



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

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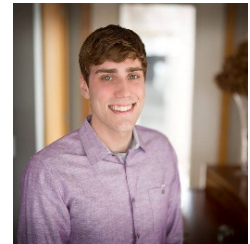
**A word from your President
 By Connor Fox**

November already! I'm definitely not ready for the colder weather!

Crazy to think that in just two short months we will be ringing in 2022. 2021 has been an absolute crazy year in real estate. In my five years in real estate 2021 has certainly been the most wild, with low inventory and a massive influx of buyers. Even with the cooler weather, the market is still doing well especially with the interest rates still being low. Focus on getting those last few homes (whether with buyers or sellers) under contract to finish out the year strong!

Just a few reminders. RPAC after 5 at The Barn on Prairie is on November 10th from 5pm-8pm. \$10 gets you in and that includes your first drink courtesy of Knight Barry Title! There will be several live auction items along with silent auction items. Next, don't forget to pay your association dues. On-time payments are due by November 19th.

I hope everyone has a wonderful and safe November and enjoy the upcoming Thanksgiving holiday.



Connor

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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 and Happy November. Weather so far this November has been unseasonably warm, but I know that the cold weather is just around the corner. Thanksgiving is coming up rather quickly and Christmas is sneaking up closely behind. I don't know about you but I am getting my shopping and wrapping done early this year so that I can sit back and enjoy the holiday season. I hope you join me as well, get it done and relax!

We had our Community Fun Fair on October 28th and it turned out to be a very nice event. We raised around \$1,500 for Emmy's Wish, we made some great friends along the way.

Please take a night off and join us on November 10th for a great event at the "Barn on Prairie", the RPAC Committee is hosting a "RPAC after 5" event that will surely please everyone. There is a \$10 entry fee which will get you your first drink and entertainment and some great food but mostly a chance to catch up with friends and meet some new ones. Starts at 5 P.M. and ends at 8 P.M. with the live auction to begin at 7, Join us for a Great night at "The Barn on Prairie".

Remember 2022 Annual Dues are due by November 19th. For all that have already paid their dues, thank you for your renewal, we do appreciate it!

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 live in that We Care... Because **That's Who we "R"**

Your Association is looking for members who will step up and help fundraising efforts to complete our obligation for the AriseNow Project. If you like to do fundraising or have ideas on what we can do as an Association to raise funds for our pledge, please give us a call or email to let us know you are interested. This will be a small task force just until we collect the amount needed to fulfil our obligation. I do know we have some creative folks in our Membership, please take a little time out of your busy schedules to help out your Association and maybe even have a little fun! Call 755-4854 | E-mail vicky@rockgreenrealtors.org Thank You!

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 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
Renaë 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
Sarah McLean
Andrea Morse
Paul Schieldt
Macy Walter
Jeff Zuelke

HEALTH & SAFETY FAIR

Kim Nickols, Chair
Kelly Falk
Linda Kleinschmidt
Patricia Leak
Kierra Wilson
Lynette Wurth
Vicky Kreyer

**MEMBERSHIP/ Education/
Program/Communication**

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

NOMINATION

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 Shult
Blair Winn
Jeff Zuelke

CORE STANDARDS COMMITTEE

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

RPAC AFTER 5

Join us for a fun filled evening on November 10th at The Barn on Prairie with a Cash Bar, Entertainment and heavy hors d'oeuvres. Just a \$10 donation will get you in the door and your first drink. We will also have Silent/Live Auctions, some great baskets and homemade sweets! Come and have a great time and raise some RPAC dollars for continued support from our amazing Legislature team at WRA who are working for our benefit and our customers. Some of those great baskets will contain items that you can eat some that will entertain you and some that you will want just because, and there are a few that contain booze! We have pizza parties and drink baskets and some that will make you smell amazing. And our live items this year! Talk about amazing, We will have a Craftsman 2 Stage Snow Blower and Heidi's Amazing Brownies with a surprise and some great Snapper tickets for next season and some great Gift cards for your dining pleasure.



Association Holiday Office Hours

The office will be closed:

Thanksgiving, November 25 and 26

Christmas, December 22 thru 24

New Year's, December 29 thru 31

We wish you all a Happy Thanksgiving
A Very Merry Christmas and A Happy
New Year! May all your wishes and
dreams come true and next year be
the best one ever!

MLS INFORMATION

*****Associated Documents:** When adding an associated document to a listing in Paragon, your document will automatically be set as a private document unless you select the Public check box. Public associated documents are available for the public via e-mailed listing links sent to clients. 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. We do not send private documents to other MLSs as some other MLSs do not distinguish between public and private, and include all documents with e-mailed listing links to the public. Please make sure to mark your public type documents (i.e. condition reports) as public so agents in other MLSs have access to them via our WIREX datashare.

*****Is your Supra eKEY Ready for the Day?** Before leaving for a showing, especially for a property in an area with spotty cell phone coverage, double check that your Supra eKEY has updated for the day. To check this, look for the Update icon on the bottom of the main eKEY screen. If there is a red X over the Update icon, click to do a manual update. If there is no red X, you are good to go. Once your eKEY is updated for the day, it does not need access to cell service or the internet to retrieve a key or open a keybox shackles.

*****If a new listing is not ready to be shown, it still must be entered into the MLS. You have the option of entering it 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.**

*****Streamline New Listing Input:** Agents with basic Realtor level Paragon access can enter listing data for a new listing directly into Paragon (Listings -> Add Listing) and save it as a partial. This option streamlines the add listing process by allowing agents to directly key in listing data as opposed to filling out profile sheets. Partial listings can then be reviewed and saved as live listings by users with office administrative access. When entering a partial listing, an agent should make note of the partial listing number assigned to pass on to their office listing administrator, along with any documentation required by their office. If the listing should be entered in a status other than Active, that should also be noted. Administrators can then pull up the partial listing to complete under Listings -> Maintain Partials.

A Few Tips:

- Selecting Tax Autofill will pull in data from public records.
- Select Save As Partial Listing and select Continue Input to load photos & documents. You can select to save as a partial several times along the way to save your work.
- Before handing off to your administrator, click Save Listing to trigger input rules to make sure you have not missed any required information. Click the red triangle to jump to the field that contains missing information. Status will be entered by your administrator.

*****Non-Member Sale Side:** If the agent on the sale side of your transaction is not a member of our MLS, enter *SCWMLS Non-Member* in the sale agent field and include the agent and office name in the broker-to-broker info. You will get a friendly popup reminder when selecting SCWMLS Non-Member. Simply select Accept on the reminder once you have added this info to the broker-to-broker info.

New Disclosure for Waterfront Properties: At their last meeting, the MLS Board of Directors approved a new disclosure requirement for waterfront properties where the actual frontage is owned by another entity (such as Wisconsin River Power Company) and specific shoreline rights are granted exclusively to the property owner. In these cases, the listing agent can select the waterfront feature "has actual waterfrontage", but if they do, the following statement must be included in the public MLS remarks:

Waterfrontage contiguous to the property is owned by _____, with specific rights granted exclusively to the property owner.

Thank you, Sue

MLS Officers/Directors

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kfalk@c21affiliated.com

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Ben Rein, 1-Year Director
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Phone: 608-884-8468
eric_kim1987@yahoo.com

[Alexandra Bowers 1-Year Director](#)
Phone: 608-757-2862
alexandra@zteam1.com

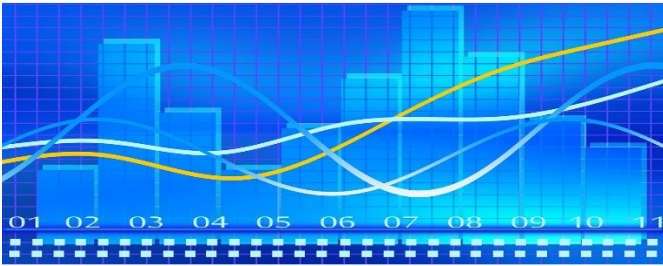
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gloria@thebriggsrealtygroup.com

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Rock County Housing Statistics

Madison, Wis. —September existing home sales fell 8.6% relative to 12 months earlier, and the statewide median home price increased 6.6% to \$245,000 over that same 12-month period.

Very tight inventories continue to hamper home sales throughout the state, with months of available supply falling in every region over the last 12 months. Months of supply ranged from a low of 3.1 months of supply in the South Central region to 3.9 months in the North region. Six months of supply signals a balanced market, so these figures indicate a strong seller's advantage in every region of the state.

Mary Duff, 2021 Chair of the WRA Board of Directors, "Comparing the housing market this year and last year is tricky. The economic lockdowns in the first half of 2020 depressed home sales, and this was followed by a strong rebound in the second half of 2020 when the Wisconsin economy reopened. Given low mortgage rates, home sales in the first half of 2021 easily surpassed sales for the first six months of 2020. However, the very low inventory levels have caught up with us in the second half of this year, and now nine months in, we are only 1.5% ahead of the record pace of sales from last year."

Michael Theo, WRA President and CEO tells us, "After seeing double-digit annual home price increases for all but one month between July of last year and July of this year, we've seen that pace fall to below 7% for the last two months. Although mortgage rates are still quite favorable, the steep price increases over the past year have likely moderated demand, and as a result, some of the pressure on home prices. This moderation should help keep Wisconsin housing relatively affordable for potential buyers."

Rock County Housing Statistics—The median price for September 2021 is \$200,000 and for the month of September in 2020 it was \$183,050 that was an increase of +9.3% and the **Sales** for September 2021 is 244 and September of 2020 was 222 that was an increase of +9.9%. In September of 2021 there was 3.1 months of **inventory** and in September of 2020 there was 3.6 that was a decrease of -13.9%. Average **days on the market** in September of 2021 was 60 and

September of 2020 was 69 that was a decrease of -13.0%.

Statewide Housing Statistics—The median price through September 2021 is \$240,100 and through September of 2020 it was \$219,000 that was an increase of +9.6%. The sales through September of 2021 is 65,257 and through September of 2020 was 64,298 that was +1.5% 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.

RPAC
CORNER

So...what do you call a
detective in the real
estate business?

Sherlock Homes 😊

Did you know... On July 8, 2021, Gov. Tony Evers signed Wisconsin's 2021-23 state budget into law. The recently passed state budget includes several provisions that are beneficial to homeowners, taxpayers and the real estate industry, including REALTORS®. The budget includes:

- * A \$650 million property tax cut for homeowners: \$300 in property tax relief for the typical home.
- * \$225 million for broadband expansion in Wisconsin: \$177 Million more than two years ago for badly needed expansion.
- * \$5 million for DSPS technology upgrades to simplify online credentialing. This will improve customer service for license status, affiliation, disciplinary actions and more.
- * Removal of numerous proposals that would have been detrimental to landlord-tenant law in Wisconsin. Reforms passed over the last 10 years remain current law.

These victories were made possible through member advocacy including REALTOR® & Government Day, the Wisconsin Homeowners Alliance and RPAC. Your participation makes a real difference.



Wishing all November birthdays the best.

November is here! Events of the month 2nd Election Day, 7th Daylight Savings Time, 11th Veterans Day, 19th Full Moon, and the 25th Thanksgiving (turkey 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 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:

Taylor Golz, Compeer Financial
Dan Kindle, Blackhawk Community Credit Union

Members Leaving:

JT Current, Blackhawk Community Credit Union

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 November 11, 2021

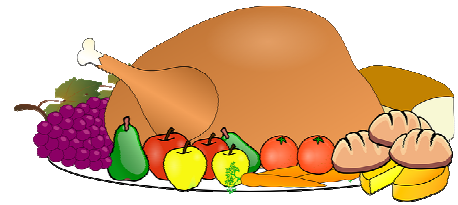
“Thank you Wade Williams for being our orientation instructor in house and on Zoom, very much appreciated. Thank you to Beth Hanthorn for participating with Wade.”

FYI

“Withdrawn by Seller” does not mean “Expired”

RECIPE OF THE MONTH

Turkey Casserole



2 c. cubed, cooked turkey (left overs)
1 c. chopped celery
½ c. toasted silvered almonds
½ tsp. salt
2 T. lemon juice
2 tsp. grated onion
2/3 c. mayonnaise
1 c. crushed potato chips
½ c. grated American cheese

Combine all ingredients, except potato chips and cheese; toss lightly. Turn into a greased 7x11-inch baking dish. Sprinkle with potato chips and cheese, and bake at 450° for 10 minutes. Yield: 4 servings

Apple Crumb Pie

2/3 c. sugar
2 T. flour
¼ tsp. cinnamon
¼ tsp. nutmeg
4 c. peeled, cored 7 sliced apples
1 Pet Ritz deep-dish pie crust shell (or make your own)
½ c. flour
¼ c. butter or margarine
¼ 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 slices 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.

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
	Michelle Boland
4	Patti Droessler
5	Paul Schieldt
	Erik Fournais
6	Brenda Knighton-Slatte
7	Julie Wilson
	Erin Heiman
8	Caleb Dassow
	Andrew Weberpal
	Amy Garza
13	Tammy Cherry
	Holly Nehls
14	Michael Heiman
18	Rebecca Wehrwein
21	Kristen Mayhew
23	Mary D Johnson
24	Wade Williams
	James Martin
26	David Joos
27	Sally Astin
	Barbara Palmby
	Kimberly Govert-Meris
	Kylee Jean Burdick
28	Kaye Fulton
	Henry Londo
30	Sue Cook

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

NOVEMBER 2021

Nov. 10, RPAC after 5, The Barn on Prairie, 5 – 8 P.M.

Nov. 17, Assoc. B.O.D meeting, Assoc. Office 8:45 A.M.

Nov. 25-26, Association office closed, Thanksgiving

UPCOMING EVENTS

Dec. 08, MLS Board Meeting, Assoc. Office 9 A.M.

Dec. 15, Assoc. B.O.D. meeting, Assoc. Office 8:45 A.M.



DECEMBER BIRTHDAYS

1	Sarah Iverson	16	Konya Schuh
3	John Mansur		Bonnie Collins
5	Kimberly Disch	17	Erica Nenno
9	Melanie Mcneill	18	Sherri Shaw
12	Irene Oliver	22	Timothy Shortreed
	Andrew Anselmi	26	Barbara Krattiger
	Bradley Marinelli	29	Deb DeWitt
13	Aaron Dobbs	30	Kenneth Bach
14	Larry Niquet	31	Amy Townsend
	Deborah Cappello		Mary Adamson
15	Janice Snippen		
	Marianne Walker		

RPAC AFTER 5

The Barn on Prairie, 5 to 8 P.M. \$10 Entry (includes a free drink). Food, fun, catch up with old friends and entertainment. What could be better on a Wednesday evening. We will also have silent and live auctions for your fun and help earn some RPAC dollars so our Legislatures can go to work for us and make the Real Estate business better for us all. So, come and have a great time, invite your family, friends and co-workers.



The Rock-Green REALTORS® Association wish you all a Happy Thanksgiving Day. Shop till you drop on those Black Friday sales and if you are a hunter, please be safe and good luck on your hunt.

Sue and Vicky

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