agim Mahmudi
	Teresa Skridla
11	Robert Giese
13	Peggy Cadd
14	Mandy Lux
15	Margo Berke
	Suzette Hughes
16	Mindy Morgan
17	Colleen Meyer
	Brooke Ferrell-Parisi
18	Bill Newcomb
21	H James Oberg
25	Benjamin DeWitt
	Malachi Brick
26	Sam Tesar
	Ben Rein
	Melissa Pergolski
	Diana Cleven
27	Jerry Morse
	Theodore Jappert
28	Kelly Falk

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

Volunteer to help park cars and enjoy the game after the 3rd inning. FREE! Call me for more info. 608)755-4854

DATES TO REMEMBER 7

APRIL 2024

April 3, Caffeinated Collaboration, 9 a.m. at Keller Williams office

April 11, MLS B.O.D. meeting, 9 A.M.

April 18, Assoc. B.O.D. meeting, Assoc. Office 9 A.M.

April 16-20, Parking Fundraiser at Sky Carp back Parking lot

UPCOMING EVENTS 2024

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

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

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

May 27, Assoc. Office Closed for Memorial Day

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.

Come to a Sky Carp game between April 16 -20 and park in the back lot and support our Community Involvement Committee as they Fundraise for funds to help with their community projects. Every little bit helps. Come and pay the parking fee and maybe tip your attendant. As always enjoy the ball game and support your communities team! **We do still need volunteers for the 18th, 19th and 20th games.**