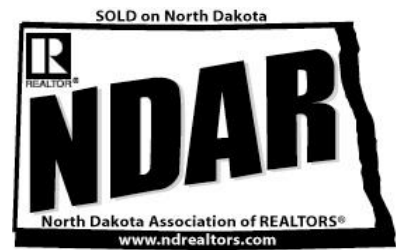


STATE NEWS



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REALTOR® Convention of the Dakotas Update

REALTORS® from all corners of the two Dakotas converged in Minot on September 17-19th for education, networking and fun. The 36th Annual joint REALTOR® Convention of the Dakotas offered attendees the opportunity to spend time that was educational, enlightening and entertaining. We had the pleasure of having two from NAR leadership in our midst, 2009 NAR President Elect Vicki Cox Golder from Tucson, AZ and NAR RPAC Fundraising Chair, Moe Veissi from Florida. The two thanked members from the North and South Dakota for their involvement at NAR and also spoke on leadership and what it means to our Associations. Nearly 530 REALTORS®, spouses, affiliates and exhibitors took time from their busy schedules and family to join in the activities.

Highlights of the Convention:

Election of Officers: President – *Dave Lanpher*, Park Co. REALTORS®, Fargo; President Elect – *Rita Schuster*, Greenberg Realty, Grand Forks; Vice President – *Daryl Braham*, Prudential LRES Realty, Fargo

State REALTOR® of the Year: *Dewey Uhlir*, Park Co. REALTORS®, Fargo

CRS of the Year for the Dakota CRS Chapter: Bruce Currington, Rossum & Neal REALTORS®, Rapid City

Dakota CRS Chapter Election of Officers: President – *Sandy Meyer*, Crary Homes & Real Estate, Grand Forks; Vice President – Carol Lawhun, The Real Estate Group, Rapid City; Secretary – *Ninetta Wandler*, Everett Real Estate, Dickinson; Treasurer – Kim Smith, the real estate company, Sioux Falls; ND Director – *Steve Lunde*, Re/Max Realty 1, Fargo; SD Director – Faith Wendt, Coldwell Banker LKH, Rapid City.

Omega Tau Rho Awards: NDAR President, *Tate Cymbaluk*, Basin Brokers, Williston; 2007 REALTOR® of the Year, *Shirley Dukart*, Home and Land Company, Dickinson

REALTOR® Emeritus: *Clair Watne*, Watne REALTORS®, Minot; *Reuben Leichty*, Reuben Leichty REALTORS®, Jamestown

RPAC Hall of Fame Inductees: *Larry Louser*, Prudential Preferred Properties, Minot; *Shirley Dukart*, Home and Land Company, Dickinson; and *Daryl Braham*, Prudential LRES Realty, Fargo

Champions of Affordable Housing Awards: *Peggy Isakson* of Coldwell Banker 1st Realty Encore, Fargo; *Donna Keogh* of Action REALTORS®, Wahpeton; *Susie Lefor* of LaDuke and Associates, Dickinson; *Shirley Thomas* of Coldwell Banker Realty Group, Bismarck; *Terry Murphy* of Town and Country Realty, Fargo; and *DelRae Zimmerman* of Prudential Preferred Properties, Minot.

Congratulations to All!!

This was also the first time for the RPAC “Fun”draiser event held on Tuesday evening prior to the start of convention on Wednesday morning. It was a great success with a gathering of members who made at least a minimum investment of \$20 per person to RPAC to attend. The \$20 entitled them to a free glass of champagne or beer, an entry into a drawing for some great prizes, hors d’oeuvres and socializing. The winners of the prizes were: Laptop Computer - *Steve Lunde*, Fargo; Digital Camera - *Sharon Hilgers*, Fargo; GPS Unit - *Kathy Hammer*, Wahpeton; Diamond Bracelet - *Jim Dunavan*, Grand Forks; Diamond Necklace - *Nancy Deichert*, Bismarck; iPod - *Norma Opperude*, Minot; Print by Miles Bendixson - *Peggy Isakson*; 2009 Convention Registration - *Lona Anderson* and *Josh Ressler*, both of Minot; Walmart \$50 Gift Certificates - *Sandi Frenzel* of Dickinson, *Flint Forsberg* of Minot, *Carrie Montoya* of Minot, *Randy Schwartz* of Fargo. A total of \$13,000 was raised for RPAC at this event - thank you to all that made their investment that evening and throughout the year.

Thank you Minot Board Of REALTORS® for the great education and entertainment - everybody left with a smile on their face and renewed friendships and business referrals.

The Northeast Board Of REALTORS® (Watertown) in South Dakota also did a promotion for the Sept. 16-18, 2009 Convention and had 139 pre-registrations. For pre-registration form and info please [click here](#). Please note: The headquarters hotel is reserved for the 2 States Board of Directors, Convention speakers and guests.

CRS Course - "Building an Exceptional Customer Service Referral Business"

The Fargo Moorhead Area Association of REALTORS® in conjunction with NDAR will be sponsoring and hosting CRS 210 "Building an Exceptional Customer Service Referral Business" in Fargo on October 14-15. The course will help you better identify the expectations of the new consumer, the new behaviors necessary to meet those expectations and specific systems to make your business more productive, more profitable and more enjoyable. The course is approved for 16 hours CE in both North Dakota and Minnesota. The instructor will be Gee Dunsten who comes to ND with great reviews and knowledge. To view flyer or to register please [click here](#). To view the requirements for the CRS Designation [click here](#). **Early (reduced) registration deadline is Friday, October 3!!**

1979 NDAR President Passes Away

John Dardis of Jamestown passed away on September 19 after a courageous battle with cancer. John was the 1979 President of the ND Association of REALTORS® and served for many years on the ND Real Estate Commission. Communications can be sent to John's wife, Pat Dardis, PO Box 502, Jamestown, ND 58540-0502. [Read Obituary](#).

Countdown to Code of Ethics Training Requirement

The Quadrennial Code of Ethics Course (of at least 2 ½ hours) is a National Association of REALTORS® membership requirement (not a license renewal requirement) that must be met by December 31, 2008 to maintain your REALTOR® membership. The timeframe for this 2nd quadrennial time period is January 1, 2005 to December 31, 2008. [Click here](#) to view if you have met this requirement as of October 3, 2008. The list is organized by Board name.

There are several resources available for you to meet this requirement:

- A live course (several boards will be sponsoring this course – watch www.ndrealtors.com for details, or contact your local board – and NDAR will sponsor it in their year end education session December 17, 2008)
- Take an on-line course through our website www.ndrealtors.com/education.htm (several options approved for 3 or 6 hours CE for a fee)
- NAR online course that has no fee or license renewal credit: [click here](#).

GRI 3 & 4 Scheduled

The Graduate REALTOR® Institute (GRI) designation is the mark of a real estate professional who has made a commitment to providing a superior level of professional services. REALTORS® holding this designation are highly trained in many areas of real estate and are better able to serve and protect their clients. Courses can be taken in any order. NDAR in cooperation with Kaplan Professional Schools will offer these classes in Fargo at O'Kellys on the following dates:

GRI 3 Business Planning, Technology and Ethics ...April 6-7

GRI 4 Prospecting, Listing and Selling...April 8-9

You can sign up for one or both courses and they are open to all members not just those seeking the designation. Each course is 15 hours in length. Watch your email for more info.

National Convention Reminder

The 2008 REALTORS® Conference & Expo, November 7-10 in Orlando theme this year is "Destination: Success". With hundreds of programs, networking opportunities, cutting edge technology, and more, you can customize your Conference & Expo experience to your needs and interests. Grow professionally and personally while gaining inspiration to be your very best. Featured guests are Lance Armstrong with REALTORS® concert featuring Lionel Richie. Sunday night is REALTORS® Night Out at Universal Studios with concert by Kool & The Gang. There are also four sessions approved for continuing education and you will be able to enroll in these classes online between August 5th at noon (Central Time) and **October 7th at 5pm** (Central Time). Your conference registration number, last name and credit card are all you need to use the online system. [Click here](#) to enroll on-line. For more information or to register please [click here](#). If you are registered by October 15 your badge and credentials will be delivered to you before leaving for the convention.

Call to Action on Credit Crisis

An all member Call for Action (CFA) went out to all members on Tuesday. This CFA message encourages all REALTORS® to contact Congress ASAP and urge them to enact an economic recovery plan that will put an end to the current crisis. It is expected that Congress will reconvene on Thursday, October 2. [Click here](#) for information on the Economic Stabilization Act and [click here](#) for information on the credit crisis.

Minot on List of 10 Most Affordable Markets

Eight out of the top 10 most expensive housing markets in the U.S. are in California, while eight Midwestern cities are among the 10 most affordable, according to the [Coldwell Banker Home Price Comparison Index](#) released today.

The study compared the average value of 2,200-square-foot houses with four bedrooms, two and a half baths, and a family room, plus a two-car garage, in 315 U.S. markets. The results make it easy to conclude that some people pay a lot more than others for the same living space. The average sales price of the homes that met the survey criteria was \$403,738, a drop of 4.4 percent from 2007.

The 10 least expensive markets were: 1. Sioux City, Iowa; 2. Jackson, Michigan; 3. Akron, Ohio; 4. Canton, Ohio; 5. Garyling, Michigan; **6. Minot, ND**; 7. Arlington, Texas; 8. Muncie, Indiana; 9. Killeen, Texas; 10. Eau Claire, Wisconsin.

The 10 most expensive markets and their average sales prices were: La Jolla, California: \$1,841,667; Greenwich, Connecticut: \$1,787,000; Beverly Hills, California: \$1,777,475; Palo Alto, California: \$1,740,333; Santa Monica, California: \$1,653,333; Santa Barbara, California: \$1,599,667; Newport Beach, California: \$1,546,250; San Francisco, California: \$1,513,181; Boston, Massachusetts: \$1,493,750; San Mateo, California: \$1,366,475

Source: The Associated Press, Alex Veiga (09/09/08)

Economic Recovery Act and the Homebuyer Tax Credit and IRS Guidelines

The National Association of REALTORS® has congratulated the U.S. Congress for quickly passing a national economic stimulus package and thanked President George W. Bush for his leadership and willingness to promptly enact legislation that will help thousands of families, the housing market and the U.S. economy. Among the many provisions, the Recovery Act includes: GSE Reform, FHA Reform, Homebuyer tax credit, FHA foreclosure rescue, Seller-funded downpayment assistance programs, GSE stabilization, and much more. NAR has expressed ongoing support for the major features in the housing package. Read more on the [Recovery Act of 2008](#).

NOTE: The Homebuyer tax credit provided by this Recovery Act CANNOT be used in conjunction with programs funded by Mortgage Revenue Bonds including the North Dakota Housing Finance Agency's (NDHFA) FirstHome program. Due to this disqualification, first-time homebuyers who are eligible for FirstHome financing will need to make a choice and may want to seek the advice of a Tax Advisor. For more information and a brief comparison on the two programs (First Home Program by NDHFA and the First Time Buyer Tax Credit) please [click here](#).

IRS Issues Guidance on Tax Credit

The IRS has released [IR-2008-106](#), providing some guidance about how individuals who utilize the new \$7500 first-time homebuyer tax credit will reflect the credit on their tax returns and receive the benefit from any refund. The notice reinforces the fact that taxpayers will be required to repay the credit, starting with their tax return for 2010, which will be filed in 2011.

The IRS is designing a new Form 5405 for those who utilize the credit. The new form will be included in the Form 1040 packet and filing instructions that are distributed in late December and early January. The new form is not yet posted on the IRS website. While it has not yet officially announced its plans, the IRS will likely use the information on this new form to track the group of taxpayers who use the credit and provide them with instructions on how to make the repayment. This guidance will be issued later.

The notice is issued in Q&A format and addresses only fundamentals about the credit. The reminders provided are descriptions of the amount of the credit, the homes that qualify, the income limits and the exceptions to the repayment requirement.

[View key provisions](#)

[Homebuyer Tax Credit FAQs](#)

[Seller-funded downpayment provision](#)

Commercial Listings Coming to REALTOR.com

The National Association of REALTORS® and Move Inc. have completed an agreement under which Move Inc. will provide commercial and investment real estate information on behalf of NAR's commercial members through Move Inc.'s network. [Read more...](#)

2009 Committee Volunteers Wanted

Your NDAR is in the beginning stages of assembling next year's committee list. Volunteer forms will be sent out shortly so watch your email or www.ndrealtors.com (Our leadership year starts December 1). Please note that each local Board Chair automatically becomes a member of the like committee on the State Association (NDAR). The respective Chair and current President have the authority to add additional committee members where needed.

If appointed to a committee, you will need to commit to attend the following meetings: December 3-4 in Bismarck; February 11-13 in Bismarck; and June 3-4, 2009 in Fargo.

Technology Tip

Caps lock on accidentally?...If you accidentally hit all caps in Word, you can easily fix it by following the steps below:

- Highlight the ALL CAPS text
- Hit SHIFT + F3

Information You Need

The following is information available at www.ndrealtors.com (click to follow links):

- [Affiliate Member List](#)
- [Anti-trust Brochure](#)
- [Code of Ethics](#)
- [Code of Ethics List 05-08](#)
- [Convention of the Dakotas](#)
- [Fair Housing Word List](#)
- [Full NDAR Calendar](#)
- [Home Inspector Registration](#)
- [Housing Market Facts](#)
- [Minutes of Previous Meetings](#)
- [Parliamentary Procedures](#)

Mark Your Calendar for...

Upcoming Education

- ❖ October 14-15 – CRS 210, Fargo, ND [click here](#)
- ❖ November 12 – ND Agency & ND Contract Courses, Fargo, ND [click here](#)
- ❖ December 16-17 – Bismarck, ND

Meetings & Events

- ❖ October 7-8 – Leadership Retreat, Jamestown (*2009 Leadership & Committee Chairs*)
- ❖ November 7-10 – NAR Convention, Orlando [Click here](#)
- ❖ December 3-4 – NDAR Committee & Board of Directors meetings, Bismarck

NDAR Office Closings

- ❖ November 11 – Veterans Day
- ❖ November 27 & 28 – Thanksgiving Holiday

Don't forget NDAR's free Tech Hotline service... 866.432.3029 Hours of operation: M-F: 9am - 5 pm Central Time