



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

4451 Woodgate Drive, Ste 100
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A word from your President
By Colleen Nelson

Can you believe it's actually November. I'm still waiting for July. It seems like I totally missed it. But since it is November, take this time to reflect on our past year. Hasn't it been a totally different market? Start thinking about the New Year. What might change or how we can make a difference in both our business life and even start thinking about doing something great for the community.

As many of you have probably heard we have a MLS Rule change for Reporting offers with a Bump:

When reporting an offer with a bump, you have the option to change the status to AB (offer-Bump), or to leave the status as Active. If you leave the status as Active, you MUST disclose the offer within the broker to broker remarks. It has to be within the first words of broker to broker comments.

Our Family Fun fair was last week on the 28th. I was not able to attend but it sounds like there were some great costumes and every one had a great time. Probably over 250 kids.

Rock/Green was able to collect over \$1100 that will be donated to the boys and girls club.

I hope everyone has a wonderful Thanksgiving, and let's hope we don't get a lot of snow this winter.

Colleen Nelson



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NOVEMBER 2019

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* = Inserted Page

EXECUTIVE COMMITTEE

PRESIDENT

Colleen Nelson

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PRESIDENT-ELECT

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SECRETARY/TREASURER

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Melissa Selvog | 1-year term
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The Real Scene is published by the
Rock-Green REALTORS® Association.
PH # 755-4854 | FAX # 755-4843
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:

It is November and there is only 61 days left of 2019.

I would like to thank the offices that had booth space and the few members that did attend the Annual Community Fun Fair. This event is to highlight all the Associations Members and our way as an Association to give back to the community that we all work in. This was a great event and we had around 250 kids and families that attended. Fun was had by all and the Boys and Girls Club kids put on an awesome haunted house and sensory room complete with a fortune teller. That was a big hit. And, thank you to the list of folks that helped us hit our goal to purchase tables for the club. A list of those will be on page 5 of this publication. I am sincerely hoping for more member participation next year. It is very rewarding to see the kids having a great time and knowing that we made a big difference in our community.

As the holiday season approaches I want to wish each and every family of the Association a very Happy Thanksgiving Day! If you are hunters, hope you have a productive season and as always, please be safe. We want to see you all back in business when we finally enjoy that Thanksgiving feast. If you will be traveling, please enjoy your time with friends and family and be safe.

Just a reminder that the Association will be closed for the upcoming holidays. We will be closed November 28th through November 29th. We will reopen on Monday, December 1st. And for the Christmas holiday, we will be closed December 24th and the 25th and for New Years we will be closed on December 31st and January 1st.



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

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

**EDUCATION/
COMMUNICATIONS**

Nina Perona, Chair
Russ Zueger, Co. Chair
Neil Kerwin
Andrea Morse
Penny Patterson
Verna Saladino

DINNER DANCE

Diana Stoehr, Chair
Val Eagan
Colleen Nelson
Wade Williams
Paul Schieldt
Rebecca Bittner
Sherri Shaw
Connor Fox
Heidi Krenz Buchanan
Jacqueline Watson
Ana Johnson
Vicky Kreyer

EQUAL OPPORTUNITY

Mary Ellen Mackey, Chr.
Margo Berke

GOLF OUTING

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

**GOVERNMENT
AFFAIRS/RPAC**

Jim Zanton, Chair
Mary Gilbank-Peterson, Co-Chair
Heidi Krenz-Buchanan
Andrea Morse
Connor Fox
Sherri Shaw

HEALTH & SAFETY FAIR

Karen Williams, Chair
Kim Nickols, Co-Chair
Lindsey Chrostowski
Kelly Falk
Jeannine Hill
Linda Kleinschmidt
Sara Stinski
Vicky Kreyer

MEMBERSHIP/Orientation

Wade Williams, Chair

PROGRAM

Diana Stoehr, Chair
Andrea Morse
Wade Williams
Mickey Castle

NOMINATION

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

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'16T18
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 Bumgarner
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
Ben DeWitt
Kelly Falk
Kristan Hoff-Filak
Neil Kerwin
Heidi Krenz-Buchanan
Mary Ellen Mackey
John Mansur
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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APPRAISERS

Do you Need to cross off USPAP credits from your appraisal CE list? You can do exactly that with the USPAP courses offered in Appleton, Madison and Pewaukee.

Note: All appraiser licenses expire on December 14, 2019. In order to maintain your license, you must complete 28 hours of CE, which must include the 7-hour USPAP Update course, before December 14, 2019. Visit www.wra.org/AppCE for more information.

2020-21 7-hour National USPAP Update Course

The 7-Hour National Uniform Standards of Professional Appraisal Practice (USPAP) Update Course developed by The Appraisal Foundation focuses on changes to USPAP for 2020-21 and on appraisal issues that affect daily appraisal practice. In addition to lectures, the course includes discussion and illustrations that show how USPAP applies in situations that appraisers may encounter in daily practice.

Completion fulfills the CE requirement specifying that Wisconsin state-licensed and certified appraisers complete an update course on the USPAP every two years. All students must have a copy of the 2020-21 USPAP book, which includes USPAP, USPAP advisory opinions, USPAP frequently asked questions and an index. The publication and student manual are included in the registration fee.

**Are you Hungry for More EDUCATION AND FUN?
Check out these events!**

Broker Summit, December 12, Milwaukee. For more information go to wra.org/BROKERSUMMIT

WRA Winter Convention, January 28-29, 2020 at Lac du Flambeau, more info, wra.org/WINTCONV

Destination CE, February 2020 in Las Vegas for more information go to wra.org/DESTINATIONCE

Appraisal Conference, Spring 2020 at Wisconsin Dells for more info, wra.org/APPRaisalCONFERENCE

SAVE THESE DATES! (Revised)

October 29, Annual Community Family Fun Fair, 3-7 p.m.

November 7, Education for New agents, more info to come.

February 21, 2020, Annual Dinner Dance. Murder Mystery! Mardi Gras Theme! Watch for your Special Invitation.

MLS INFORMATION

*****Map Hot Tip:** When viewing listings via the Google Map view, layers can be added to provide more information about the parcels. One of these layers is the Parcel Lines layer. If you turn this layer on (icon to the left of the printer icon in the map toolbar), it will display parcel boundaries (zoom in if you do not see them). When you click on a parcel, you will see lot dimensions and total parcel size on the map. In addition, the left panel will display the Google street view as well as owner information. If you would like this parcel layer to always display for you, you can set this via your personal preferences (Preferences - System - Search Options - Parcel Layer).

*****Looking for WIREX?** The link used to switch back and forth from the SCWMLS database to WIREX has been moved. It is now located within the new User Menu which can be accessed by clicking on your name in the upper right corner. Log Out has also been moved here.

*******Whenever a seller does not want something in Paragon™ please send me a copy of the amendment, email or change form. This is for your protection if any agent or public person complains that it is not in Paragon™ correctly.

"Please remember that your list date on the contract must be the list date entered in Paragon™, not the date you enter it. If you are unable to enter the correct date, email sue@rockgreenrealtors.org to get it corrected. Just send me the MLS number and the correct date(s)."

***** CRS Tax Hot Tips: When entering a name within the main search bar, parcels that match based on multiple fields will come up as results. For example, if you type in Apple, you will see a list of owner names that begin with Apple, as well as street names that begin with Apple. If you do not see the specific last name or street name you are looking for, click the View More link on the Owner's Name or Street Address header to see all the matches for the owner or street you are looking for.**

Thank you, Sue

MLS Officers/Directors



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Rock County Housing Statistics

Madison, Wis.—The third quarter ended on a positive note as both September home sales and median prices increased above their levels a year earlier. We definitely saw an uptick in sales in September with every region of the state experiencing growth.

The economic fundamentals remain healthy in the state, which continues to put upward pressure on housing prices.

This has been an amazing expansion, and we hope that it continues, but after more than 10 years of growth, the economy is facing some headwinds.

The number of unemployed has increased as the number of jobs has declined since May of this year. We still think the economy is likely to grow in 2020 but probably at a slower pace than the last couple of years. However, there is a bright side to slower growth. * We've been in a strong seller's market for several years, which has kept inventories tight and pushed prices up, making it difficult for some qualified buyers to find a home. * Moving to a more balanced market would be a good thing for buyers.

Rock County Housing Statistics—The **median price** for September 2019 is \$164,900 and for the month of September in 2018 it was \$151,000 that was an increase of +9.2% and the **Sales** for September 2019 is 208 and September of 2018 was 202 that was a change of +3.0%. In September of 2019 there was 3.6 months of **inventory** and in September of 2018 there was 4.3 that was a change of -16.3%. Average **days on the market** in September of 2019 was 85 and September of 2018 was 66 that was an increase of +28.8%.

Statewide Housing Statistics—The median price through September 2019 is \$195,000 and through September of 2018 it was \$185,000 that was an increase of +5.4%. The sales through September of 2019 is 61,947 and September of 2018 was 63,242, a decrease of -2.0%.

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.



This year's annual Community Family Fun Fair was at the Janesville Boys and Girls Club. We had this event to raise funds to purchase tables for their club. Through the event and the committee effort to raise funds through our membership, we would like to thank you all for your donations. This is the list that we have to date. If we missed you please contact me and we will certainly correct our data.

Thank You for your contributions:

Paul Schieldt, Coldwell Banker The Realty Group
K Andreeah Briarmoon, Briarmoon Realty Group
Penny Astin, Rob Seeman Agency
Mary Gilbank, Shorewest Realtors
Shelley Perry, Knight Barry Title Services
Ben Dewitt, Fidelity National Title
Chris Collins, Summit Credit Union
Blair Winn, Winn Realty & Appraisal
Patrick McGuire, Shorewest Realtors
Becky Zuelke, Zuelke Real Estate Team
Marianne Walker, Walker Realty Group
Penny Cook, Rock Valley Appraisal Service
Renea Martin, Brabazon/Title Team Group
Deborah Dongarra-Adams, Land Title & Closing
Krista Busfield, Ignatek (Kelly Falk)

Member Offices that had booths this year:

Briggs Realty Group Inc.
Associated Bank
C21 Affiliated~Beloit



November, Thanksgiving What is going on this month: 3rd is daylight savings time (fall back), 5th election day, 11th Veterans day, 12th full moon, and the 28th is Thanksgiving Day. We will be closed on Thursday and Friday for Thanksgiving.

Wishing all November 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!

Just a note to everyone involved we will now be emailing the welcome letters for new members. Hope everyone likes and appreciates the change.

Sue, MLS/Membership Administrator

NEW MEMBERS:

NONE

MEMBERS TRANSFERRING:

Bradley Hasseler, Century 21 Affiliated (E) to Century 21 Affiliated (J)

MEMBERS LEAVING:

Michael Sessler, Briggs Realty Group, Inc. (Retiring)
Zachary Morrison, First Weber 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.

"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
November 14, 2019**

"Thank you Wade Williams for being our orientation instructor."

"Thank you to Valerie Eagan, Land Title and Closing Services, LLC for their donation of sweets for the new member orientation."

"Recipe of the Month"

Caramel Corn

9 oz. Oke Doke white popped corn

2 c. brown sugar

1/2 tsp. salt

2 sticks butter or margarine

1/2 c. dark Karo syrup

1/2 tsp. baking soda

Bring all but the popcorn and baking soda to a boil and boil for 5 minutes. Stir in baking soda. Put corn in a large roaster and pour caramel sauce over it; stir well. Bake in 250° oven for 1 hour. Stir every 15 minutes. Pour out on foil and let cool. Break up and enjoy!

This is a card club favorite and it's easy to see why!

HAVE A WONDERFUL THANKSGIVING!!



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.**

NOVEMBER BIRTHDAYS

2	Loren Fellows
3	Brandt Schauder
	Bradley Hasseler
4	Patti Droeßler
5	Paul Schieldt
	Russell Hansen
	Erik Fournais
7	Julie Wilson
8	Andrew Weberpal
13	Tammy Cherry
	Holly Nehls
	Jennifer Burns
14	Michael Heiman
18	Rebecca Wehrwein
19	Gary Merk
21	Kristen Mayhew
22	Randy Borman
24	Wade Williams
	James Martin
	Kimberly Pritchard
26	David Joos
	Ryver Griffin
27	Sally Astin
	Barbara Palmby
28	Kaye Fulton
	Henry Londo
	David Young
30	Jim Zanton
	Sue Cook

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



DATES TO REMEMBER

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OCTOBER 2019

Nov. 07, Floyd Wickman Agent training, 8:30 a.m. at the Associated Bank, 2720 Lexington Dr. Janesville.

Nov. 13, MLS B.O.D. mtg. 9 a.m. Assoc. Office

Nov. 14, New Member Orientation, 9 a.m.

Nov. 21, Rock-Green B.O.D. mtg. 8:45 a.m. Assoc. Office

Nov. 28 – 29 Association Office Closed for Thanksgiving



UPCOMING EVENTS

Dec. 19, Rock-Green B.O.D. mtg. 8:45 a.m. Assoc. office

Dec 24 – 25 Office Closed for Christmas

Dec 31 – Jan 1 Office Closed for New Years

DECEMBER BIRTHDAYS

2	Shelly Tracy	16	Konya Schue
3	John Mansur		Bonnie Collins
5	Kimberly Disch	18	Sherry Shaw
9	David Brown	22	Timothy Shortreed
11	Michael Sessler	24	Ashley Suiter
12	Irene B Oliver	26	Barbar Kratiger
	Nicole Clift	28	Daniel Silbaugh
	Andrew Anselmi	29	Deb DeWitt
13	Aaron Dobbs	31	Amy Townsend
14	Larry Niquet		
15	Janice Snippen		
	Marianne Walker		
	Brady O'Leary		

Sue and Vicky wish you all a very Happy Thanksgiving.



Enjoy your time with family and friends. Take time to relax and eat lots of turkey and pumpkin pie. Be safe, and happy hunting, whether it be 4-legged deer or that great sale on Black Friday.