



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

4451 Woodgate Drive, Unit E  
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Fax: 608.755.4843

## A word from your President By Ben Shult

Hello everyone,

Spring is nearly upon us! With the heavy snowmelt and rain, we may all have learned a bit more about basement water problems the last few weeks than we wanted to know!

There are some amazing new numbers coming out for our market area, which should surely catch the attention of your potential seller clients, too. The Rock County median home price is up 30% over January of last year! Yes, 30%! That is the biggest increase of any Wisconsin metro county over the last year. It's a seller's market and the returns are high, so nudge those sellers to list!

Our Association is once again sponsoring an Easter Basket Drive. Candy, baskets, and anything we can put in baskets are appreciated and can be brought to the Association office. The baskets will be distributed by ECHO, a most worthy organization. We have a very generous membership so I know we will collect quite a bit for these kids and families, but your donation is where it starts!

Plans are being finalized for our annual RPAC event, which will be May 9<sup>th</sup> at the Armory. The Armory's chef will be preparing the food, we'll have live and silent auctions of items including Packers tickets and more, and we have a great game for this event that you'll definitely enjoy. Mark your calendars now!

Daylight Saving is March 11<sup>th</sup>, remember to set your clocks forward one hour! I know we'll all be glad to have the extra light at the end of the day but remember to be extra careful in the darker mornings, kids will be getting on the bus while it's still pretty dark!

And, last but not least—are you sending kids off to college this fall? The Wisconsin Realtor's Association is sponsoring ten \$750 Realtor Children Scholarships for children of WRA members. This is a great opportunity to send them off right, but hurry! The application deadline is March 9<sup>th</sup>!! Contact the Wisconsin Realtor's Association or visit <https://www.wra.org/ChildScholarshipApp/> for information and application forms.

Have a great month!

Ben

ST.  
PATRICK'S  
DAY



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## EXECUTIVE COMMITTEE

### PRESIDENT

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Valerie Eagan | 1-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:

Greetings everyone! Wow, I cannot believe that it is March already. The weather is starting to change, getting a little warmer and light a little longer. Daylight Savings is on March 11, so prepare to set those clocks ahead an hour. I am hoping you are all gearing up for a Fantastic 2018 Selling Season. Now all that is needed is some inventory for you to sell!

Please watch for future emails for our line-up of membership meetings for this year. The Committee is working on some great programs for you. If you have suggestions, please let me know.

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://facebook.com/CulturalDiversityInHousing)

**More information in this publication.**

### APPRAISAL CONFERENCE | March 12-13, 2018

#### Kalahari Resort & Convention Center

Join your fellow appraisers from across the state at Appraisal Conference to complete CE and pick up new skills for the industry. You'll enjoy networking opportunities while listening and learning from the industry's top experts. How can you apply more methodical techniques when selecting comparables? What are the differences between previous and current FHA requirements? What does the regulatory complaint process look like, step by step? You'll discover these answers and many more at Appraisal Conference.

\*7-hour USPAP update course. \*Three 7-hour CE course options.  
\*Exhibitors with new products and services. \*Lunch included with event registration.

Full Appraiser conference = \$255 until Feb 26, after \$265

WRA member full conference = \$275 and after the 26<sup>th</sup> \$285

Non-member full conference = \$295 and after the 26<sup>th</sup> \$305

### 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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Margo Berke

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Deb DeWitt  
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Kaye Fulton  
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Tammy DeGarmo  
Kelly Falk  
Jeannine Hill  
Linda Kleinschmidt  
Vicky Kreyer

**MEMBERSHIP/Orientation**

Wade Williams, Chair

**PROGRAM**

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Andrea Morse  
Wade Williams  
LeAnn Utynek

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Colleen Nelson  
Blair Winn

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Jerry Morse  
Colleen Nelson  
Blair Winn

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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)

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Linda Kleinschmidt  
Andrea Morse  
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Julie Raese  
Pat Knoble

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Valerie Eagan  
Jerry Morse

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Mollie Podwell

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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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Jim Zanton  
Nina Perona  
Karen Williams  
Wade Williams  
Diana Stoeher  
Fred Leonard

**ANNOUNCEMENTS**

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**REALTOR® Children Scholarship**

Once again the Wisconsin REALTORS® Foundation will award (10) \$750 scholarships to sons or daughters of Association members. **Please return all applications by March 9, 2018** to the Wisconsin REALTORS® Foundation Inc., 4801 Forest Run Rd., Suite 201 in Madison WI 53704.

**SELECTION PROCESS**

**Applicants must submit all application materials no later than March 9, 2018**, for the fall semester 2018. The Wisconsin REALTORS® Foundation board of directors will select scholarship winners. Winning applicants will be decided by May 4, 2018, and will be notified by mail.

The College Scholarship awards are exclusively limited to children of any current member of the Wisconsin REALTORS® Association. No applicant shall receive more than one REALTOR® Children's Scholarship.

**Please call me for an application or go to WRA.org and click on scholarships.**

**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!

**RPAC/Affiliate Fun Night!**

May 9, 2018 | The Armory | 5 – 7:30 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.

## MLS INFORMATION

\*\*\*From your ShowingCart screen, click on the email icon in the top right corner and then type your client's email address in the 'To' field. Your clients will be emailed a buyer's version of the showing tour, which they can open on a mobile phone to take advantage of the built-in navigation option.

\*\*\*The default spreadsheet sort in Paragon is by Price. You probably know you can click on the header of any column to resort the spreadsheet by that column. You can also set a multiple sort for the spreadsheet. When on the spreadsheet view, click Customize from the closest toolbar above, and select Sort. You can select up to 3 levels to sort your spreadsheet by. You can also select Ascending or Descending. This sort order will now be your default sort each time you display the spreadsheet.

**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

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

\*\*\*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://www.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

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## Rock County Housing Statistics

**Madison, Wis.** —Although monthly housing sales in WI are always lowest in January, home sales and prices were both up this year, even as inventories continued to shrink. Typically, January accounts for just 4.8% of the annual sales volume, which is not surprisingly as home sales during the winter months are considerably slower than peak sales in warmer months.

Tight inventories dominated the Wisconsin housing market throughout 2017 and has continued into the first month of the new year. On the upside, the state economy is very strong, with low unemployment and robust job growth. Strong economies typically translate into strong home sales.

The good news is low mortgage rates, combined with solid income growth have kept our housing affordable, even as home prices have grown at a rapid pace. Clearly a buyer with median family income can buy a lot of house in Wisconsin. Buyers need to be prepared to move quickly in tight housing markets.

**Rock County Housing Statistics**—The median price for January 2018 is \$146,250 and for the month of January in 2017 it was \$110,000 that was an increase of +33.0% and the Sales for January 2018 is 126 and January of 2017 was 126 no change.

**Statewide Housing Statistics**—The median price for 2018 is \$168,500 and for 2017 it was \$157,700 that was an increase of +6.8%. The sales for 2018 is 3,971 and in 2017 it was 3,862 that was an increase of +2.8%.

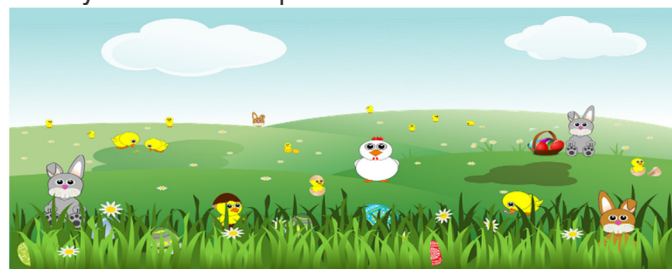
All county figures on sales volume and median prices are compiled by WRA and are not seasonally adjusted. Median prices are only computed if the county recorded at least 10 home sales in the quarter. Beginning in 2010, all historical sales volume and median price data at the county level have been re-benchmarked using the Techmark system, which accesses MLS data directly and in real time.

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.

## Easter Basket Drive 2018

Items needed are; Easter Baskets, empty or filled. Individually wrapped candy, plastic eggs or plastic basket wrap. Or a monetary donation.

Items can be dropped off at the Association Office, 4451 Woodgate Dr., Suite 100. We will need these items by noon on March 22 so that we can get them to the ECHO office for distribution. They also need volunteers to help pack on Monday, March 26 or for distribution on Thursday, March 27-29. If you have a little time to spare, call Fran at 754-5333 and let her know you want to help.



## 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!



March, the following special days are the 11<sup>th</sup> Daylight Saving Time Begins, 17<sup>th</sup> St. Patrick's Day, 20<sup>th</sup> Spring Begins, 25<sup>th</sup> Palm Sunday, 30<sup>th</sup> Good Friday and 31<sup>st</sup> First Day of Passover.

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 March 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:

Gaylynn Whitson, Bill Perkins Realty & Auction LLC  
Kristen Weber, Century 21 Affiliated Janesville  
Benjamin Reichelt, Realty Executives  
Gail Caplinger, Dickerson & Nieman Realtors

#### MEMBERS leaving the Association:

NONE

#### MEMBERS ON THE MOVE:

NONE

#### NEW OFFICES:

Bill Perkins Realty & Auction LLC

#### 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"

### EMERALD SALAD

2 sm. pkg. lime Jell-O  
1 ½ c. hot water  
1 ½ c. shredded, unpeeled cucumbers  
4 T. grated onion  
2 c. cottage cheese  
2 c. mayonnaise  
2/3 c. blanched, slivered almonds

Dissolve Jell-O in hot water. Cool until slightly set. Combine cucumbers and onions; drain well. Add cottage cheese, mayonnaise and almonds. Fold into Jell-O mixture. Turn into a 5-cup ring mold. Chill until set. Fill center with parsley.

### RUEBEN CASSEROLE

4 C. water  
1/1/2 c. milk  
½ c. butter  
2 Tbs. brown mustard  
4 lg. potatoes  
2 Pkg. slices corned beef (sliced)  
1 Pkg. sauerkraut  
1 Pkg. Swiss cheese shredded



Heat the oven to 350°, grease aluminum baking pan.

Peel and boil the potatoes, then mash the potatoes with milk and butter.

Rapidly boil water and butter in a saucepan. Remove from heat and stir in the milk and mustard.

Spread ½ of the potatoes in the aluminum pan, top with corned beef and spread sauerkraut over the meat then sprinkle with caraway seeds if desired. Spread evenly the rest of the potatoes on top of the sauerkraut. Spread the Swiss cheese over the top and sprinkle with caraway seeds if desired.

*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.**

# MARCH BIRTHDAYS

ST. PATRICK'S DAY

5	Eric Kim
6	Tom Humpal
7	Mark Newbury
8	Jacob Dunaway
9	Dan Pergolski
	Shirley Carlson
11	Kelly McPherson
	Andrew Brewer
15	Wayne Albertson
17	Wendy Bumgarner
18	Earl Collins
19	Kathy Parish
21	Adam Briggs
25	Shannon Bever
28	Jeff Myers
29	Joseph Hansen
	Chris Collins

**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: [wra.org/techhelpline](http://wra.org/techhelpline)

SUPPORTED ISSUES: [www.techhelpline.com/computer-support/](http://www.techhelpline.com/computer-support/)

**WRA** Wisconsin REALTORS' Association **TechHelpline** Your personal tech support team

## DATES TO REMEMBER

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### MARCH 2018

- 06 Fun Fair Committee Meeting, 11 P.M. Assoc. Office
- 08 Image 1 Studios, Photo class-9:30 a.m. Photo sessions will begin at 10:15 (we have 5 slots left available)
- 14 MLS Board mtg. 9 A.M. Association office
- 21 Rock-Green Board mtg. 8:30 A.M. Assoc. office

### UPCOMING EVENTS

- April 5, Office Closed. We will be in Madison, training.
- April 11, MLS Board mtg. 9 A.M. Association office
- April 18, Rock-Green Board mtg. 8:30 A.M. Assoc. Office
- April 19, Professional Standards Training, Committee Members and Board of Directors and anyone wanting Pro. Stds. Training.

### APRIL BIRTHDAYS

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

### Image 1 Studios ---- SPECIAL EVENT

Agent driven learning series "How Do I Take Great Pictures of My Homes and Properties?" All are welcome to this class. It will be at the Association Office on March 8, 9:30 a.m. This is a 30-minute class learning how to take quality photos of our listings. All attendees registered will be entered into a door prize drawing at the end of the class. (Class is Free)  
45-Minute photo sessions will follow the class. (you must register) currently 5 slots available. You will have your session, followed by agent-directed image editing. There is NO obligation or cost to you unless you order. Please call for details.