The Real Scene from ROCK-GREEN REALTORS® ASSOCIATION

www.RockGreenRealtors.com

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A word from your President
By Connor Fox

Hello everyone! I truly cannot believe that it is already June. Where is the time going? I hope everyone is enjoying the warm weather and sun that has finally decided to grace us?

We are still suffering from a lack of inventory in the Janesville area. Because of this, we are still seeing listings get multiple offers and buyers are still having to go over asking when submitting offer. I think we are all in agreement that this can be very frustrating! Great for sellers, not overly great for buyers. Interest rates seem to be holding steady in the mid 6's, but we all know that can change in an instant! Interest rates are still great so it is crucial to educate buyers that it is still a great time to buy a house and start gaining equity with an appreciating asset!

Don't forget to put the Rock-Green Golf Outing on your calendars for August 24th at Glen Erin! And keep your eyes open for more information coming about the return of the Rock-Green Dinner Dance and its new name change, Light the Night.

As always, don't hesitate to reach out if you have any questions on anything association related!

All the best,

Connor

Watch for the All Important Call to Action! Coming to your inbox on June 5th! Easy, Click-Fill-Send Thank You!

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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:

Hello all! Wow has the weather changed over the past few weeks. Cold and rainy to Sunny and Hot! I hope all had a great Memorial weekend, the weather was great and the parades all around our communities were well attended and safe.

I recently had surgery and ended taking a few more days than I originally thought, so I do apologize for the late returns of calls and emails. If you did send me a message and I did not return it, please call me and I will help you.

Now, June is upon us and the Golf Outing is creeping up quickly. Golf will again be at the Glen Erin Golf Course and Dinner will follow at the Celtic House. This will be on August 24th with a 11 A.M. start. Please check the Golf Info on page 3 and scan the QR Code to Register, there is not a registration form this year, you will need to do it all online.

In anticipation of the Workforce Housing Bill package that is making its way onto the floor of both houses of legislature next week, an **All Member Call for Action (CFA) will be sent to membership on June 5th.** Please watch for this all important email asking you to contact your legislaturs to support the bill package and its funding in the state budget. All you will have to do is click a button to a pre-filled message that will automatically be delivered when you fill in your information and hit send.

STILL Looking for help with our events for 2023.
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

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

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
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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

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

NOMINATION
Connor Fox, Association Chair
Jennifer O'Connell
Tammy Cherry
Jeff Zuelke
Wade Williams, MLS Chair
Kathleen Stumpf
Chris Burton

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

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
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)

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

August 10, New Member Orientation class to be held at the Association Office. 9:00 A.M. Sharp

August 24, Annual Rock-Green Golf Outing. Scan QR code below.

September TBD, Association Installation

October 1 – 3, WRA Annual Convention to be held at The Kalahari. More information to come.

October 25, **RPAC Event, Info coming soon.**

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

December 8, Dinner Dance (Planning Stage)

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**.

2023 GOLF OUTING QR CODE

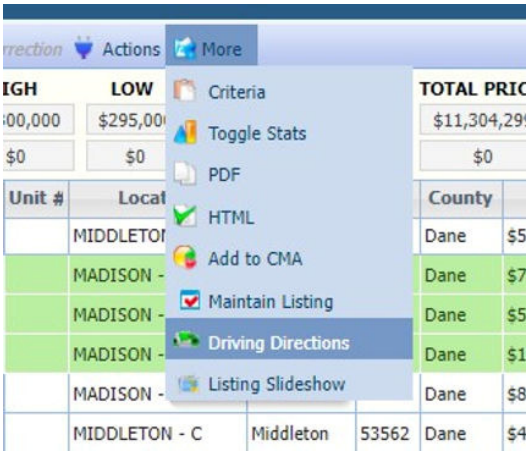
Hello all, time to think about our Annual 2023 Rock-Green Golf Outing. Golf at Glen Erin Course and Dinner at the Celtic House. Scan this QR Code for information, Registration and sponsor opportunities. This year's outing is on August 24th, please take a moment and check on this year's event. We have our first 4-some registered, we are only 12 weeks out, so gather your players and register today! GOLF Team, includes dinner = $300 Per Person = $75 Golf Only + $55 If you need to add a dinner or coming for Dinner only = $20.

MLS INFORMATION:

*** Driving Directions

When setting up showings, you most likely use the driving directions available within ShowingTime.
If, however, you want driving directions for properties before setting up showings, you can do this directly from Paragon:

- Pull up the list of properties from a search or in a listing cart
- Select the properties you want to map
- Click More, then Driving Directions



On the popup box choose a starting point and click Get Directions. This will open the properties into Google Maps and show the suggested route. You can rearrange the order of the properties by clicking and dragging them on the list. There is also an option to send the directions to your phone.

*** Associated Document Reminder

When adding an associated document to a listing in Paragon, it will automatically be set as a private document unless the "Public" box is checked. Public documents are visible to the public via Collab Center & e-mailed listing links, and are also sent to WIREX, where agents in other MLSs can view them. Private documents are not included when listings are emailed from Paragon, but SCWMLS members have access to them via the Documents link on a listing.
Please remember that documents may not be marked public if they contain agent or company names, contact information, or branding/logos. Public documents that are contractual in nature (ex: RECR, addenda) may contain the name of the listing firm, but it must be in typeface no larger than the median typeface of the document. There has been an increase in the number of reports of contact information on public documents, so please double check this before marking a document as public. Thank you!

***Competing Offer Y/N

When changing a listing to an offer status, you are asked if there were competing offers. Answer YES only if more than one written offer was considered at the time an offer was accepted. This field is optional at the time of acceptance and required when a listing is marked as Sold.

*** GreenLight - New Real Time Statistical Tool

We are excited to announce the integration of the GreenLight Statistical Program within our MLS. GreenLight tools empower agents to more easily find answers, make informed decisions, and leverage real-time access to discover insights within our MLS data. GreenLight can be accessed from within Paragon. Click on Resources and GreenLight Statistics.

Congrats to all students

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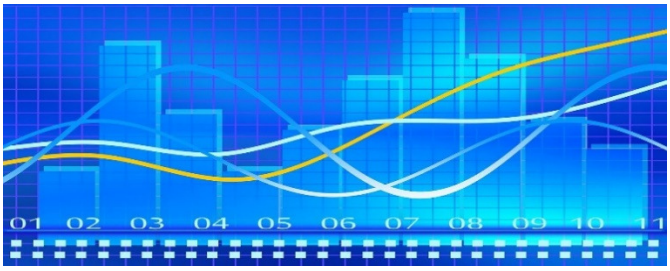


Rock County Housing Statistics

Madison, WI—As we move closer to the prime homebuying season, low inventories continue to affect the housing market. April 2023 home sales were 32.5% lower than April 2022, and the median home price rose 6.8% to $283,000 over that same 12-month period.

There continues to be a very strong seller's advantage in the market. There were just 2.5 months of available supply in April, unchanged from a year earlier. This is well below the benchmark of six months of supply that indicates a balanced market.

Given the average pace of sales over the last 12 months, we would need 20,978 additional homes available for sale to get to a balanced market. This represents an increase of 138% from the April total statewide inventory of 15,167 homes.

Joe Horning, 2023 Chair of the WRA Board of Directors, **HIGHER MORTGAGE RATES KEEP INVENTORIES LOW:** "One reason housing inventory is so low is that current homeowners thinking about buying another home are likely sitting on very favorable mortgage rates, especially if they refinanced over the last couple of years. Rates have more than doubled since hitting bottom at the end of 2020, and homeowners may be reluctant to give up those record-low rates to buy another home."

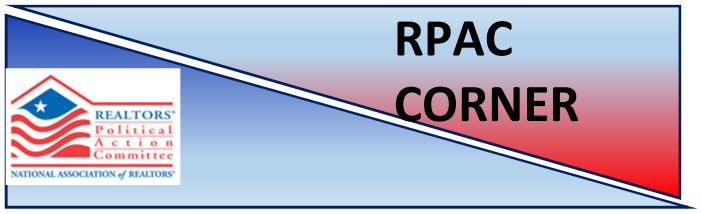
Michael Theo, WRA President and CEO tells us, **PRICE PRESSURE HAS EASED:** "Home prices are still going up but at a slower pace than last year. In fact, the median price of Wisconsin homes sold in 2022 was 10.4% higher than 2021 median prices. In contrast, the housing price appreciation rate for the first four months of 2023 was only 7% higher than the first four months of 2022, suggesting demand pressure is easing."

Dave Clark, Marquette University Economist and WRA Consultant, **FED LIKELY TO PAUSE ON ADDITIONAL RATE HIKES THIS YEAR:** "The Fed raised the target federal rate by a quarter percent in May, which represents 10 straight meetings where it hiked rates. Interest rate increases are a blunt instrument used to slow the economy and monetary policy is known to Impact the economy with sometimes long and variable lags. Fortunately, inflation fell to 4.9% in April, well below the 9.1% peak last June. Conventional wisdom is that the Fed will pause any additional rate hikes in 2023 to avoid precipitating a significant recession."

Rock County Housing Statistics—The **median price** for April 2023 is $236,000 and for the month of April in 2022 it was $215,000 that was an increase of +9.8% and the **Sales** for April 2023 is 139 and April of 2022 was 183 that was a decrease of -24.0%. In April of 2023 there was 2.4 months of **inventory** and in April of 2022 there was 2.5 that was a -4.0% change. Average **days on the market** in April of 2023 was 71 and April of 2022 was 59 that was a +20.3% change.

Statewide Housing Statistics—The median price through April 2023 is $267,500 and through April of 2022 it was $249,900 that was an increase of +7.0%. The sales through April of 2023 is 15,237 and through April of 2022 was 21,291 that was a -28.4% 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.



Why should RPAC interest you?

RPAC is a critical business partner for REALTORS®. Up to 4,000 bills are introduced each session in the state legislature, and elections determine who will be voting on these bills. RPAC helps to elect the lawmakers who write the laws with which you and your business must live. Through extensive research and ongoing monitoring, RPAC keeps real estate professionals informed, involved and influential regarding the legislative decisions important to the industry.

Text LOBBY to 1-833-533-2515 to opt-in to receive legislative and legal advocacy texting alerts. Make sure to confirm 'Yes' when prompted to stay in the loop!

Make sure to follow **@WIRealtorsLobby** on **Twitter** and **Facebook** to follow our legislative priorities in real time.

Wishing all June 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 June, 3rd Full Moon, 14th Flag Day, 18th Father's Day, 21st Summer Begins.

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:

Bobbi Jo Statton, Compeer Financial
Lindsy Hansel, Keller Williams Realty Signature
Desiree Metzger, Sowell Realty Group
H James Oberg, Coldwell Banker The Realty Group
Kelly Badertscher, Shorewest Realtors
Margaret Labus, Berkshire Hathaway Starck Real Estate

Members Leaving:

Amy Townsend, Berkshire Hathaway Starck Real Estate

New Offices:

Sowell Realty Group

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.

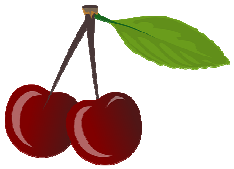
"Please make sure you take your orientation class before your six (6) months is up. You signed a paper stating you would take it before the six (6) months was up." Thank you!

New Member Orientation 2023
August 10, 2023
November 9, 2023

"Thank you Wade Williams for being our orientation instructor, very much appreciated. Thank you to Beth Hanthorn for participating and instructing the new agents."

RECIPES

SPARKLING CHERRY MOLD



1)17 oz.) can pitted, dark sweet cherries
1 (3 oz.) pkg. cherry or black cherry Jello
1 c. boiling water
8 oz. cream cheese, softened
1 (3 oz.) pkg. cherry or black cherry Jello
1 c. boiling water
1 c. cold water
Lettuce

Drain cherries, reserving ¾ cup syrup. Dissolve gelatin in boiling water and add to reserved syrup. Gradually add to the softened cream cheese, mixing until well blended. Pour into oiled 1 1/2 –quart mold. Chill until almost set.

Sissolve second package of gelatin in boiling water; add ccols water. Chill until partially set. Fold in Cherries. Pour over molded layer. Chill until firm. Unmold; surrond with lettuce and serve.

BLOCK PARTY BEANS

2 lb. ground beef
2 c. chopped onion
1 c. chopped celery
1 (10 ¾ ox.) can cream of tomato soup (undiluted)
1 (6 oz.) can tomato paste
½ c. ketchup
1 (16 oz.) can green beans, drained
1 (17 oz.) can lima beans, drained
1 (15 ½ oz.) can wax beans, drained
1 (15-16 oz.) can chili beans (undrained)
½ c. packed brown sugar
2 T. prepared mustard

In a large roasting pan, brown beef over medium-high heat. Drain fat. Add onions and celery; cook until tender. Stir in soup, tomato paste and ketchup; simmer 15 to 20 minutes. Add all remaining ingredients and stir well. Bake, uncovered, at 350º for 1 hour.
Yield: at least 20 servings! Great to take in a crock-pot to a picnic.

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.

JUNE BIRTHDAYS

2	Kierra Wilson
3	Rhonda Oshel
	Mike Venable
5	Andrea Morse
	Curtis Jacob
6	Alexandra Bowers
7	Nicole Duffy
	Matt Bonson
	Ryan Simons
9	Robert Simonson
11	Nathan Anderson
12	Molly Leonard
13	Ellen Brown
15	Jill Hocking
16	June Cook
17	Renae Becker
19	Wendy Lee
	Eric Larimore
20	Heidi Krenz-Buchanan
	Christopher Campbell
25	Jennifer Skubis
28	Jennifer Moran
	Jennifer Garczynski
	Chris Slinker
30	Debbie Bardon

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

JUNE 2023

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

June 22, MLS B.O.D. meeting, Assoc. Office 9 A.M.

UPCOMING EVENTS 2023

July, No Meetings in July

August 10, New Member Orientation, 9 A.M. Assoc. Office

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

August 24, MLS B.O.D. meeting, Assoc. Office 9 A.M.

August 24, Annual Golf Outing, Glen Erin Golf Course

JULY BIRTHDAYS

3	Heather Spies	17	Al Herbst
	Kenneth Redeker	19	David Love
	Sara Reque	20	Lori Hagemann
4	Wayne E Jacobson	21	Steven Greene
6	Verna Saladino		Kathy Schultz
	Chris Tuescher	22	Stephen Biedermann
8	Becky Bittner		Rion Tovar-South
9	Barb Smith	25	Andy Dongarra
	Meanie Simmons		Chris Mayhew
12	David Love	26	Kimberly Nickols
13	Gretchen Anderson	28	Carole Cullen
16	Becky Zuelke	29	Jasinto Catalan
	Jeffrey Joseph	30	Kirsten Williams
	Brittney Mansur		Jodi Stromberg

WERE YOUR ANNUAL DUES PAYMENTS STRESSFUL?
WE HAVE A SOLUTION!

The Pre-Payment Plan for your 2024 Annual Membership Dues is now open. With just a $5 service fee you can start to deposit any amount until August 2023. That is when the dues statements come out early in September. You can pay weekly, monthly, quarterly, 50/50 with the fee or you can pay it all early with no fee. No end of the year stress with the holidays around the corner. Need more information, give Sue a call at the office and she can give you options. (608) 755-4841

RPAC after "5"

This year's annual RPAC event will be held on October 25 at the Barn on Prairie from 5 – 8 P.M. Watch for more information to come very soon. There are Sponsor, Volunteer, and Basket Donation opportunities. There will be once again a $500 Bowling/Party at Cougar Lanes. 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. We will also be having the Beer or Wine Pull. Food, Music, Fun and much more!

*