



The Real Scene from
ROCK-GREEN REALTORS®
ASSOCIATION

www.RockGreenRealtors.com

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A word from your President
By Jerry Morse

It is May with its host of Holidays: Cinco de Mayo, Mother's Day, Armed Forces Day and Memorial Day, and probably some that I missed. Gardening and mowing will once again be part of our routine. Let's hope a few seeds have been planted that will cause more homes to pop up for sale.

March Home Sales in Rock County started to show the effects of the low inventory levels. Sales in March this year were 17% lower than March of last year, and, of course, prices continued to remain higher.

Our lives are starting to look a little more like normal as more people get vaccinated. Mother's Day may be that perfect time to hold that family get together that was delayed last year. I am looking forward to having in-person REALTOR® meetings and events!

HAPPY SPRING EVERYONE!!

Jerry



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Website www.rockgreenrealtors.org

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:



Hello all! Well I know my garden is blooming with all those spring flowers! I hope your landscapes are just as pretty. Makes for great showings also.

Just a few Events to share with you all! The Golf outing is set for August 19th, Golf at Glen Erin and Dinner at the Celtic House, and the RPAC Event is set to be August 25th at the New Ball Park in Beloit. The Snappers are having their farewell to "Snappy" and we will be having our event at the new stadium. Entry fee gets you a ticket to the game, the Party Deck with AYCE (burgers, brats etc. actual menu TBD) and free soda/non-alcoholic drinks for 90 minutes. Join us for some great fun and networking. More info to come!

We are trying to come up with more Community Activities so, if you have any suggestions, Please call me and let me know. We need to show the Area Communities that We Care... Because **That's Who we "R"**

We ask that any persons who are meeting with staff or attending any meetings at the Rock-Green REALTORS® Association please abide by the following rules:

- Maintain six feet of physical distancing from other individuals. Only one person at the counter at a time.
- Wearing a mask is required
- Use hand sanitizer located on the counter before entering the conference room and also when you leave the building.
- Do not come into the premises if you exhibit symptoms of COVID-19.

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 Hotline	1-800-799-4468
Legal Hotline	(608) 242-2296

General Office Hours----

Monday-Thursday | 8:30 a.m. – 5 p.m.

Friday | 8:30 a.m. – 12:30 p.m.

**ROCK-GREEN REALTORS®
ASSOCIATION**

**2020-2021 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
Val Eagan
Renae Henry
Heidi Krenz-Buchanan
Colleen Nelson
Paul Schieldt
Sherri Shaw
Wade Williams
Vicky Kreyer

EQUAL OPPORTUNITY

Colleen Nelson, Chr.

GOLF OUTING

Gary Getchel, Co-Chair
Al Herbst, Co-Chair
Paula Carlson
Deb DeWitt
Devin Elliott
Kaye Fulton
Jeff Myers
Danielle Schmitz
Vicky Kreyer

**GOVERNMENT
AFFAIRS/RPAC**

Mary Gilbank-Peterson, Chair
Kelly Falk
Connor Fox
Heidi Krenz-Buchanan
Andrea Morse
Shelly Tracy
Macy Walter
Jeff Zuelke

HEALTH & SAFETY FAIR

Kim Nickols, Chair
Kelly Falk
Linda Kleinschmidt
Patricia Leak
Jeff Zuelke
Vicky Kreyer

**MEMBERSHIP/Education/
Program/Communication**

Wade Williams, Membership-Chr
Diana Stoehr, Program Chair
Kelly Falk
Neil Kerwin
Andrea Morse
Verna Saladino

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Jerry Morse, Association Chair
Colleen Nelson
Neil Kerwin
Heidi Krenz-Buchanan
Verna Saladino, MLS Chair
Kelly Falk
Erika Penny
Wade Williams

PERSONNEL

Jerry Morse, Board Chair
Heidi Krenz-Buchanan
Neil Kerwin
Colleen Nelson
Blair Winn
Verna Saladino, MLS Chair

PROFESSIONAL STANDARDS

Wade Williams Chair '13 (T-18)
Mediator (T-)
Paul Schieldt, Mediator '12 (T-18)
Andrea Morse, Griev. Chr '12(T-18)
Ombuds, Verna Saladino 21(T-)
Adam Briggs '12 (T-09)
Julie Budrow '2020 (T-)
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)
Heidi Krenz-Buchanan "20 (T-)
Patricia Leak "20 (T-)
Krista Shortreed '14 (T-13)

ROY/AWARDS LUNCHEON

Tammy Cherry, Chair
Connor Fox, Incoming President
Wendy Bumgarner
Andrea Morse
Colleen Nelson

RECRUITMENT

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

SUNSHINE

Maryann Warden, Chair
Mollie Podwell

YOUNG PRO'S TASK FORCE

Connor Fox, Chair
Ben DeWitt
Deb DeWitt
Kelly Falk
Kristin Hoff-Filak
Neil Kerwin
Heidi Krenz-Buchanan
Mary Ellen Mackey

STRAT PLAN COMMITTEE

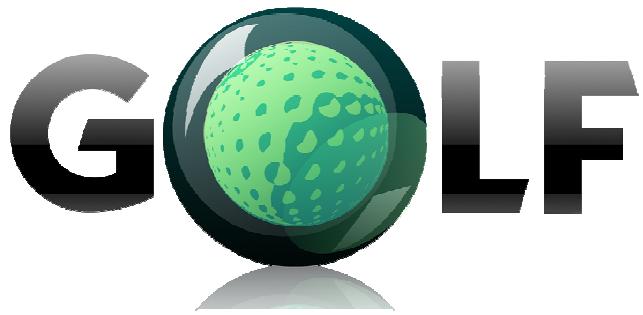
Jerry Morse, Chair
Neil Kerwin
Colleen Nelson
Paul Schieldt
Ben Shultz
Blair Winn
Jeff Zuelke

CORE STANDARDS COMMITTEE

Jerry Morse – Chair
Colleen Nelson
Macy Walter
Lindsey Chrostowski
Wade Williams
Diana Stoehr
Vicky Kreyer

ANNOUNCEMENTS

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**Save the Date, August 19th
Rock-Green Annual Golf Outing
Golf at Glen Erin**

Dinner at The Celtic House

\$75 for Golf & Dinner | OR

\$55 Golf only | \$20 Dinner only

**So, get your 4-somes ready, the
registration form should be ready
soon. Stay tuned for more info.**

Hole Sponsors contact Al Herbst

**Door Prizes contact Vicky or drop off
to the Association office.**

**The Annual Community Family Fun Fair is
regrouping. Under new Committee Chair
Kim Nickols. If you are creative and like
to have fun, please join us for a
committee meeting and share those fun
thoughts and ideas here at the
Association office on May 19th at 10:00
A.M. We are in the planning stage, date,
time, venue and who we will be doing the
fundraising for this year. We did not have
an event in 2020 so let's plan something
fun for 2021!**

COVID-19 and Your Practice

The WRA created a coronavirus resource webpage to provide you the latest resources regarding the pandemic and its effects on real estate practice. These resources range from new developments with real estate law to best practices for hosting open houses during the pandemic. Be sure to visit the webpage often so you can stay alert of the newest developments and understand how to adjust your real estate business in response to the virus. View COVID-19 Resources:
www.wra.org/coronavirus

**The Association office will be closed on May 31,
Memorial Day!**



MLS INFORMATION

*****Finished Square Footage:** According to MLS guidelines, for square footage to be considered finished, the space must be heated, have finished walls (painted concrete does not count), have a finished ceiling (no exposed floor joists), and have a finished floor (painted concrete does not count). If one of these four components is missing, the space can still be considered finished, but disclosure of the missing component must be included in the MLS remarks. Only finished rooms may be included in the room dimensions section. An exception is made for the "Other Room" selections of Three-Season Room, Screened Porch, and Garage, as the name discloses the space as unfinished.

*****Entering Sold Comps:** When entering a comp sale (listing sold outside MLS), instead of just entering "sold comp" in the remarks, please include features of the property that are not addressed in our pick lists, especially if there is something unique. Accurate and complete data makes our MLS database more useful for everyone using it.

*****Pending Status:** 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.

*****Rule Reminder:** It is against MLS rules to advertise a property listed by another agent/broker without first obtaining permission from that agent/broker. The only exception to this rule is advertising done via an approved IDX site that has been registered with the MLS. IDX sites are only approved if they are controlled by the registered MLS agent/broker, and are clearly identified as being provided by the registered MLS agent/broker. Sites such as Facebook do not qualify as approved IDX platforms. A generic link on Facebook directing viewers to listings on an approved IDX site is allowed. The link should contain no information about, or photos of specific listings. A generic statement such as "Click to see homes in Waunakee" would be allowed.

*****New Listing Reminder:** New listings must be entered into the MLS within one (1) business day of being publicly marketed. If marketing has not yet begun, listings must be entered no later than four (4) calendar days from the effective date (first day of the term) of the listing contract. Entering verbiage in the listing contract to keep the listing off the MLS until a later date is not allowed.

*If a new listing is not ready to be shown, it can be input as either Delayed or Active. If entered as Active, the date showings will be allowed must be entered in the first line of the public remarks. If a listing is not ready to be shown, it cannot be shown by anyone, not even the listing office.

*MLS rules begin on the effective date of the contract. If a listing is to be entered into the MLS as Delayed, or as Active with a notation that no showings are allowed, nobody, including the listing office, can show the property between

the effective date and when it is entered in the MLS. **The grace period for MLS entry gives you time to gather information, it does not provide a period of time to show a property if that property will not be available for showings when it hits the MLS.**

Friendly reminder if you are unable to enter the correct date of the contract, send the MLS Number and correct date to sue@rockgreenrealtors.org or 608-755-4841

Thank you, Sue

MLS Officers/Directors

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Email: verna@thebriggsrealtygroup.com

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Email: kfalk@c21affiliated.com

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Email: patb@gogambino.com

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Nicole Davis 1 year Director
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Email: davisnd04@gmail.com

Anthony Dransfield 1-year Director
Phone: 608-158-9779
Email: dransfieldt@firstweber.com



Rock County Housing Statistics

Madison, Wis.—Home sales flattened and median prices surged in March as inventories continued to shrink compared to last year. Home sales did establish a new record level for March, rising slightly, up 0.8%, above the previous record sales level established in March 2020.

We keep setting new sales records, but the inventory crisis is going to start hurting our sales, and we'll likely start seeing that this summer. In March 2020, the economy had just entered a recession, and the economic lockdowns in March, April and part of May kept closed home sales down over the April-through-June period of 2020. Sales really started taking off in July of last year, but we were in a better inventory situation then. A market is balanced if it has six months of available supply, and Wisconsin has never seen such a tight market going into the peak summer sales season. We'll probably sell more homes in April and May of this year compared to those months last year during the lockdowns, but after that, it won't be surprising to see sales fall off compared to last year. However, mortgage rates are beginning to inch up, which is starting to hurt affordability.

The Wisconsin Housing Affordability Index shows the fraction of the median-priced home that a buyer with median family income can afford to buy, assuming a 20% down payment and a 30-year fixed-rate mortgage at current rates financing the remainder of the purchase. We're going to see more erosion of affordability if this trend in mortgage rates persists.

Even with significant housing price pressure, Wisconsin housing remains affordable, but the window to get a great mortgage rate may be closing, so working with a REALTOR® who is experienced is important. In this market preparation is critical. Buyers need to be pre-approved with their lender, and sellers need to be ready to move quickly when their home sells.

Rock County Housing Statistics—The median price for March 2021 is \$190,000 and for the month of March in 2020 it was \$179,500 that was an increase of +5.8% and the **Sales** for March 2021 is 153 and March of 2020 was 185 that was a decrease of -17.3%. In March of 2021 there was 2.1 months of **inventory** and in March of 2020 there was 3.0 that was a decrease of -30.0%. Average **days on the market** in March of 2021 was 71 and March of 2020 was 98 that was a decrease of -27.6%.

Statewide Housing Statistics—The median price through March 2021 is \$229,900 and through March of 2020 it was \$208,500 that was an increase of +10.3%. The sales through March of 2021 is 5,874 and March of 2020 was 5,825 that was an increase of +0.8%.

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 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.

GREAT NEWS

New Legal Hotline Weekend Hours

In a response to member demand, the WRA is expanding the WRA Legal Hotline hours by adding a Sunday afternoon shift from 1:00 p.m. to 4:30 P.m. starting October 4th. Members will no longer have to wait until Monday to get a response to a hotline question that arises after-hours on Friday or over the weekend.

As always, members can submit questions online or by phone and request a phone call, a written response, or both. The WRA knows your transactions do not stop moving just because the WRA office closes at 5:00 p.m. on Friday. To help you keep those transactions moving, a WRA hotline attorney will be available on Sunday afternoons starting Sunday, October 4th.

Take me out to the Ball Game!!!!

SAVE THE DATE: AUGUST 25

SNAPPY'S FINAL TOUR

HOSTED BY:

ROCK-GREEN RPAC COMMITTEE



That is what we will be doing on August 25, 2021! Hosted by your Rock-Green RPAC Committee. We are going to "Snappy's final tour. This game will be at the NEW Stadium in downtown Beloit.

Join us for "Snappy Hour" The Stadium is open one hour before the game and for 90 minutes enjoy All you can eat, Burgers, Brats and more, also Soda and non-alcoholic beverages included.

We will be on the Right field Party Deck which will hold up to 250 people. A large space in their new facility. There is also a kid friendly space near the left field party deck for those that have young ones that love ball games.



More information to come soon.....



Wishing all May birthdays the best.

Where is the year going! Calendar events: 9th Mother's Day, 15th Armed Forces Day, 26th Full moon and 31st Memorial Day.

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.

Rock-Green REALTORS® Association is always looking for new members/new offices. New member/office 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!

New Members:

Erica Nenno, Realty Executives Premier

Steven Greene, First Weber Inc.

Deborah Cappello (LDR), EXP Realty LLC Middleton

Jennifer Thomas, Brayson Realty

Desiree Metzger, Century 21 Affiliated Beloit

Members Transferring:

Kris Shear, Coldwell Banker The Realty Group to Briggs Realty Group, Inc.

Mary D Johnson, 1st Class Real Estate Impact to Shorewest Realtors

Members Leaving:

Jodi Stromberg, BHHS Crosby Starck Real Estate

Sarah Iverson, Shorewest Realtors



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 2021**
May 13, 2021
Aug 12, 2021
November 11, 2021

"Thank you Wade Williams for being our orientation instructor in house and on Zoom, very much appreciated."

RECIPE OF THE MONTH

Peanut Clusters

1 lb. white almond bark

1 (12 oz.) pkg. milk chocolate chips

1 ½ lob. Salted roasted peanuts

Melt almond bark and chips in a double boiler over low heat. Add peanuts and mix. Drop on waxed paper. Yield: about 100 candies.

Simple and delicious! May substitute cashews for the peanuts if you so desire.

Crunchies

12 oz. chocolate chips

12 oz. butterscotch chips

2 cans Chinese noodles

Melt chips in double boiler. In a large bowl. Pour hot mixture over noodles and stir gently. Drop by teaspoons onto waxed paper until firm.

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.

The WRA has been in contact with Dane County regarding the impact Dane County Emergency Order 10 has on showings and open houses. Showings and open houses are still permitted under this order. Masks and social distancing are still a must.



MAY BIRTHDAYS

2	Christine Fisher
4	Robert Walker
	Kathryn McCulloch
5	Thomas Parsons
	Penny Hansen
6	Leila Roehl
	Jorden Ludeking-McLean
8	Donya Bundy
	Liane Haase
	Cindy Simonson
	Desiree Metzger
9	Adam Baumel
	Paul D Anderson
11	Kenneth Smith
	Scott Mansur
13	Ashley Nelson
	Jennifer O'Connell
14	Penny Cook
17	Karen Williams
18	Neil Kerwin
	Amy Betker-Steffensen
19	Terry Morris
23	Ben Shult
24	Douglas Davis
27	Shelly Cronin
30	Michelle Ruosch

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

Appraiser Request:

With the ongoing COVID pandemic, appraisers are having to rely more on MLS photos for property condition. While the interior photos are generally more than sufficient, it is the exterior photos that we need help with. When possible, please provide photos of all four sides of the exterior along with any exterior amenities. Thank you.



DATES TO REMEMBER 7

May 2021



May 13 New Member Orientation, 9 A.M. at the Assoc. office
 May 19, Assoc. B.O.D meeting, Assoc. Office 8:45 A.M.
 May 19, Fun Fair Committee Meeting, 10 – 11 A.M.
 May 19, RPAC Committee Meeting, 11 A.M.

UPCOMING EVENTS

June 9, MLS B.O.D. Meeting, Assoc. 9 A.M.
 June 16, Assoc. B.O.D. meeting, Assoc. Office 8:45 a.m.

ATTENTION All you photo takers! WE are creating a NEW Association Web Site and would like to Highlight some of your photos. Just submit your photos of Rock and Green County Community events, landscapes, wildlife and such. Just remember no Real Estate photos or anything that would include your signage. Please submit them (with a little description) to the Association either to Sue or Vicky. Vicky@RockGreenRealtors.org or Sue@RockGreenRealtors.org HAPPY SNAPPING!

JUNE BIRTHDAYS

3	Rhonda Oshel	13	Ellen Brown
	Mike Venable	15	Jill Hocking
4	Nicole Davis	16	June Cook
5	Andrea Morse	17	Kari Schmidt
	Curtis Jacob	19	Wendy Lee
6	Alexandra Bowers		Eric Larimore
7	Nicole Duffy	20	Heidi Krenz-Buchanan
	Matt Bonson	22	Jim Hansen
	Rich Ellefson	25	Jennifer Skubis
8	Robert Simonson	26	Richele Reiske
11	Michael Wickersham	28	Zach Getchel
	Nathan Anderson	30	Debbie Barden
12	Molly Leonard		

Thank you to all who participate and Give to RPAC, Your dollars do help make a difference! Every donation Helps! We do have a few members that have stepped up and we are hopeful for more to join them in the future.

GREAT JOB EVERYONE! We couldn't do it without you!

Our RPAC Hall of Fame Member at the \$10,000 level, Mary Gilbank-Peterson. Thank you Mary for your continued support.

Our Golden "R" Giver (\$5,000 level), Mary Gilbank-Peterson

Our Sterling "R" Givers (\$1,000 level), Paul Schieldt, Macy Walter and Jeff Zuelke.

2020 RPAC Fundraising Campaign Recap: Rock-Green REALTORS® Association received the following awards: Highest Per Capita for Small Boards, Highest percent participation for Smallboards and the Local boards that met or Exceeded RPAC Goals for the Year!