



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

4451 Woodgate Drive, Ste 100
Janesville, WI 53546
Office: 608.755.4854
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A word from your President
By Mary Ellen Mackey

Happy New Year to all and our sincere thanks for renewing your membership. 2019 looks to be another promising year for our local real estate market. The shortage of single-family homes for sale in Wisconsin continues to put upward pressure on prices but has also produced an increase in residential new construction. It is important that we continue to educate our communities on the importance of using a REALTOR® so buyers and sellers can better navigate the market. The Rock-Green Realtors® Association offers a number of different opportunities for participation. As we move into 2019, please consider how you can get involved and help contribute to our continued success.

The Salvation Army Realtor Bell Ringing Day was a huge success, together we raised over \$1,000. Thank you again to all who donated their time this holiday season.

Be sure to mark your calendars:

MLS Dinner Dance, Friday February 1st 5:30pm at The Armory in downtown Janesville. The evening will include great entertainment with a fun 80's theme. A great opportunity to network with colleagues and celebrate our industry.

Realtor & Government Day, Wednesday April 24th at the Concourse in Madison. This is your chance to shape the laws that affect you and your real estate business in Wisconsin and protect the rights of homeowners. The first 300 members to register are FREE!

May each of you have a blessed and prosperous 2019!

Happy New Year

Mary Ellen Mackey



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JANUARY 2019

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* = Inserted Page			

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PRESIDENT

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Ben Shult | 3-year term
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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 New Year Everyone! I wish the best for all of you and I hope your year is busy and prosperous.

Let's make 2019 the year to get involved. Your Association has many committees and events to help you donate your time and efforts. I know we have a lot of talented people in our Association. Come and help make our Association shine this year. All it takes is a call, 608-755-4854.

I personally want to thank all the members that paid their dues and are joining us for another great year! Let's hope the housing inventory makes a change for the better and can keep all of you busy.

Remember to mark February 1 on your calendars. That is the date of our Annual Dinner Dance. It will be at the Awesome Armory and there will be an 80's theme. Make sure you sign-up for the Air Guitar/Lip Sync contest. There will also be a theme dress-up contest. Totally voluntary, but if you want to have some fun, come as your favorite, single or couple/group. You could win a prize. Either way you will be sure to have a great time!

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



A HUGE Thank You to all who signed up to Ring the Bells on December 6th. Together you all raised over \$1000 for the Salvation Army. Great Job!

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	www.rockgreenrealtors.org
WRA (General #)	(608) 241-2047
WRA Members Only	1-800-279-1972
Members Only Legal	1-800-799-4468
Hotline	
Legal Hotline	(608) 242-2296

General Office Hours----

Monday-Thursday | 8:30 a.m. – 5 p.m.

(New Hours) Friday | 8:30 a.m. – 12:30 p.m.

**ROCK-GREEN REALTORS®
ASSOCIATION
2018-2019 ASSOCIATION
COMMITTEE LIST**

BUDGET/FINANCE

Mary Ellen Mackey, Chair
Ben Shult
Heidi Krenz-Buchanan
Jeff Zuelke
Neil Kerwin
Jerry Morse
Colleen Nelson
Blair Winn

BYLAWS

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Jeff Zuelke, Co-Chair

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Andrea Morse
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Verna Saladino
Russ Zueger

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Julie Raese
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Terry Morris
Becky Zuelke
Terri Moldenhauer
Wade Williams
Paul Schieldt
Rebecca Bittner
Vicky Kreyer

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Penny Patterson
Candice Kildow

EQUAL OPPORTUNITY

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Margo Berke

GOLF OUTING

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Al Herbst, Co-Chair
Paula Carlson
Deb DeWitt
Trish Edwards
Kaye Fulton
Pat Knoble
Jeff Myers
Vicky Kreyer

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AFFAIRS/RPAC**

Jim Zanton, Chair
Mary Gilbank-Peterson, Co-Chair
Heidi Krenz-Buchanan
Andrea Morse
Dan Puckett

HEALTH & SAFETY FAIR

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

MEMBERSHIP/Orientation

Wade Williams, Chair
PROGRAM
Diana Stoehr, Chair
Andrea Morse
Wade Williams

NOMINATION

Mary Ellen Mackey, Chair
Ben Shult
Heidi Krenz-Buchanan
Jeff Zuelke
Neil Kerwin
Jerry Morse
Paul Schieldt
Colleen Nelson
Blair Winn

PERSONNEL

Mary Ellen Mackey, Chair
Ben Shult
Heidi Krenz-Buchanan
Jeff Zuelke
Neil Kerwin
Jerry Morse
Colleen Nelson
Blair Winn

PROFESSIONAL STANDARDS

Wade Williams Chair '13 (T-18)
Joan Waite Mediator '12 (T-13)
Paul Schieldt, Mediator '12 (T-18)
Andrea Morse, Griev. Chr '12 (T-18)
Jerry Morse, Ombudsman '16 (T18
Randy Borman, Ombudsman '16 (T18)
Adam Briggs '12 (T-09)
Dave Brown '13 (T-18)
Earl Collins '14 (T-18)
Deb DeWitt '14 (T-18)
Carol Esselman '18 (T18)
Kaye Fulton '12 (T-18)
Mary Gilbank '12 (T-18)
Eric Kim '16 (T-14)
Linda Kobilca '18 (T18)
Valerie Richter '12 (T-09)
Krista Shortreed '14 (T-13)

ROY/AWARDS LUNCHEON

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

RECRUITMENT

Colleen Nelson, Chair
Neil Kerwin
Andy Dongarra
Valerie Eagan
Jerry Morse

SUNSHINE

Maryann Warden, Chair
Mollie Podwell
Paula Carrier

YOUNG PRO'S TASK FORCE

Kevin O'Leary, Chair
David Bynum
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

STRAT PLAN COMMITTEE

Blair Winn, Chair
Colleen Nelson
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 Stoehr
Fred Leonard

ANNOUNCEMENTS

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Do you like Housing Stats?

Then, the monthly housing statistics report just got better. On top of the press release and detailed housing data you receive every month, you'll now also be able to watch a housing report video. You can view all of the housing statistics at: www.wra.org/housingstatistics

WRA TechHelpline, your personal tech support team. The Tech Helpline is FREE for WRA members. That is FREE support on PC/MAC, tablets, phones, printers, networking, outlook, virus removal & more! When your WRA membership includes free access to technical support, it speeds up the time it takes to troubleshoot technology issues and get your gadgets up and running smoothly. Not only do you get quick access to an IT team for problem resolution, but you also get assistance with WRA login steps, purchases and evaluating new technology! See what everyone's talking about at WRA.ORG/TECHHELPLINE or you can Call toll free 866-610-7997 or live chat online: chat.techhelpline.com

Did you know | Inman News Free

The WRA's partnership with Inman News gives you access to exclusive news, in-depth reporting and through analysis with Inman News' newest feature, Inman Select. Inman Select has everything you need to know to be smarter about real estate, such as daily news, award-winning commentary, special reports, webinars and more. Inman Select is a paid service, but WRA members can access Inman Select for free! Signing up is easy. Visit www.wra.org/InmanSubscribe (WRA login required).

DID YOU KNOW? To help better serve you! Our Association and MLS Members!

WE CHANGED OUR HOURS! We are still open on Monday thru Thursday from 8:30 a.m. to 5:00 p.m. NOW also, the MLS office is going to be **open on Fridays from 8:30 a.m. to 12:30 p.m.**

SAVE-THE-DATES

February 1, the Rock-Green REALTORS® Association Dinner Dance. At the Armory, More details in this issue.

April 24, REALTOR® & Government Day Madison, Wisconsin

MLS INFORMATION**Paragon Enhancements - 12/5/18:**

***Google Maps Driving Directions has been incorporated within Paragon. Use and presentation is much improved over Paragon Driving Directions. There is a Google imposed limit of nine properties per route, however.

-There have been several improvements to Collaboration Center including the automatic creation of a url for the agents Collaboration Center website. Also, the Contact Activity Widget on the Home Page now contains helpful information and links to Collaboration Center client activity.

***A new Midwest theme banner has been added to your preference options...finally! Go to Preferences -> System -> User Interface.

Collaboration Center Training:

The preference for communicating with clients regarding search matches via Paragon is migrating from the legacy email auto-notification to Collaboration Center. Within Collaboration Center, e-mails regarding listing matches allow clients to click through to an agent-branded interactive website which gives them the ability to view and organize their listing matches. It also allows them to make comments, request showings, and create their own searches. Collaboration Center has been available for a while now, and agents and clients using it really seem to like it. Collaboration Center is included within Paragon. There is no additional fee. Go to the Paragon home page for more information.

Homesnap Training

Trainers from [Homesnap](#) will be at the SCWMLS office for one day, January 9, to teach you all about Homesnap Pro. Register through Paragon™. If you would rather learn on your own, check out these webinars on Paragon™.

Annual Paragon™ Database Changes

On November 19, we made a few changes to our feature pick lists. These changes were done as a result of both member requests, and our work to align our data fields with Metro Milwaukee and Northeast WI MLSs. The majority of the changes were done within the Business/Commercial property type. A full list of changes can be found on Paragon™. Updated profile sheets can be found in the MLS documents on Paragon™. Profile sheets were also updated in ZipForms.

Thank you, Sue

MLS Officers/Directors

Sally Jean Weaver-Landers, President
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Pat Bellinghiere 1-year term
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Rock County Housing Statistics

Madison, Wis.—The shortage of single-family homes for sale in WI continues to put upward pressure on prices in November, but the number of homes sold were nearly identical with solid sales last November. November home sales were up 0.5% from that same month last year.

We've had a strong economy in the state, which has pushed incomes up, but affordability has still suffered given the price and mortgage rate increases this past year.

The national unemployment rate has remained steady at 3.7% the last three months, and the statewide rate has held 3% since August with 31,800 total private sector jobs created over the 12-months ending in October.

Rock County Housing Statistics—The **median price** for November 2018 is \$154,900 and for the month of November in 2017 it was \$146,000 that was an increase of +6.1% and the **Sales** for November 2018 is 217 and November of 2017 was 202 that was an increase of +7.4%. In November of 2018 there was 3.4 months of **inventory** and in November of 2017 there was 3.2 that was an increase of +6.3%. Average **days on the market** in November of 2018 was 78 and November of 2017 was 85 that was a decrease of -8.2%.

Statewide Housing Statistics—The median price through November 2018 is \$184,000 and through November of 2017 it was \$172,500 that was an increase of +6.7%. The sales through November of 2018 is 77,533 and November of 2017 was 78,885 that was a decrease of -1.7%.

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.

Professional Standards (Noteworthy)

Determining the Scope of Arbitration

Keeping the courts out of contracts subject to arbitration

We frequently hear more conversation and emphasis upon alternate dispute resolution. Parties, including REALTORS®, are encouraged to utilize alternate dispute resolution techniques such as ombudsman and mediation services as well as arbitration before any litigation is filed. What is Alternative Dispute Resolution?

An ombudsman is an individual appointed to resolve disputes through constructive communication and problem-solving, advocating for consensus and understanding. See ombudsman procedures at www.nar.realtor/ae/manage-yourassociation/local-and-state-association-ombudsman-services.

Mediation is a structured negotiation facilitated by a neutral third person who assists the parties to arrive at a mutually agreeable settlement by clarifying issues in a dispassionate and focused manner. By providing a forum in which the parties can tell their sides of the story in a nonconfrontational way, the mediator helps find common ground on which to resolve the dispute. See mediation resources at www.nar.realtor/about-nar/policies/mediation.

Arbitration is a legal technique for the resolution of disputes outside the courts. A neutral third party holds an informal hearing and imposes a legally binding decision. Arbitration is less expensive and time-consuming than litigation. Parties who commit to binding arbitration give up their legal right to litigate the dispute in the future. See www.nar.realtor/arbitration-dispute-resolution.

"New Professional Standards Tool for You," in the June 2015 Wisconsin Real Estate Magazine at www.wra.org/WREM/June15/Ombudsman.

ROCK-GREEN REALTORS® ANNUAL DINNER DANCE

Friday, February 1, 2019
At the Armory in Janesville

Our theme this year is.....
The Totally Awesome 80's

Dress in your favorite 80's attire, (not mandatory) we will have a contest for best dressed, single, couple or group. We are also having an Air Guitar W/Lip Sync contest. Sign-Up now. Call the Association and register you or your group.



Also, we will have a Live Auction with the proceeds to go to a local charity. We are accepting Auction items and/or Door Prizes.



Happy New Year 2019!

Not a whole lot going on in January, as we all know 1/1/19 is New Years Day and 1/21/19 is Martin Luther King Jr Day and the full moon.

Wishing all January birthdays the best.

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.

At Rock-Green Realtors® Association we are always looking for new members/new offices. New member applications can be found online at www.rockgreenrealtors.org (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!

Sue

NEW MEMBERS:

Janet Conroy, joined Century 21 Affiliated Janesville
Richele Reiske, joined Walker Realty Group

MEMBERS leaving the Association:

Ben Reichelt, left Realty Executives
Elizabeth Patterson, left Century 21 Affiliated-Janesville
Valerie Richter, left Century 21 Affiliated-Janesville
Donna Anderson, left First Weber Inc.
Jacob Downing, Briggs Realty Group, Inc.
Jacob Dunaway, Brownfield Env. Engineering
Erick Kennedy, Complete Home Inspections
Cindy Brookens, Shorewest Realtors
Greg Wilson, Old National Bank-Janesville
Bill Weber, Servpro of Rock County
Thomas Kerl, Shorewest Realtors
L Patrick, McGuire, Shorewest Realtors
Kenneth Bach, Shorewest Realtors
Raymond Hartje, Century 21 Affiliated-Janesville
Sandy Thew-Sonneson, Dickerson & Nieman
Thomas Zanton, Shorewest Realtors
Aaron Marjala, Tri County Home Inspection
Nolan Otremba, Tri County Home Inspection
Marsie Boyd, Wells Fargo Home Mortgage-Stoughton
Kimberly Pritchard, Century 21 Affiliated-Janesville

MEMBERS ON THE MOVE:

Maryann Warden, left Realty Executives, Broker BuynsellwithMaryann

NEW OFFICES:

BuynsellwithMaryann

OFFICES LEAVING:

Brownfield Environmental Engineering
Tri County Home Inspection
Wells Fargo Home Mortgage-Stoughton

OFFICE NAME CHANGES:

The Title Team to Brabazon/Title Team Group, 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 Schedule for 2019

February 14, 2019

May 23, 2019

August 15, 2019

November 14, 2019

"Thank you Wade Williams for being our orientation instructor.

"Recipe of the Month"

BANANA BREAD

1 c. sugar
½ c. shortening
2 eggs, beaten slightly with fork
2 bananas, mashed with fork
½ c. sour milk (1/2 c. milk with a few drops of vinegar to sour it)
1 tsp. baking soda (dissolved in the sour milk before adding to rest of ingredients)
2 ¼ c. flour
¼ tsp. salt

Cream sugar and shortening. Blend in beaten eggs and mashed bananas. Dissolve baking soda in sour milk, wait a few minutes while it 'works' and then add to rest of ingredients. Gradually add the flour and salt and mix well. Bake in well-greased and floured loaf pans. Makes either 1 large or 2 small loaves. Bake at 350° for 45 minutes, or until toothpick inserted comes out clean!

Barb Tapovatz Tried' n True

If you have a recipe you would like to share

email: sue@rockgreenrealtors.org

Make sure you have copyright permission.

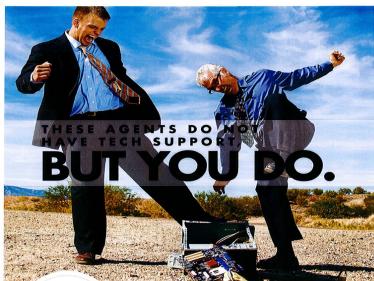


JANUARY BIRTHDAYS



3	Rachel Larsen
4	Cynthia Briggs
5	Mary L Hively
6	Linda Steinke
11	Janine Birkhimer
	Linda Kleinschmidt
12	Carol Thiel
16	Jason Sheridan
17	Preston Coutts
19	Dwight Kruse
	Tony Dransfield
20	Colleen Nelson
	Kyle Carrier
21	Angelica Figueroa
22	Jim Reilly
24	Beth Hanthorn
25	Macy Peterson
26	Julie Raese
29	Jackie Borgwardt
31	David Neuville

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



NEW
MEMBER BENEFIT
FREE TO ALL WRA
MEMBERS

TECH HELPLINE TOLL-FREE:
866-610-7997

MORE INFO: www.wra.org/techhelpline
SUPPORTED ISSUES: www.techhelpline.com/computer-support/

WRA Wisconsin REALTORS® Association

TechHelpLine Your personal tech support team

DATES TO REMEMBER

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JANUARY 2019

January 1, Office Closed, New Year's Day

January 9, MLS Board meeting, Assoc. Office, 9 a.m.

January 16, Rock-Green BOD mtg, 8:30 a.m. Assoc. Office



UPCOMING EVENTS

February 1, Annual Dinner Dance, Armory

February 14, New Member Orientation, Assoc. Office 9 A.M.

February 20, Rock-Green BOD mtg, 8:30 a.m. Assoc. office

FEBRUARY BIRTHDAYS

2	Jeff Zuelke	16	Jan Albertson
	Rodalind Voegeli	18	Suzanne Viken
3	Tracy Grover		Christopher Burton
4	James Coutts	19	Christine Sweeney
	Stephanie Luedtke	22	Julie Budrow
7	Kevin O'Leary	23	Gary Getchel
8	Pat Knoble	24	Pat Bellinghiere
9	Kathleen Rock	25	Lynne Forrestal
12	Troy Angus		Kristin Hoff-Filak
13	Connor Fox	28	Geoffry Bue
14	Valerie Richter	29	James P Seichter
	Lori L Whiting		

DESTINATION CE, Beachy CE Is the Best CE! 2019-20 Destination CE, March 5-8, 2019, St Lucia

Tropical paradise in Wisconsin? In your dreams. But tropical paradise in the Caribbean? Yes!

You can escape the Wisconsin winter this March and say so long to winter blues when you attend Destination CE on the island of St. Lucia. Courses at Destination CE take place in the morning, leaving your afternoons and evenings free for beachy vacation activities!

Why attend Destination CE? *Complete up to four CE courses plus two On Demand Plus courses * Use the trip as a business expense. Consult your accountant * Escape the Wisconsin winter * Network with other Wisconsin REALTORS® * Because beachy CE is the best CE.

More information: www.wra.org/DestinationCE

