

STATE NEWS



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Heads Up! Call For Action Coming!

On Monday, June 2, NAR launched an all member Call for Action (CFA) to urge the Senate to act to make permanent the increased FHA and GSE loan limits in the economic stimulus package. The increased FHA/GSE loan limits will continue to provide a much needed infusion of stability into the housing market and provide a source of safe and affordable mortgage options for homeowners.

The House has already done its part by passing legislation to enact reform proposals that make FHA/GSE increases permanent. Similar legislation is now awaiting action on the Senate floor.

You will receive the CFA email from the REALTOR® Action Center asking you to contact your Senators urging them to move this important legislation quickly (and with increases that take into consideration high cost areas). Please respond immediately when you receive the CFA, and then encourage your fellow REALTORS® to do the same.

There are several steps you can take to ensure a successful Call for Action:

1. Please be sure to add comments@realtoractioncenter.com to your email safe list to ensure receipt.
2. When you receive the CFA, be sure to respond as soon as you can. (it is only a few clicks to complete the process).
3. Encourage others to respond via the "Tell-A-Friend" feature. (Do not forward the CFA email you receive as it is encoded with your personal information.)
4. Be on the lookout in your email. If for some reason you do not receive the CFA email, please proceed directly to the REALTOR® Action Center (www.realtoractioncenter.com) to send your letters.

If you have questions about the FHA legislation, please contact Megan Booth at mbooth@realtors.org or 202-383-1222. Questions about GSE loan limits can be directed to Jeff Lischer at jlischer@realtors.org or 202-383-1117.

New Fax Number

NDAR has set up a new fax number: 866-665-1011. Please update this number in your files.

Final Reminder - Get Out and Vote

Please remember to vote in your local elections next Tuesday, June 10. Most areas have Park Board, City and County Commissions races to vote on along with state candidates, house and senate candidates to forward for the fall election. For listing of state candidates and House and Senate candidates please visit the Secretary of State's website [here](#).

Unlicensed Assistants

Our office has had several calls recently regarding the duties and responsibilities that can be performed by an unlicensed assistant. The North Dakota Real Estate Commission has published a white paper to address this issue. [Click here](#) to view the document.

Jury Sides With RE/MAX Practitioner

Good news for the RE/MAX buyer's agent who was hit with a lawsuit from clients who claimed he defrauded them and violated his obligations by not informing them that comparable properties on the block were selling for less than what they paid.

The angry couple, Marty and Vernon Ummel, sued practitioner Mike Little after their 2005 purchase of a home in San Diego County. A jury in a Vista, Calif., court quickly returned a "not guilty" verdict, saying the couple was ultimately responsible for signing the sales contract. "We felt that Mr. Little did what he was supposed to do," said one juror, Wendi Brick.

Had the Ummels won, some were predicting a flood of such suits from other home buyers unhappy with declining home values.

Source: *The Wall Street Journal* (04/11/2008).

The Real Estate Business and the IRS

The IRS has created specific web sites to assist individuals in the real estate business. [Click here](#) for information on Tax Tips, Avoiding Problems, Trends, Audit Techniques, Financial Resources, General Small Business Information, and much more.

Research Reports Provide State and Local Market Details

NAR Research has completed [three reports](#) on the economic impact of state and local metro area homeownership. "State Economic Impact of Housing" arms you with data on the contribution of homeownership to your state and local economies; "State Mortgage Conditions" calculates outstanding mortgage debt, prime and subprime, among homeowners in your state and localities; and "Metro Area Wealth Gain" looks at the equity accumulation of your homeowners over the years. Reports are free but require a [REALTOR.org](#) user name and password to access.

NAR REALTOR® Benefits Program

Are you aware of the NAR REALTOR® Benefits program? This is a program that offers members and staff discounts on products and services. Members can save money on a diverse range of products and services, including Financial Services; Insurance and Warranties; Marketing; Office Solutions; Publications; Technology Tools and Travel. To learn more about the program please visit this link to the NAR website: http://www.realtor.org/realtor_benefits/index.html

NAR Directors Meet During Mid-Year Conference

Inside is an "[Action Summary](#)" for the National Association of REALTORS® Directors meeting, held last month in Washington, DC. This Special Report, sent by NAR staff, explains what took place at the meeting.

Note items of significance not included in the report are:

- The increase in the amount of the annual assessment for the Public Awareness Campaign. The assessment goes (from \$30) to \$35 per members in 2009 and 2010.
- **Clair Watne**, Minot, and **Rueben Liechty**, Jamestown, were awarded REALTOR® Emeritus Status at these meetings for 40 years in the business and for the long and faithful service to the Association in their leadership roles. **Clair** was NDAR President in 1956 and **Reuben** in 1973. For a listing of Past NDAR State Presidents [click here](#).
- **Scott Louser**, Prudential Preferred Properties, Minot, was introduced as the 2009 Regional Vice President for Region 8 (ND, SD, IO, MN and NE). He will be installed as RVP at the NAR Convention this Fall in Orlando.

Congratulations to **Scott**, **Clair** and **Reuben**!!

NAR, DOJ Agree on MLS Policy

NAR has reached a favorable settlement with the U.S. Department of Justice, resolving the litigation between them over the display of listings from the MLS on brokers' virtual office web (VOW) sites. The final order, to be filed with the federal district court in Chicago last week, validates NAR's long-standing Internet data exchange (IDX) policy and strengthens the membership rules governing multiple listing services.

NAR created a special web page, [click here](#), which provides additional information on the settlement and what it means for consumers, REALTORS® and the MLS. You are encouraged to visit the page if you have questions about the settlement. As always, we will continue to provide updates on the page as we move through the comment phase and onto a final decision in the months ahead.

Daryl Braham Graduates from Inaugural NAR Leadership Academy

Daryl Braham, a REALTOR® from Fargo, ND is a graduate of the inaugural 2008 National Association of REALTORS® Leadership Academy. REALTORS® were selected from an application process by an advisory council for the premier session that started in Chicago during August of 2007 and concluded last month at the association's May Midyear meetings in Washington, D.C. The selected volunteer leaders worked in teams on a project that was presented by them to the NAR Executive Committee. The Leadership Academy was formed to identify, inspire and mentor emerging leaders for the organization. The Leadership Academy will develop the volunteer leader's knowledge of the organization at the national level. Congratulations to all of the Academy participants.

Braham, is a real estate professional with Prudential LRES Real Estate, a real estate brokerage and new home construction company in Fargo.

IRS Launches Campaign

The Internal Revenue Service has launched a year-long campaign to help educate new self-employed small business owners about federal tax responsibilities and about filing [Read More...](#)

Ten Tips for Boosting Your Business

In this [special video podcast](#), 2008 NAR President Dick Gaylord shares with REALTORS® his top ten tips to boost business in today's market. From becoming an expert in your local market and pricing homes to sell, to getting involved in the community and working with a mentor, these are sure-fire ways to stay ahead in a competitive environment.

Planning a Trip by Road This Summer?

[Check gas prices online](#). The real estate business involves a lot of driving to show properties and we are sure you are all aware of the price of gas this summer. As the price at the pump continues upwards, we're all checking those gas station prices these days as we drive past, aren't we? Next time, before hitting the road, head online and check some handy websites that will help you find the best gas prices along your route.

Sites like [GasBuddy](#) have been around for a long time but as gas prices reach unprecedented levels across the country, their network of localized gasoline pricing sites has now grown to 180, covering almost the entire country.

But GasBuddy isn't alone. [Microsoft's MSN Auto](#) site has beefed up its gasoline price reporting services, using credit card transaction data updated daily from 90,000 stations. Type in your zip code and you'll find a return of the best – and worst – prices you'll find near your location.

Information You Need

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

- [Affiliate Member List](#)
- [Anti-trust Brochure](#)
- [REALTOR® Convention of the Dakotas](#)
- [Fair Housing Word & Phrase List](#)
- [Parliamentary Procedures](#)
- [Home Inspector Registration](#)
- [Full NDAR Calendar](#)
- [Housing Market Facts](#)
- [Code of Ethics](#)
- [Minutes of Previous Meetings](#)
- [Members who have completed COE for 05-08 cycle](#)

Mark Your Calendar for...

Upcoming Education

- ❖ June 19 – Code of Ethics, Williston, ND [click here](#)
- ❖ September 17-19 – REALTOR® Convention of the Dakotas, Minot, ND [click here](#)
- ❖ December 16-17 – Bismarck, ND

Meetings & Events

- ❖ August 21-22 – NAR Leadership Retreat (AE & President Elect) Chicago
- ❖ September 17-19 – REALTOR® Convention of the Dakotas, Minot, ND [click here](#)
- ❖ November 5-10 – NAR Convention, Orlando

NDAR Office Closings

- ❖ July 4 – Independence Day
- ❖ September 1 – Labor Day

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

