



# The Real Scene

ROCK-GREEN REALTORS® Association, Inc.

[www.RockGreenRealtors.Homes](http://www.RockGreenRealtors.Homes)

4451 Woodgate Drive, Suite 100  
Janesville, WI 53546  
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Fax: 608.755.4843

## ***A word from your President Jennifer Moran***

As we embrace the season of gratitude, I want to take a moment to reflect on the incredible community we've built together. In the face of a shifting real estate landscape, your unwavering support, camaraderie, and dedication have been truly inspiring. It is this sense of unity and shared purpose that defines our association, and I am immensely grateful for each of you who contributes to making our industry and community stronger every day.

A special thank you to all the brokers who attended our recent Broker's Roundtable. The event was a great success, and it was invigorating to see so many engaged participants sharing their insights and experiences. Your openness in discussing the challenges and opportunities we face not only enhances our collective knowledge but also strengthens the bonds within our professional community. It is this spirit of collaboration that will help us navigate the ever-evolving market dynamics and continue to thrive.

I also want to remind everyone that included in our membership of the WRA, we have free access to the legal hotline. If you have any questions or concerns regarding contracts, please do not hesitate to utilize this valuable resource. It's here to support you and ensure that you have the guidance needed to handle complex scenarios with confidence.

As we move forward into the final weeks of the year, let us continue to lean on each other, celebrate our successes, and remain grateful for the community we've cultivated. Together, we have the strength to weather any changes ahead and the drive to make the coming year even better. Thank for your hard work, dedication, and the positive impact you make in our industry.

With gratitude,

Jenn



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## EXECUTIVE COMMITTEE

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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:

November is upon us! Put away the halloween décor and leave up the fall decorations. Soon we will be enjoying the Thanksgiving holiday with family and friends. Please enjoy the holiday as we will also here at the Association. The office will be closed on November 28<sup>th</sup> while we celebrate. We will be back in the office on December 2<sup>nd</sup>. To all our hunters, be safe while you are going into the woods and hoping to get that trophy buck.

Please join us at the Mastermind program on November 13, all about Business Planning, all members, especially new agents will benefit from our guest speakers. This will be at The Barn on Prairie at 9 a.m. Hope to see you all there. If anyone would like to sponsor a table at this event, please reach out to the Association and we can get you all set up. Thank you in advance.

We will be busy adjusting our committees for the new year. If you have a little time and would like to help on a committee, Please let us know. With your participation, you can help make this coming year fun and exciting for us all. We would love to see some new faces and ideas to join our already great members that work for you to bring you the best meetings and events. Do you have an idea for Great Meeting Content? Please let us know.

### REMINDER: CE DEADLINE IS DECEMBER 14

#### HAVE YOU COMPLETED YOUR REQUIREMENTS?

**The countdown begins! You have 30 days until the 2024 biennium deadline.**

Also, Licensees must renew their license by December 14 of even-numbered years.

#### HAVE YOU PAID YOUR ASSOCIATION ANNUAL DUES?

The on-time date is November 30 to pay your annual dues. Or, you could be assessed a \$100 late fee. Did not receive your statement in your email? Call Sue at the Association to get a copy sent to you. All the statements went out in an Email this year.

### 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	<a href="http://www.rockgreenrealtors.homes">www.rockgreenrealtors.homes</a>
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  
2024-2025 ASSOCIATION  
COMMITTEE LIST](#)**

**[BUDGET/FINANCE](#)**

Jerry Morse, Co-Chair  
Blair Winn, Co-Chair  
Neil Kerwin  
Colleen Nelson  
Jeff Zuelke

**[BYLAWS](#)**

Blair Winn, Co-Chair  
Jeff Zuelke, Co-Chair

**[EQUAL OPPORTUNITY](#)**

Colleen Nelson, Chr.

**[GOLF OUTING](#)**

Gary Getchel, Co-Chair  
Al Herbst, Co-Chair  
Deb DeWitt  
Tim Shortreed  
Vicky Kreyer

**[GOVERNMENT  
AFFAIRS/RPAC](#)**

Mary Gilbank-Peterson, Chair  
Jackie Borgwardt  
Connor Fox  
Heidi Krenz-Buchanan  
Stephanie Mawhinney  
Sarah McLean  
Jennifer Moran  
Paul Schieldt  
Macy Walter  
Jacqueline Watson-Giese  
Jeff Zuelke

**[Community Involvement](#)**

Kassi Dixon, Chair  
Stephanie Mawhinney, Co-chair  
Heidi Krenz-Buchanan  
Patricia Leak  
Andrea Mroz  
Lynnette Wirth  
Vicky Kreyer

**[MEMBERSHIP/Education/  
Program/Communication](#)**

Wade Williams, Membership-Chr  
Diana Stoehr, Program Chair  
Amy Betker-Steffensen  
Connor Fox  
Neil Kerwin  
Jennifer O'Connell  
Jeff Zuelke  
Kassi Dixon  
Sara Reque

**[NOMINATION](#)**

Jennifer Moran, Chair  
Kassi Dixon  
Tammy Cherry  
Jennifer Moran  
Chris Burton, Chair  
Chris Burton  
Rebecca Bittner

**[PERSONNEL](#)**

Jennifer Moran, Assoc. President  
Jerry Morse  
Heidi Krenz-Buchanan  
Neil Kerwin  
Colleen Nelson  
Blair Winn  
Chris Burton, MLS President

**[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)  
Patricia Leak '20 (T-)  
Krista Shortreed '14 (T-13)

**[ROY/AWARDS LUNCHEON](#)**

Vacant, Chair  
, Incoming President  
Wendy Bumgarner  
Andrea Morse  
Colleen Nelson

**[RECRUITMENT](#)**

Colleen Nelson, Chair  
Neil Kerwin  
Andy Dongarra  
Jerry Morse

**[SOCIAL COMMITTEE](#)**

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

**[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 Shultz  
Jeff Zuelke

**[CORE STANDARDS COMMITTEE](#)**

Jennifer Moran – Chair  
Connor Fox  
Colleen Nelson  
Mary Gilbank-Peterson  
Kassi Dixon  
Wade Williams  
Diana Stoehr  
Vicky Kreyer

**ANNOUNCEMENTS**

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**Rock-Green Future Events**

**SAVE THE DATES**

**Nov 7**, New Member Orientation @ the Association office at 9 a.m.

**Nov. 13**, Mastermind meeting, Business planning and marketing strategies for 2025. At The Barn on Prairie starting at 9 a.m.

**(There are sponsor opportunities available, call me)**

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)

**Thank you to our Nov. 13  
Mastermind Meeting Sponsors**



**Fidelity National Title**

**HOLIDAY SCHEDULE**

The Association office will be closed on:  
Thursday, November 28<sup>th</sup> (Thanksgiving)  
Tuesday, December 24<sup>th</sup> (Christmas Eve)  
Wednesday, December 25<sup>th</sup> (Christmas Day)  
Tuesday December 31<sup>st</sup> (New Year's Eve)  
Wednesday, January 1<sup>st</sup> (New Year's Day)

We will be meeting to schedule meetings for 2025. If there is a topic that you would like to see please let me know. Call Jennifer Moran or Vicky at the Association office.

**Some Benefits of an Affiliate Membership!**

- Committee Involvement
- Educational Programs
- Sponsorship Opportunities
- An Affiliate representation on the Rock-Green REALTORS® Association Board of Directors.
- Contact Info. On our Website
- Networking Opportunities
- Opportunity to place your promotional materials/swag in our New Member Packets at Orientation
- Advertisement Opportunities in "The Real Scene" (monthly)
- Opportunity to represent your company at our New Member Orientation classes.

Thank you to all committee members, without you we would not be able to do the things we do for our membership! See a committee you would like to join? Call the Association, 608-755-4854



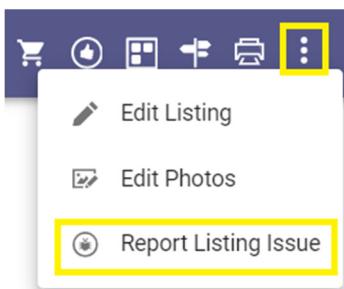
## MLS INFORMATION:

### \*\*\* How to Report Data Inaccuracies Using the Correction Button

When viewing a listing in Paragon, the correction button can be found in the toolbar directly above the listing information:



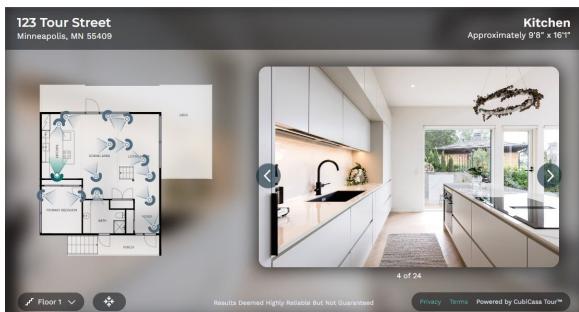
In Paragon Connect, it can be found within the three-dot menu in the upper right corner:



To report a data inaccuracy or rule violation, click this button and type a quick note to MLS staff. We will contact the listing agent to resolve the issue. The reporting agent's name is kept confidential, as we want all members to feel comfortable reaching out with questions or concerns.

### \*\*\*CubiCasa Tour - Create an Interactive Home Tour with a 5-minute scan and your photos!

You can use CubiCasa floor plans to easily create an interactive virtual tour for your listing. After making your scan, purchase the Plus or Plus 3D plan at a [25% member discount](#). Then upload your listing photos and CubiCasa will automatically place them on the floor plan and create an interactive tour. You will get a link to the tour to add to your listing.



### \*\*\* Expired vs. Withdrawn by Seller

Status	When to Use
Withdrawn by Seller	The listing contract is still in effect but the seller no longer wants to market or show the property
Expired	Your firm no longer has the property listed. This can occur if the term of the listing contract has naturally ended or the seller was released from their contract early.

### \*\*\* Update School Resource

There is a link in Paragon for the updated list.

**Friendly reminder that all listings need to have the correct contract dates. They must match in Paragon™ and the contract. If you are not able to correct the dates; contact Sue at [sue@rockgreenrealtors.homes](mailto:sue@rockgreenrealtors.homes) or 608-755-4841**

## MLS Officers/Directors

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## Rock County Housing Statistics

Madison, WI—The existing home market saw fewer sales in September 2024 relative to that same month last year, with 8.7% fewer sales over the most recent 12-month period. The median price rose 6% to \$310,000 over that same period.

Although both total listings and new listings rose in September indicating a slight improvement in inventory levels, the housing market remained tight. With just 3.8 months of available supply, the existing home market continued to signal a strong seller's advantage, with supply well below the six-month benchmark that indicates a balanced housing market.

The trend of declining mortgage rates has improved affordability in the state. The average 30-year fixed mortgage rate fell to 6.18%, which is 102 basis points lower than the rate in September 2023. Combined with a slight increase in predicted median family income at just over a half percent since September 2023, the rate decline helped offset the 6% increase in the median home price. Overall, housing affordability improved 5.7% over the past 12 months.

**Mary Jo Bowe**, 2024 Chair of the WRA Board of Directors, **CONTINUED IMPROVEMENT ON MORTGAGE RATES:** "Mortgage rates are more than a percent lower compared to this time last year, and this is the fourth straight month they've fallen since averaging a little over 7% last May. This has really helped improve affordability in the state."

**Tom Larson**, WRA President and CEO tells us, **LISTINGS REMAIN AN ONGOING CHALLENGE FOR FIRST-TIME BUYERS:** "We did see an improvement in overall listings in September, but this is still a very challenging market for first-time buyers who are traditionally looking for starter homes at lower price points. There's a lot of unmet millennial demand, which unfortunately will keep pressure on prices and further shrink the inventory of starter homes."

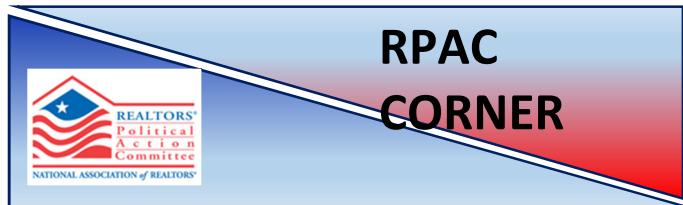
**Dave Clark**, Marquette University Economist and WRA Consultant, **SIGNALS ON THE ECONOMY ARE MIXED:** "The Fed's actions in September to lower short-term interest rates by a half percent sent a clear signal that it was concerned that recession was a greater risk than inflation. While core inflation did uptick slightly in September, the Conference Board's Leading Economic Indicator, which tends to trend downward as the economy weakens, fell again in September, which is the sixth consecutive monthly decline. The Fed meets two more times this year to decide whether additional cuts are warranted if inflation pressures

don't further strengthen, we can expect additional interest rate cuts this year."

**Rock County Housing Statistics**—The median price for September 2024 is \$270,000 and for the month of September in 2023 it was \$250,000 that was a +8.0% change and the **Sales** for September 2024 is 189 and September of 2023 was 198 that was a decrease of -4.5%. In September of 2024 there was 3.5 months of **inventory** and in September of 2023 there was 3.3 that was a +6.1% change. Average **days on the market** in September of 2024 was 80 and September of 2023 was 58 that was a +37.9% change.

**Statewide Housing Statistics**—The median price through September 2024 is \$310,000 and through September of 2023 it was \$292,500 that was an increase of +6.0%. The sales through September of 2024 is 5,817 and through August of 2023 was 6,370 and that was a -8.7% 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.



## 2024 LEGISLATIVE WRAP-UP

Because of your help, the WRA addressed discriminatory covenants, secured MLS sales tax exemptions, mitigated REALTOR® risk, boosted transparency, elevated standards, fostered great lakes growth, maintained the property tax freeze and closed the foreclosure equity theft loophole during this legislative session.

**YOUR VOICES DO MATTER!**

**REALTOR® & GOVERNMENT DAY 2025**

**APRIL 17, 2025**

**MONONA TERRACE, MADISON, WI**

Mark your calendars and plan on joining us for a trip to Madison, WI. Once again, we are hoping to have a bus trip to R & G Day 2025. Please let us know if you would be interested in taking that trip with us. We will have lunch on the bus and WRA usually has an awesome display of heavy appetizers, carving stations and a display of desserts waiting for us after our trip to the Capitol.

**Wishing all November 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.



November happenings: 3<sup>rd</sup> Daylight Savings (fall back), 5<sup>th</sup> Election Day (please vote), 7<sup>th</sup> New Member Orientation, 11<sup>th</sup> Veterans Day, 13<sup>th</sup> MasterMind, 15<sup>th</sup> Full Moon, 21<sup>st</sup> Bod Meeting and last 28<sup>th</sup> Thanksgiving (don't overeat).

Rock-Green REALTORS® Association is always looking for new members/new offices. New member/office applications can be found online at [www.rockgreenrealtors.homes](http://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!

**Members Leaving:**

Brandy Berg, Gambino Realtors  
Brook Ferrell-Parisi, Pat's Realty Inc.

**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.

**New Member Orientation 2024**  
**November 7, 2024**

**"Thank you Beth Hanthorn for being our orientation instructor, very much appreciated."**

**"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 ORIENTATION SCHEDULE**

February 7, 2025

May 8, 2025

August 7, 2025

November 6, 2025

**RECIPES****Turkey Tricorns**

This is an easy and wonderful solution to use up that leftover turkey!

2 T. butter  
1 T. flour  
1/2 cup milk  
1 T. instant minced onion  
1 tsp. chopped parsley  
1/3 c. chopped nuts  
1/2 tsp. monosodium glutamate  
2 c. diced, cooked turkey  
1 pkg. crescent rolls

Melt butter in a saucepan; blend in flour. Gradually stir in milk. Cook, stirring constantly, until thickens and begins to boil. Stir in onion, parsley, nuts MLS and turkey; mix well. Unwrap rolls. On each triangle, place 1/4 cup of filling. Fold points of triangles together, pinching to secure. Place on ungreased baking sheet. Bake in 375° oven for 12 to 15 minutes, or until golden brown. Remove from oven. Serve with leftover gravy and cranberry sauce.

**Apple Crumb Pie**

2/3 c. sugar  
2 T. flour  
1/4 tsp. cinnamon  
1/4 tsp. nutmeg  
4 c. peeled, cored and sliced apples  
1 Pet Ritz deep-dish pie crust shell (or make your own)  
1/2 c. flour  
1/4 c. butter or margarine  
1/4 c. firmly-packed brown sugar  
Cool Whip or whipped cream

Preheat oven and baking sheet to 400°. In a large bowl, combine sugar, flour, cinnamon and nutmeg; mix well. Add apple sliced and mix until apples are evenly coated; spoon into the pie shell.

**Crumb Topping:** in a small bowl, combine flour, butter and brown sugar until crumbly.

Sprinkle topping over the apples and place pie on baking sheet. Bake for 30 to 40 minutes. Allow to cool for 1 hour before serving. Top with whipped cream or Cool Whip.

**If you have a recipe you would like to share email: [sue@rockgreenrealtors.homes](mailto:sue@rockgreenrealtors.homes)**  
**Make sure you have copyright permission.**  
**Barb Tapovatz Tried' n True**

# NOVEMBER BIRTHDAY

1	Lindsay Hansel
2	Loren Fellows
3	Michelle Boland
	Taje Casey
4	Patti Droeßler
5	Paul Schieldt
	Erik Fournais
6	Brenda Knighten-Slatter
7	Julie Wilson
	Erin Heiman
8	Andrew Weberpal
9	Joshua Cowles
	Jennifer Branch
13	Tammy Cherry
	Holly Nehls
14	Michael Heiman
18	Rebecca Whrwein
	Dustin Wohlfert
20	Dawn Radke
21	Kristen Mayhew
	Amy Rusch
23	Mary Johnson
	April Halbach
24	Wade Williams
27	Sally Astin
	Kimberly Govert-Meris
28	Kaye Fulton
	Henry Londo
20	Sue Cook

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

**Please make sure when you have any changes to your information (email, address or change of office)**  
**PLEASE contact:**  
[\*\*sue@rockgreenrealtors.com\*\*](mailto:sue@rockgreenrealtors.com)

**ATTENTION REALTORS®**  
This is a reminder that your CE is due every two years ending in the even year #rs. Since this is 2024 yours are due this year.

**REMEMBER TO RENEW YOUR LICENSES**



## DATES TO REMEMBER NOVEMBER 2024

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**Nov. 7**, New Member Orientation, Assoc. Office 9 A.M.  
**Nov. 13**, Mastermind, The Barn on Prairie, 9 A.M.-11 A.M.  
**Nov. 21**, Assoc. B.O.D. meeting, Assoc. Office 9 A.M.  
**Nov. 28**, Assoc Office closed for Thanksgiving.

## UPCOMING EVENTS 2024

**Dec. 12**, MLS B.O.D. meeting Assoc. office 9 a.m.  
**Dec. 19**, Assoc. B.O.D. meeting, Assoc. Office 9 A.M.  
**Dec. 24-25**, Assoc Office closed for Christmas  
**Dec. 31**, Assoc Office closed for New Year's Eve

## DECEMBER BIRTHDAYS

3	John Mansur	16	Konya Schuh
	Taje Casey		Bonnie Collins
5	Kimberly Disch	17	Erica Nenno
11	Bobbi Jo Stanton	18	Sherri Shaw
12	Bradley Marinelli	22	Timothy Shortreed
	Nicole Clift	29	Deb DeWitt
13	Aaron Dobbs	30	Gretchen Kingsley
14	Larry Niquet		Stephanie Mawhinney
	Deborah Cappello	31	Mary Adamson
15	Janice Snippen		
	Marianne Walker		

**Jan. 1**, Assoc Office closed for New Year's Day

## APPRASIER CORNER

### Appraiser license renewal (CE)

The Wisconsin DSPS requires all appraiser licensees to complete 28 hours of CE during each two-year licensing period, seven which must be USPAP, in order to renew their license. The WRA offers appraisal DSPS-approved CE courses throughout the year to help satisfy this requirement.

Contact Info:  
Wisconsin DSPS  
Hill Farms State Office Building 4822 Madison Yards Way  
Madison, WI 53705  
Website: [www.dsps.wi.gov](http://www.dsps.wi.gov)  
Email: [dsps@wisconsin.gov](mailto:dsps@wisconsin.gov)  
Phone: 608-266-2112 / toll-free 877-617-1565



Thank you to all that participated. Here is a couple fun pics from the Indoor Trick or Treat at the Boys and girls club, fun was had by all.

