



The Real Scene from  
ROCK-GREEN REALTORS®  
ASSOCIATION  
www.RockGreenRealtors.com

4451 Woodgate Drive, Unit E  
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## A word from your President By Ben Shult

Greetings, friends!

April is upon us, and if not for the snow and cold, I'd say spring is here! Beware "mud season" at your open houses and showings! I remember once many years ago seeing muddy foot prints on the white carpets of a new construction listing at an open house. You could see every place that person went in the house! Booties and mandatory shoe removal are the order of the day!

April is a special month for our industry—Fair Housing month! It was on April 11<sup>th</sup>, fifty years ago, that the Fair Housing Act was signed by President Lyndon Johnson. Wisconsin has also played an important role in the history of fair housing; we were the first state in the nation, in 1982, to prohibit housing discrimination on the basis of sexual orientation. We've come a long way, but of course the work is never done and we always seek to ensure fair opportunity for all. This would be a good time to brush up on some "best practices" to ensure that you do not accidentally run afoul of current guidelines and principles. The WRA website is a good resource for this! Let's take the opportunity on this 50<sup>th</sup> anniversary to honor the past, and work for an even better future in fair housing.

Please mark your calendars and plan to attend the Rock-Green REALTORS® Association, Realtor Political Action Committee fundraising event, on Wednesday May 9<sup>th</sup> at the beautiful Janesville Armory, starting with food/drinks at 5PM. The event is free, and we'll have live and silent auctions for some great prizes such as Packers tickets, tech items, and much more! Door prizes as well! We have a terrific, entertaining game of trivia—both real estate and general—planned as well. If your office, or you, would like to participate, the cost is \$200/team of 4 or \$50 per individual, with all funds going to support the RPAC mission! Call Vicky or Sue to sign up!

Finally, don't forget to plan ahead for this biennium's continuing education, which must be completed by December 14th. 18 hours are required now, so it may take you a bit longer than in the past! New agents must now complete the education for the biennium in which they become licensed.

Happy selling!

*Ben*



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\* = Inserted Page

## EXECUTIVE COMMITTEE

### PRESIDENT

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756-3932 | Benshult@charter.net

### PRESIDENT-ELECT

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741-1000 |  
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### LOCAL DIRECTORS

Heidi Krenz-Buchanan | 3-year term  
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Tammy Cherry | 1-year term  
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Mike Venable | 1-year term  
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Julie Budrow | 1-year term  
758-9779 | budrowj@firstweber.com

Valerie Eagan | 1-year term  
756-0300 | valerie@landtitlerock.com

## ROCK-GREEN STAFF

Vicky Kreyer | Association Executive  
755-4854 | Vicky@rockgreenrealtors.org

Sue Cook | MLS/Membership Administrator  
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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 April, spring has sprung and hoping that your business is starting to ramp up for the year. Now if we could just find a way to increase the inventory we would all be set.

We are getting ready for our Professional Standards Training session. We are always looking to expand our committee, so with that being said, we need more volunteers to join this committee. We would love to have representation from more of our member offices, volunteers from large to smaller offices making us more diverse in our committee, making it much easier when a problem does arise. Please let me know if you would be interested in the training, it is on April 19, 9-4 with a working lunch at The Associated Bank. Call me to reserve a spot, 755-4854 (If you take the training you are not committed to joining)

I hope you are all forming your teams for the upcoming RPAC Fun Night event on May 9<sup>th</sup>. We are playing the game "Kahoot" which is an app trivia game. 4-person teams compete to get the correct answer in the shortest time. Just \$200 per team. We are in need for Silent/Live Auction items. If you have something to donate we will accept it all. Bring to the Association or call and we can pick it up. We need Players, spectators, maybe even a heckler or two will liven up the night. LOL

As always, I am here for you, the members. If there is anything I can help you with, please let me know. My door is always open.

*Vicky Kreyer*



**WRA**

### Partnership for Success Program

Opening Doors to REALTOR® Diversity

The Wisconsin REALTORS® Association's Partnership for Success Program provides start-up assistance for new minority licensees who are interested in building a real estate career. For more information, visit [wra.org/Partnership](http://wra.org/Partnership)



[facebook.com/CulturalDiversityInHousing](https://www.facebook.com/CulturalDiversityInHousing)

More information in this publication.

### IMPORTANT NUMBERS

Association AE Office	(608) 755-4854
MLS/Membership Office	(608) 755-4841
Association FAX #	(608) 755-4843
e-mail	Vicky@RockGreenRealtors.org
Web Site	<a href="http://www.rockgreenrealtors.org">www.rockgreenrealtors.org</a>
WRA (General #)	(608) 241-2047
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.**

**ROCK-GREEN REALTORS®  
ASSOCIATION  
2017-2018 ASSOCIATION  
COMMITTEE LIST**

**BUDGET/FINANCE**

Ben Shult, Chair  
Heidi Krenz-Buchanan  
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Jim Zanton  
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Verna Saladino  
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Margo Berke

**GOLF OUTING**

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Paula Carlson  
Deb DeWitt  
Trish Edwards  
Kaye Fulton  
Pat Knoble  
Jeff Myers  
Vicky Kreyer

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Jim Zanton, Chair  
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Andrea Morse  
Dan Puckett

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Karen Williams, Chair  
Kim Nickols, Co-Chair  
Tammy DeGarmo  
Kelly Falk  
Jeannine Hill  
Linda Kleinschmidt  
Vicky Kreyer

**MEMBERSHIP/Orientation**

Wade Williams, Chair

**PROGRAM**

Diana Stoeher, Chair  
Andrea Morse  
Wade Williams  
LeAnn Utynek

**NOMINATION**

Ben Shult, Chair  
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Jeff Zuelke  
Neil Kerwin  
Jim Zanton  
Jerry Morse  
Paul Schieldt  
Colleen Nelson  
Blair Winn

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Jeff Zuelke  
Neil Kerwin  
Jim Zanton  
Jerry Morse  
Colleen Nelson  
Blair Winn

**PROFESSIONAL STANDARDS**

Wade Williams Chair '13 (T-14)  
Joan Waite Mediator '12 (T-13)  
Paul Schieldt, Mediator '12 (T-14)  
Andrea Morse, Griev. Chr '12(T-14)  
Jerry Morse, Ambudsman '16  
Randy Borman, Ambudsman '16  
Adam Briggs '12 (T-09)  
Dave Brown '13 (T'13)  
Earl Collins '14 (T-13)  
Deb DeWitt '14 (T-14)  
Kaye Fulton '12 (T-14)  
Mary Gilbank '12 (T-09)  
Eric Kim '16 (T-14)  
James Oberg '15 (T-14)  
Valerie Richter '12 (T-09)  
Krista Shortreed '14 (T-13)

**ROY/AWARDS LUNCHEON**

Tammy Cherry, Chair  
Wendy Bumgarner  
Linda Kleinschmidt  
Andrea Morse  
Colleen Nelson  
Julie Raese  
Pat Knoble

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Neil Kerwin  
Andy Dongarra  
Valerie Eagan  
Jerry Morse

**SUNSHINE**

Maryann Warden, Chair  
Mollie Podwell

**YOUNG PRO'S TASK FORCE**

Kevin O'Leary, Chair  
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Ben DeWitt  
Kelly Falk  
Kristan Hoff-Filak  
Neil Kerwin  
Heidi Krenz-Buchanan  
Mary Ellen Mackey  
John Mansur  
Aaron Marjala  
Olivia Martinez  
Erica Penny  
Kim Prichard

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Neil Kerwin  
Jeff Zuelke  
Jerry Morse  
Paul Schieldt  
Heidi Krenz-Buchanan

**CORE STANDARDS COMMITTEE**

Ben Shult  
Jeff Zuelke  
Jim Zanton  
Nina Perona  
Karen Williams  
Wade Williams  
Diana Stoeher  
Fred Leonard

**ANNOUNCEMENTS**

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**The WRA Partnership for Success Program**

Is designed to promote diversity within the REALTOR® membership and enhance the probability of long term success in the real estate profession for new agents. Diversity within a brokerage firm also draws a wider range of clients and customers to the firm. The Program provides start-up assistance for new minority licensees including a REALTOR dues waiver, six months MLS fees as well as education and convention opportunities. Most benefits extended are subject to repayment within three years either in cash or via volunteer hours.

Potential applicants and their sponsoring brokers can visit the WRA website at [www.wra.org/Partnership](http://www.wra.org/Partnership) or the Cultural Diversity in Housing Committee's Facebook page at <https://www.facebook.com/CulturalDiversityInHousing/> to learn more. The website includes a video, a link to the attached brochure, application forms and more!

**JPAC/Affiliate Fun Night!**

May 9, 2018 | The Armory | 5 – 8:00 P.M.

We will be playing the game "Kahoot" 4 person teams (\$200) or \$50 per person Unlimited teams, Prizes. Cash Bar and food at 5 P.M. Joe Murray at 5:15 P.M. Game starts at 6 P.M. with the live auction in between and silent auction ending after the game. We need auction items and donations.

It is time to sign-up your teams. Come up with a team name and signage. Make up posters, banners, outfits, whatever you want to do. If you don't have the supplies we will have some there for you to make up your banner/sign for your team. Have fun with it!



Thank you to all who donated to the Easter Basket Drive.

**MLS INFORMATION****"IMPORTANT"**

\*\*\*Listings in the status of Withheld/Delayed or Active marked as "no showings until" cannot be shown to prospective buyers by a cooperating agent or by the listing agent. In addition, agents from companies other than the listing company are not allowed to preview these listings. Those found in violation of this rule can be fined up to \$15,000 and are subject to suspension of MLS services. This fine and suspension can be applied to both the listing agent and the agent showing the property.

**NOTE: Under contract indicates a valid listing contract between the seller and broker.**

**ACTIVE:** Under contract - Listing is available for showings

**WITHHELD/DELAYED:** Under contract - No showings allowed until a specific date (no accepted offer)

**WITHDRAWN BY SELLER:** Under contract - No showings allowed (seller has discontinued marketing, but has not been released from contract)

**OFFER W/BUMP:** Under contract with accepted offer - Listing available for showings

**OFFER-SHOW:** Under contract with accepted offer - Listing available for showings

**OFFER-NO SHOW:** Under contract with accepted offer - No showings allowed

**SOLD:** Closed - no showings

**EXPIRED:** Released from contract (or contract expired) - No showings

\*\*\***Commercial lease price clarification:** The list price for commercial properties that are **for lease only** have been entered in our MLS inconsistently. To fix this, we ask that you enter the **list price** for commercial lease only listings as the **annual lease amount**. We have added a note to the agent full report that says "if lease only = annual lease amount" to help clarify.

\*\*\***Help with Computer Problems** As a member of the WRA, you have access to a hotline available to help with technology problems. While we at the MLS are available to help you with Paragon™, Supra, WIREX, ShowingAssist and listing syndication, **(we do not have staff available to help solve problems with computer hardware, operating systems, or internet browsers)**. The WRA Tech Hotline is available for help with many technology problems. Hours are M-F 8-7 and S 8-4. You will need your WRA member ID, which can be found on the label of your monthly Wisconsin Real Estate Magazine. Contact info is as follows: Phone: 866-610-7997

Email: [support@techhelpline.com](mailto:support@techhelpline.com)  
Chat: [chat.techhelpline.com](https://chat.techhelpline.com).

**Sold Properties**

**\*\*Please enter your sold property into Paragon™ "Offer no-show" (click save) then enter the sold information into Paragon™**

**Sold Before Published/FSBO**

**With the exception of SBP (Sold Before Publishing). SBP are entered directly into sold status, do not enter as "Active" or "Offer no-Show". Please make sure on all SBP's you have all information and an outside photo of the sold property. Questions call 608-755-4841.**

*Thank you, Sue*

**MLS Officers/Directors**

Bianca Singer, MLS President  
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## Rock County Housing Statistics

**Madison, Wis.** —Strong demands propelled usually slow winter Wisconsin home sales to record levels. The three month period between Dec. 2017 and Feb. 2018 saw 13,471 homes sold, which is the highest winter season since the WRA recalibrated its data systems beginning in 2005.

Inventories do tend to improve as we get closer to the spring but we are still well below where we were this time last year. On a seasonal basis, inventories hit their lowest point in January, and they tend to improve in the spring and peak in the summer before tailing off again in the fall.

The Wisconsin Housing Affordability Index shows the portion of the median-priced home that a household with median family income can afford to buy assuming a healthy 20% down payment, and the remainder financed with a 30-year fixed mortgage. Still, buyers would be well advised to move quickly before rising rates further hinder their housing options.

**Rock County Housing Statistics**—The median price for February 2018 is \$143,450 and for the month of February in 2017 it was \$109,900 that was an increase of +30.5% and the Sales for February 2018 is 96 and February of 2017 was 99 that was a decrease of -3.0%.

**Yearly Rock County Housing Statistics**—The median price for 2018 is \$144,750 and for 2017 it was \$110,000 that was an increase of +31.6%. The sales for 2018 is 222 and in 2017 it was 225 that was a decrease of -1.3%%.

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 2010, all historical sales volume and median price data at the county level have been re-benchmarked using the Techmark system, which accesses MLS data directly and in real time.

**KNOW WHO YOU ARE DEALING WITH:** If you click the listing agent name on reports, a box will open showing alternate agent phone numbers and a photo of the agent, if the agent has loaded a photo into Paragon. Agents can load a photo of themselves by clicking on Preferences, User, Agent Image. Agents can also load a logo here.

If you are an Affiliate office and would like to know more about sponsoring a meeting breakfast or event, please give me a call at the Association. We usually have 3-4 general membership meetings a year and other special meetings that we schedule from time-to-time.



## Community Family Fun Fair 2018!!!!

October 25, 2018 | 3-7 p.m.

Come and join us at the Pontiac Convention Center for a howling good time. We are having a Halloween theme this year so gather up your decorations and have a spooky game and ghoulish treats. We are having a booth decorating contest and a Halloween costume contest. Same great information, Health and Safety, Educational information, entertainment, food, games and prizes, drawings and a silent auction. Proceeds from the auction will benefit the 16:49 Program in our community. Remember, Member offices only pay the low low price of \$25 per booth space. Sign-up early. This is a great way to show some local support and get your name out there in our community. Talk to a committee member for more information if you are not sure what this is all about. We are also in need of volunteers for this event. Sponsors are also in need, donations of items for baskets or baskets for the silent auction and drawings. Or just be a guest and bring your families, extended families, co-workers and clients. All are welcome, the kids will have a blast playing games and winning prizes. Please do all you can to make this a huge success!

If you are interested in helping plan this awesome event, we hold monthly meetings (not required to attend every one) on the first Tuesday of the month at 11 a.m. Even if you just want to come and see what this is all about, Please, Join us!



April, Easter 1<sup>st</sup>, April Fools 1<sup>st</sup>, Tax day 17<sup>th</sup>.  
Imagine April Fools Day is the same day as Easter.  
This is no April Fools joke.

If you have any issues or questions for the MLS Board of Directors, send in a letter or request to speak to the Board directly, then we can add it to the agenda.

Wishing all April birthdays the best.

We are always looking for new members/new offices. New member applications can be found online at [www.rockgreenrealtors.org](http://www.rockgreenrealtors.org) 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!

*Sue*

#### NEW MEMBERS:

Donna Anderson, First Weber Inc.  
Deborah Barden, First Weber Inc.  
Brian Bruhn, Century 21 Affiliated Janesville

#### MEMBERS leaving the Association:

Debra Sime left First Weber Inc.  
Olivia Martinez left Century 21 Affiliated Beloit RG

#### MEMBERS ON THE MOVE:

NONE

#### NEW OFFICES:

NONE

#### OFFICES LEAVING:

NONE



**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 Schedule for 2018

May 17, 2018  
August 16, 2018  
November 15, 2018

**"Thank you to River Title for the donuts and coffee for our orientations. Very much appreciated."**

**"Thank you Wade Williams for being our orientation instructor."**

## "Recipe of the Month"

### 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 temperature  
1 ¼ tsp. cream of tartar  
¼ tsp. salt  
1 tsp. vanilla extract  
½ tsp. almond extract  
1 ¼ c. sugar  
1 c. flour  
1 c. fresh raspberries or well drained frozen berries

Preheat oven to 325°. 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:

2 c. 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!!!

*Barb Tapovatz Tried' n True*

**If you have a recipe you would like to share email: [sue@rockgreenrealtors.org](mailto:sue@rockgreenrealtors.org)**

**Make sure you have copyright permission.**

**Key System Hot Tip:** Our Supra key system allows you to set email or text alerts when an agent opens your keybox, and when they leave your listing. You can also set up to send this alert to your seller or team member(s). Alerts can be set up via [www.supraekey.com](http://www.supraekey.com) (click the SupraWEB Login for Real Estate Agents). If you are new to this website, you will be prompted to set up an account (hint: your key serial number displays at the top of your ekey screen). Click [here](#) for detailed instructions on setting up showing alerts.

# APRIL BIRTHDAYS

1	Lori Emerson
	Ashley Ormes
3	Chad Sullivan
7	Cindy Stout
8	Scott Bever
	Laurie Huml Eckert
9	Deb Dongarra Adams
13	Peggy Cadd
14	Mandy Lux
	Judy Grunzel
	Kyle Chrostowski
15	Margo Berke
	Suzette Hughes
16	Kevin Schmidt
	Ray Hartji
17	Colleen Meyer
	Donald Harwood
18	Bill Newcomb
20	Elaine Dillon-Angelakis
21	James Oberg
25	Benjamin DeWitt
26	Sam Tesar
	Ben Rein
	Melissa Pergolski
27	Jerry Morse
28	Tom Bradley
	Kelly Falk
30	Fred Gensmer

**Have we missed your Birthday?  
Please let us know so that we  
may acknowledge your special  
day.**



## DATES TO REMEMBER

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### APRIL 2018

- 03 Fun Fair Committee Meeting, 11 P.M. Assoc. Office
- 11 MLS Board mtg. 9 A.M. Association office
- 16 RPAC Committee Meeting, 1 P.M. Assoc. Office
- 18 Rock-Green Board mtg. 8:30 A.M. Assoc. office
- 19 Professional Standards Training, 9-4 Associated Bank
- 25 Membership Meeting, Pontiac Conv. Ctr. 9:00 a.m.



### UPCOMING EVENTS

- May 9, RPAC Fun Night, The Armory, 5-8 P.M.
- May 9, MLS Board mtg. 9 A.M. Association office
- May 16, Rock-Green Board mtg. 8:30 A.M. Assoc. Office
- May 17, New Member Orientation, Association Office, 9 A.M.
- May 28, Association Office Closed, Memorial Day

## MAY BIRTHDAYS

1	Josh Eastman	15	Kristin Zahler
2	Christine Fisher	17	Karen Williams
4	Robert Walker	18	Neil Kerwin
	Kathryn McCulloch	19	Terry Morris
5	Thomas Parsons		Billy Shipler
8	Donya Bundy	20	Joan Waite
	Liane Haase		Kathleen Rebman
	Cindy Simonson	22	Karen Entress
9	Adam Baumel	23	Ben Shult
	Paul D Anderson	24	Douglas Davis
11	Kenneth Smith	27	Shelly Cronin
12	Jennifer Hughes	28	Jim Coen
	Donna Anderson		L Patrick McGuire
13	Ashley Nelson	30	Michelle Ruosch
14	Penny Cook		Debra Olson

**Bing maps have been replaced with Google maps throughout Paragon. The main reason for this change is to offer more up-to-date maps. Please email [support@wisre.com](mailto:support@wisre.com) if you notice anything odd.**