



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

4451 Woodgate Drive, Unit E
 Janesville, WI 53546
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A word from your President
By Heidi Buchanan, Association President

Hello fellow Realtors® and Associates.

April is here. Here's to hoping we all get many new listings to sell this spring. I know we have buyers. Thank you to all who participated in Realtor® & Government Day. This is a busy month for our Association. This Thursday the 6th is the Fun Fair. This is an event open to the public put on by our Association Fun Fair Committee to raise money for Project 16:49 which is a program to help support homeless teens. Please reach out to Vicky at Rock Green to volunteer an hour or two of your time at this event. It goes from 3-7 PM. Help is also needed before and after. Our next membership meeting is on Thursday the 20th at 1:00 PM. This is going to be a great meeting. Wade will be presenting the history of the Beloit and Janesville Boards leading up to our present Rock Green Board. A NAR representative will also be there to present the new technology coming to our industry. It is innovative. Please come and represent and show support for our board. May will be here before you know it and on May 3rd we are having our annual RPAC fundraiser at the Armory, this is always a great time. We are playing Hollywood Squares this year. There will also be the silent and live auctions and of course food. Please look for the flyer and ask how you can be involved. Thank you to all who take extra time to help our board be successful. I appreciate everyone and all you do!
 God Bless,

Heidi



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* = Inserted Page

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maryellen@realtygroupwi.com

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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:

April Showers bring May flowers. I love the spring season. Everything is all fresh and starting to bloom. Just like all of your businesses. Hope they all start to bloom and be ever blooming.

Please plan on attending the April membership meeting, it should be a great one. Our own Wade Williams telling us about our past and we will have some things for you to view and then the folks at NAR will be here from Chicago to show you some of their future IT items they have been working on. Very Cool!!!!!!

Hopefully you can attend this year's Community Family Fun Fair. This will be our 7th annual so if you have not made one yet, try and attend this one. If you have children or know people with children have them attend, it is all about the kids and having fun. This is one of our Core Standards Events so as REALTORS® try and do your part and attend or volunteer. Spread the news, share our Facebook post. It all helps.

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

RPAC, Hollywood Squares Event

Picture it---Janesville WI, May 3, 2017

At the Armory, 5-8 p.m.

8-teams battling it out!

Only one can be the winner!!! (will it be you?)

More info on page 3

Good Neighbor Awards

Seeking Entries, Five Realtors® will get grant awards of \$10,000! More information on page 5. Entries must be postmarked by Friday, May 12, 2017. Nominate yourself, or a friend/associate. Call the Association office for an Entry Form. 755-4854 or 755-4841.

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.

ROCK-GREEN REALTORS® ASSOCIATION

2016-2017 ASSOCIATION COMMITTEE LIST

BUDGET/FINANCE

Heidi Krenz-Buchanan, Chair
Jeff Zuelke
Neil Kerwin
Jim Zanton
Jerry Morse
Paula Carrier
Colleen Nelson
Blair Winn
Ben Shult

BYLAWS

Blair Winn, Co-Chr
Jeff Zuelke, Co-Chr

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Julie Raese
Tammy Cherry
Colleen Nelson
Terry Morris
Becky Zuelke
Terri Moldenhauer
Wade Williams
Paul Schieldt
Vicky Kreyer

EDUCATION

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Penny Patterson
Candice Kildow

EQUAL OPPORTUNITY

Paula Carrier, Chr.
Margo Berke

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Al Herbst, Co-Chair
Deb DeWitt
Trish Edwards
Kaye Fulton
Jeff Myers
Vicky Kreyer

GOVERNMENT

AFFAIRS/ RPAC

Jim Zanton, Chair
Mary Gilbank-Peterson, Co-Chair
Julie Raese
Heidi Krenz-Buchanan
Andrea Morse
Pat Knoble

HEALTH & SAFETY FAIR

Karen Williams, Chair
Kim Nickols, Co-Chair
Pam Snow
Tammy DeGarmo
Vicky Kreyer

MEMBERSHIP/Orientation

Wade Williams, Chair

PROGRAM

Diana Stoehr, Chair
Andrea Morse
Wade Williams
Pat Knoble

NOMINATION

Heidi Krenz-Buchanan, Chair
Jeff Zuelke
Neil Kerwin
Jim Zanton
Jerry Morse
Paul Schieldt
Colleen Nelson
Blair Winn

PERSONNEL

Heidi Krenz-Buchanan, Chair
Jeff Zuelke
Neil Kerwin
Jim Zanton
Jerry Morse
Paula Carrier
Colleen Nelson
Blair Winn

PROFESSIONAL STANDARDS

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)
Ellie Fietz '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)

ROY/AWARDS LUNCHEON

Tammy Cherry, Chair
Wendy Bumgarner
Paula Carrier
Andrea Morse
Colleen Nelson
Julie Raese
Pat Knoble

RECRUITMENT

Paula Carrier, Chair
Neil Kerwin
Andy Dongarra
Valerie Eagan
Jerry Morse

SUNSHINE

Maryann Warden, Chair
Mollie Podwell

YOUNG PRO'S TASK FORCE

Kevin O'Leary, Chair
David Bynum
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

STRAT PLAN COMMITTEE

Blair Winn, Chair
Colleen Nelson
Paula Carrier
Neil Kerwin
Jeff Zuelke
Jerry Morse
Paul Schieldt
Heidi Krenz-Buchanan
CORE STANDARDS COMMITTEE
Jeff Zuelke
Jim Zanton
Nina Perona
Karen Williams
Wade Williams
Diana Stoehr
Fred Leonard

ANNOUNCEMENTS

WRA Legislative Report—The WRA strongly supports the property tax relief and additional school funding in the 2017-19 state budget bill. Gov. Walker's proposed budget will maintain the current levy limits on local governments, significantly increase K-12 school aids to fund education, and eliminate the state portion of the property tax levy. **Background**—The proposed 2017-19 state budget would increase school funding by \$650 million over 2 years, which would be the most state aid provided to K-12 schools over the last 10 years. The state budget maintains levy limits on local governments, which caps how much local governments can charge property owners to pay for local services. Walker's budget eliminates the state portion of the property tax, saving the average homeowner \$27 per year. **What's in play—Proposal:** The WRA supports the property tax relief and additional school funding and will work with the legislature to see these provisions signed into law with the passage of the state budget this summer

SAVE THE DATE! May 3, 2017
RPAC EVENT—Presents HOLLYWOOD SQUARES
Get your registrations in, first paid gets the spot to play the game.
Teams of 4 people, \$200 per team
Hurry only **5** team spots available.
Silent/Live Auction, Food & Fun
(pay now to hold your spot)
If you would like to donate an auction item or be an event sponsor give James Zanton or Mary Gilbank a call at Shorewest Realtors or give us a call at the Association.

SAVE THE DATES | FUTURE MEETINGS
(More dates/events to come)
April 6—Annual Community Family Fun Fair, Pontiac Convention Center, 3 - 7 P.M.
April 20—Membership Meeting, Association History and NAR IT Department. Pontiac Convention Center, 1 P.M.
May 3—RPAC Fundraiser, Hollywood Squares and silent/Live Auction. The Armory, 5 P.M. to 7:30 P.M. (Teams Forming)
September 20—Association Installation, Rotary Gardens, 9 A.M. (more information to follow)
September 23—Project16:49 Bowling Fundraiser. (more info to follow)

MLS INFORMATION

****Our new Supra key system allows you to set email or text alerts when an agent opens your keybox, and when they leave your listing. You can also send this alert to your seller or team member(s). Alerts can be set up via www.supraekey.com. If you are new to this website, you will be prompted to set up an account (hint: your key serial number displays at the top of your ekey screen). Click here for detailed instructions on setting up showing alerts.**

****Granting Non-Member Access (NMA) to your Keybox**

Listing office/agents now have the ability to grant keybox access to non-members (i.e. contractors, Realtors from other MLSs, sellers who lock themselves out) for specific keyboxes assigned to them. The intent of the NMA access is for those who do not need access to keyboxes on a regular basis. Detailed instructions can be found on the home page of paragon. There are no additional fees for NMA access.

If you are working with a service provider who needs more than occasional access to your keyboxes (i.e. photographer, home stager), there is an option for them to lease their own keycard as a non-member. These "sponsored" non-members will have access only to specific keyboxes via a call before showing code. If you have a service provider you would like to sponsor for this type access, please call the MLS or email keys@wisre.com for more information. EKey fees apply for this access.

****Thinking about using a drone to take photos of your listing? Aerial photos are cool, but capturing them via a drone requires a license. Please review the [NAR Field Guide to Drones and Real Estate](#) for more information. You can find the link on the Paragon home page.**

****The status label for Pending has been changed to Offer-No Show to better describe what is represented and expected when listings are in this status.**

****E-mailed listings from Paragon, when viewed with a mobile device, will display using a more mobile friendly view. There is still an option to switch to the full desktop version of the report within each email.**

****The maximum character length of photo labels has been increased from 16 to 30.**

****Within Client Connect, you can now isolate Favorites, Possible, and Rejected listings by individual search when multiple searches are present.**

****Spell check within email has been restored.**

****Error when using Chrome version 57 when attempting to email has been resolved**

****If you are including a home warranty, use the new Includes field to indicate specifics such as type, cost and company.**

****If you have a listing that is not mapped correctly, it may be missed if an agent is searching by map. Please make it part of your routine**

to always check the map placement when adding a new listing. If the map placement is not correct, you can adjust it under Listing Maintain - Change GeoCode. When the map displays under maintain, click on the orange map placement marker and move it as needed. Switching to a bird's eye view (click the down arrow next to the word Road in the upper left corner) and using the zoom feature helps to pinpoint the exact location. There is also an option to enter the latitude and longitude. Before clicking Save, you may want to zoom out a bit as the zoom level will also be saved.

****Please make sure your seller dates all amendments the day of or prior to expiration date.**

****Please enter your sold property into "pending" (click save) then enter the sold information into Paragon™ with the exception of SBP (Sold Before Publishing). SBP are entered directly into sold status, do not enter as active. Please make sure on all SBP's you have an outside photo of the sold property. Questions call 608-755-4841.**



Thank you, Sue

MLS Officers/Directors

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Bonnie Collins | 1-year term

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ROCK-GREEN REALTORS® ASSOCIATION

RPAC EVENT | AT THE ARMORY

MAY 3, 2017 | 5-8 P.M.

5:00 P.M. –Joe Murray, RPAC “Everything you wanted to know about RPAC and then some” All important information that we all need to know. What does our \$\$\$\$\$ do?

Meeting Registration	
Name _____	Name _____
Name _____	Name _____
Name _____	Name _____
Name _____	Name _____

5:30 P.M. Snacks

6:00 P.M. Game

Following—RPAC Silent Auction/Live Auction

HOLLYWOOD SQUARES (first 8 teams paid will play)	
TEAM NAME _____	
TEAM FEE \$200.00 PLEASE INDICATE AMOUNT TO BE CREDITED AND TO WHOM	
PLEASE PRINT NAMES	
PLAYER #1 _____	\$ _____
PLAYER #2 _____	\$ _____
PLAYER #3 _____	\$ _____
PLAYER #4 _____	\$ _____



Rock County Housing Statistics

Madison, Wis.—Wisconsin's existing home sales slipped in February even as prices continued to grow at well above the rate of inflation. Home sales fell 2.6% in February and the median price rose 6.1%. By contrast, the annual inflation rate stood at 2.5% in January, the most recent month available.

The strong demand and limited supply has put significant price pressure on the existing home market. This has been a continuation of a recent trend. The market has shifted from a buyer's market just two years ago to a strong seller's market.

We've been lucky to have low mortgage rates and modest improvements in income to help offset the steadily rising prices over the last couple of years.

Rock County Housing Statistics—The median price for February 2017 is \$110,00 and for the month of February in 2016 it was \$118,000 that was a decrease of -6.8% and the Sales for February 2017 is 97 and February of 2016 was 114 that was a decrease of -14.9%.

Annual Housing Statistics—The median price for February 2017 was \$110,250 and for the month in February of 2016 it was \$125,450 that was a decrease of -12.1%. The sales for February 2017 was 220 and in February of 2016 it was 208 that was an increase of +5.8%.

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.



REALTOR® MAGAZINE'S
GOOD NEIGHBOR AWARDS

**Seeking
entries
for the
Good**

Neighbor Awards.

Five Realtors® will get grant awards of \$10,000! Entries must be postmarked by May 12, 2017.

Five Good Neighbor Award winners will receive \$10,000 grants, national publicity, and travel expenses to attend the 2017 REALTORS® Conference & Expo in Chicago. In addition, five honorable mentions will receive \$2,500 grants for their charitable projects.

Eligibility Criteria

1. Nominees must be members of NAR in good standing.
2. Nominees should have contributed volunteer (unpaid) hours to a program that improves the livability of a community. The program's activities aren't limited to real estate or housing issues, and may include such things as crime prevention, youth mentoring, and homelessness prevention.
3. Nominees should have made a significant contribution of personal time, but contributions of money, materials, and other resources will be considered by the judges as well.
4. Nominees will be judged on level of personal contribution, impact of personal contribution, broadness of impact, and the project's suitability as a role model for other REALTORS®.
5. The award is intended to recognize individual contributions, not association- or company-wide efforts. If an individual within your company can be singled out as instrumental to the success of a group effort, he or she is eligible. If the achievements of two people (such as a married couple or co-founders of an organization) cannot be separated, they can enter as a pair and their entry will be considered as one.
6. Some portion of the nominee's community work must have taken place during the timeframe specified on the application form, but judges will also consider ongoing efforts outside that timeframe that demonstrate a depth of commitment.
7. Nominees should be able to document the results of their individual involvement through published reports and/or testimonials from the organization they served or the people they helped.
8. Nominations must be accompanied by a completed [entry form](#) to be considered (REALTORS® may nominate themselves or may be nominated by another NAR member, a state or local association executive, or the community organization they serve). You must submit an original and four copies of the entire entry package.



April! Good Friday is April 14, Easter is on April 16, Earth day is on April 22. And the most important day is Administrative Professionals Day on April 27. Make sure you thank all the office personnel who assist you.

If you have a question with an answer that you would like in the MLS section of the newsletter call or email me and I will take care of it.

Wishing all birthdays in April to be special.

"Hope the new key system is working for you. If you need a new authorization code because you changed your phone or just something else, I can get you the authorization code (608-755-4841)".

New member applications can be found online at 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.

Sue

NEW MEMBERS:

Amanda Bunn, River Title Company
Billy Shieler, Realty Executives

MEMBERS leaving the Association:

Trina Scheetz left Century 21 Affiliated Janesville

MEMBERS ON THE MOVE:

NONE

OFFICES LEAVING:

NONE

NEW OFFICES:

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."

New Member Orientation Schedule for 2017

May 18, 2017
August 17, 2017
November 16, 2017

"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"

Apple Crisp

5 c. apples, sliced
1 c. brown sugar
¾ c. Bisquick flour
¾ c. oatmeal
1 tsp. cinnamon
¼ c. butter

Butter a 9x9-inch pan. Arrange apples. Mix sugar, flour, oatmeal and cinnamon. Cut in butter. Sprinkle over apples. Bake at 350° for 45 to 50 minutes.

After tasting this, you may discard all of your other apple crisp recipes!

Apple Cake

9 T. butter
3 Golden Delicious apples, peeled, cored & sliced
1 ½ c. flour
1 ½ tsp. baking powder
1 tsp. cinnamon
½ tsp. salt
1 c. sugar
Grated zest of 1 lemon
2 lg. eggs
1/4 c. milk
Powdered sugar, for dusting
Cinnamon, for dusting

Melt 1 tablespoon butter in a skillet over medium heat. Add apples and cook until softened, about 10 minutes. Preheat oven to 375°. Butter well, then flour a 6-cup bundt pan. Combine flour, baking powder, cinnamon and salt; set aside. In a large bowl, beat remaining 8 tablespoons butter with the sugar and lemon zest until light and fluffy. Beat in eggs, one at a time, until well mixed. Using a wooden spoon, beat in flour mixture in 3 batches, alternating with milk in 2 batches. Stir in apples. Scrape batter into pan and bake in the center of the oven until a toothpick stuck in the center of the cake comes out clean, 50 to 60 minutes. Turn out on a wire rack and cool. Just before serving dust with powdered sugar and cinnamon. Serve with whipped cream, if desired.

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.

APRIL BIRTHDAYS

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

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



**ADMINISTRATIVE PROFESSIONALS DAY
APRIL 26, 2017**

DATES TO REMEMBER

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APRIL 2017

- 06 Fun Fair Committee Mtg. Association office At 11:00 a.m.
- 12 MLS Board Meeting, 9 a.m. Association Office
- 19 Board of Directors Meeting, 8:30 a.m. Association Office
- 20 Membership Meeting, 1 p.m. Pontiac Conv. Center
- 19 RPAC Committee Meeting, Noon, Association Office



UPCOMING EVENTS

- May 6, RPAC Event, The Armory, 5 P.M. to 8 P.M.
- May 10, MLS Board Meeting, 9 a.m.
- May 17, Board of Directors Meeting, 8:30 a.m.
- May 18, New Member Orientation, 9 a.m. Association office

REMINDER—The Pre-Payment system is taking deposits for your 2018 Association Dues. First quarter payments are already being collected, if you want to submit them send or bring them to the office and Sue will get you started. Quarterly or monthly, whatever works for you. The ones that use this are very satisfied that they don't have to come up with the whole total in November. If you have questions, Please call Sue at the Association office.

MAY BIRTHDAYS

1	Mary L Haried	16	Ellie Fietz
	Josh Eastman	17	Karen Williams
2	Christine Fisher	18	Neil Kerwin
4	Robert Walker	19	Terry Morris
	Kathryn McCulloch	20	Joan Waite
5	Thomas Parsons		Kathleen Rebman
8	Donya Bundy	22	Karen Entress
	Liane Haase	23	Ben Shult
	Cindy Simonson	24	Douglas Davis
9	Adam Baumel	27	Shelly Cronin
	Paul D Anderson	28	Jim Coen
10	Farrokh Shahlapour		L Patrick McGuire
12	Jennifer Hughes	30	Michelle Ruosch
13	Ashley Nelson		Debra Olson
14	Penny Cook		