



318 W. Apollo Ave
Bismarck, ND 58503-1412

ND REALTOR®

An Interview with Our President

1. What did you do prior to Real Estate?

I joined the Army National Guard in 1987 to help pay for college. I was going to stay in 6 years only. I was able to take advantage of many leadership roles and travel the country while getting paid. I was a radio operator, cook, retention NCO and a chaplain asst. I am proud to say I retired in 2007 after 20 years.

2. What prompted you to seek leadership roles in the Realtor® Association?

I got involved with the local association when someone asked me to run for a position. I really enjoyed being on the board and getting to know everyone involved. Real estate has many different perspectives and it was challenging and rewarding to learn so much about how a local and state association works. I was local president in 2009 following Brenda Martinson.

3. What changes have you noticed since you started in the real estate business?

Real estate has gotten a little less hands-on since I started in 2001. We used to show a lot more homes before buyers would make a decision. We used to go to the lender with clients to help them walk through all the financing and we used to talk on the phone. Texting, emails and Facebook have taken over. The buyers and sellers have become extremely knowledgeable of the market simply from the web, social media and quick access to housing trends.

4. Where is your favorite vacation spot?

My favorite spot to vacation has been Cabo San Lucas.



Scott Breidenbach
NDAR President

We went deep sea fishing where we caught a marlin. It was a great trip but I misread the directions on the Dramamine and ended up sleeping almost the entire time. I am a good REALTOR®, but not a very good pharmacist.

5. In your opinion, what is the most pressing issue today in real estate?

I think one of the most pressing issues is the constant battle in trying to save mortgage interest deductions. I think this is crucial to our business and would have a huge impact on sales especially investment properties and second homes.

6. What is the best piece of advice you have ever received?

The best piece of advice I have received in this business came from a colleague of mine. She said that unfortunately in this business we occasionally will find family or friends who choose to use another REALTOR®. When that happens, this colleague told me that I have 24 hours to get over it. Go whine, cry, moan, complain for 24 hours and then get over it. I have used this advice a number of times and it has helped.

7. What can you remember about your first real estate deal?

I remember my first real estate deal was with Neil Larson. Neil is now retired but was a complete professional and gave me some needed advice. He helped me even fill in the blanks I was missing on the contract. I appreciated his honesty and willingness to help a new guy out. The

Breidenbach continued to page 3

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President's Message

By Scott Breidenbach , NDAR President



I would like to take this opportunity to thank you for letting me be your 2013 NDAR President. I have enjoyed my time thus far. I have learned so much and it has been great to meet new faces and re-connect with friends and colleagues. Here are a few things that have been and will be going on in the Association:

Legislative session has come to a conclusion. The Association took a

position to support many bills. Please make sure to read through Claus Lembke's (Government Affairs Director) Legislative Update for the final report.

State meetings are happening on June 12 and 13 in Bismarck. Political Affairs, Membership, Nominating, and Technology will meet. There will also be a retirement social for Judy Gehrke, the Fargo Moorhead AE. After that there will be an Evening Out – watch for details coming soon! The meeting schedule is included in the newsletter. You can also check www.ndrealtors.com for the latest details.

"Success: Dream It, Live It" That is this year's theme for the 2013 REALTOR® Convention of the Dakotas. It is being held in Rapid City, SD, September 11-13. CRS sponsored education, golf, a night with Abraham Lincoln, and much more will be going on. Please go to www.ndrealtors.com/convention13.pdf for a full schedule and registration details.

The Association is currently looking for candidates for NDAR President Elect, NDAR Vice President, and NAR Director. Currently Vicki Roller holds the President Elect seat, who will automatically advance to President. Greg Larson currently holds the Vice President seat and also intends to run for President Elect. There is one opening (three-year term through 2016) for NAR Director. It is currently held by Dewey Uhler, who also intends to run for this position again. All candidates who submit an application in proper form will be interviewed during the Nominating Task Force meeting in June. The Board of Directors will elect the NAR Director that will be forwarded to NAR. They will also forward, for election at the September Convention, the candidates for NDAR offices of Vice President and President Elect. For the nomination form, please visit www.ndrealtors.com/nominatingform.pdf

Enjoy your summer and hope to see you in June!

Sincerely,

Scott Breidenbach
2013 NDAR President

North Dakota Association of REALTORS®

318 West Apollo Avenue

Bismarck, ND 58503

701-355-1010

800-279-2361

Fax 866-665-1011

info@ndrealtors.com

www.ndrealtors.com

2013 Officers

President:

Scott Breidenbach

Park Co. Realtors®

PO Box 97

Fargo, ND 58102

701-237-5031

Fax 701-237-9109

breidenbach@parkcompany.com

President Elect:

Vicki Roller

Aladdin Realty, Inc

533 Airports Rd

Bismarck, ND 58504

701-222-6310

Fax 701-223-1065

vickiRoller@bis.midco.net

Vice President:

Greg Larson

Century 21 Morrison Realty

201 W Front Ave.

Bismarck, ND 58504

701-223-6654

Fax 701-223-0182

glarson@century21morrison.com

Past President:

Diana Zietz

Continental Real Estate

PO Box 1121

Dickinson, ND 58602

701-483-9107

Fax 701-483-0867

dziez@crealestate.com

Director at Large:

Cindy Harvey

Preferred Minot Real Estate

400 4th St. SW

Minot, ND 58701

701-852-8151

Fax 701 838-4195

cindyharveyrealtor@gmail.com



Breidenbach continued from page 1

house I had written an offer on also had a ROFR on it and it ended up being a lot of work. Neil helped me the whole way through.

8. How important do you feel networking with other Realtors® is to your business?

I have always felt that the customers of Realtors® are other Realtors®, meaning we depend on other agents to show listings and work with us on transactions. Networking has been critical in my business as I have depended on other agents for advice, timely responses and overall real estate needs. Had I not known some of the agents on a personal level I am quite certain I would not be able to do the business that I do. This holds true for agents across the state as well as across the country. Networking has been beneficial personally and professionally, some of my best friends are my competitors and colleagues.

9. Other tidbits of information on President or what else would you like to tell NDAR members?

I appreciate so much being president of the NDAR. Everyone's advice and willingness to help out has been overwhelming. I hope everyone is enjoying the beautiful weather and taking time to enjoy it. My favorite quote is, on your death bed you're not going to say, I sure wish I would have worked more.



NDAR Executive Committee:
Left to right back: Diana Zietz (Past President), Vicki Roller (President Elect), Cindy Harvey (Director at Large), Greg Larson (Vice President)
Left to right front: Jill Beck (CEO), Scott Bridenbach (President)

Congratulations

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Did You Know?

By Jill Beck



Jill Beck,
NDAR CEO

Education - An Investment in You!

REALTORS® are involved in one of the biggest financial investments most people make in their lifetimes. Yet many of you don't want to take the time or make the investment in education that can help you in this career path.

It never ceases to amaze me how many licensees call each year to see if they can carry over one or two hours they have extra, while some members have well over 100 hours for a year and don't ask the question - they know it is what is best for them.

The other advantage to attending classes is meeting other members from different parts of the state - I know of a few who try to travel to another in-state or out-of-state location to attend so they can network. We were recently asked by a South Dakota member to send him our course brochures so he could come and attend some classes here.

Remember to take a good look at classes that are

happening around you, think of what you can use or where you need some guidance and consider taking those.

Statistics show that those that have a designation or are working towards one or those that continually attend classes are more likely to stay in the business. Some recent research that the Pennsylvania Association conducted proves just that.

Don't want to take the time away from home or your busy schedule? There are a variety of on-line classes to choose from as well. Go to www.ndrealtors.com and click on the education button for information. The CE Shop courses are developed by a North Dakota (Fargo) company and are great courses.

Goodbye and Welcome!

Change is inevitable and with that I wish to congratulate two local board Association Executives (AE's) who have announced their retirements. Judy Gehrke, Fargo Moorhead Area Association of REALTORS® AE will be entering the "more time on my hands" zone in June and we wish her luck as she was a REALTOR® prior to this position she has held for 25 years. Mike McEown, Minot Board of REALTORS® has also made his retirement intentions known to the Minot MLS Board for sometime late summer into fall time frame. Mike has been with the Minot board for 36 years. They will start their search for Mike's replacement shortly. "You will both be missed along with your accumulated knowledge of real estate in North Dakota."

With that we also welcome new staff into the REALTORS® family. Robyn O'Gorman started as the Administrative Assistant in April for NDAR after working several months here, contracted through a temp agency. The Fargo Association also hired Marti Kaiser as the new AE and she will start her duties the middle of May. Prior to this she was with the Lakes Country Association of REALTORS®.

With that we would like to extend best wishes for retirement to Judy and Mike and welcome to Robyn and Marti.



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REALTORS® in the Legislature



REALTORS® in the Legislature

Left to Right Rep. Scott Louser (Minot), Rep. Thomas Beadle (Fargo), Rep. Ben Hanson (Fargo)

The 63rd legislative session will probably be one of the most memorable and important in modern North Dakota history. Serving in the House while being a REALTOR® is a great experience and I'm happy to report numerous successes. In 2012, I was able to serve on the Leadership Team for NAR as the Vice President and Liaison for Government Affairs. Considering the year was a presidential election year and we were implementing changes in response to the Citizen's United Supreme Court case with regards to political advocacy, the experience gained was immensely valuable during this session.

From the REALTOR® Party perspective, we were extremely successful. I was able to be the lead sponsor on the Good Funds law changes which we hope will lead to quicker closings using broker earnest money funds, the opening of sales price disclosure in an effort to facilitate quicker and more accurate appraisals and expansion to the Home Rebuilder's Loan program to help consumer's recovery from historic flooding. Other legislation that I was able to participate in was regulation of Appraisal Management Companies, stopping a pending tax on services that would have been placed on real estate commissions and advocating for the Bank of North Dakota to expand mortgage services. Finally, we have offered over \$850 million in property tax relief, not just directed at education mill levy buy downs, but also focusing on the other political subdivisions that directly impact property taxes. I will continue working towards

true property tax reform in the interim. While I had two bills introduced in the way of reform, they may have been too much to implement, so I will continue working with coalitions to have a package proposal during the next session.

I'm most proud and excited however to have a permanent ban on the implementation of sales or mortgage taxes at any level in our state. North Dakota looks to become the sixth state in the country to have such a constitutional amendment voted on by our citizens. The concept had overwhelming support in the House and majority support in the Senate. We continue to coordinate our efforts with NAR and will be placed on the general election ballot in November of 2014. This will prove to be the most intense coordinated campaign in our association history and we will be urging your help as Realtors® in the campaign. In fact, Realtors® should be advocating for support from their elected officials and through the RPAC trustee process during the next cycle. Realtors® collectively can have a major impact in the process. Thank you for your support and your efforts during this past session.

Scott Louser,
REALTOR®,
Representative from District 5, Minot

Please note all three REALTOR® Legislators were asked for input, but deadline for print was shortly at end of session.

Chips From The Board

Badlands

BOARD OF REALTORS®

Hello from the Badlands Board.

Real Estate has been hopping still, but it seems that our listings have finally caught up with the market. Last year at this time we had 83 pages in our MLS book and 228 listings in Dickinson; this year there are 171 pages and 298 listings. At that time, homes sales were averaging 100% of list and, while the average now is just over 98% of list, the average sales price has gone up by nearly \$20,000. It is amazing to see the progress. We have several new subdivisions, so our lot listings are up by over 300 listings, from 269 to 591.

We are also adding members every week. Our board size has increased to 122 members. We were so excited to hit 100 members last fall so we could have another vote on the ND Board of Directors. Most of our new members are experienced and come from other states, but we are getting a lot of new agents too. We look forward to the new ideas they can bring in for our board.

Every April, our Board hosts a Red & Black Night in celebration of taxes being complete. We invite all Realtors® and all Affiliates to the event and everyone is asked to donate a basket for auction. Proceeds from the event go to a charity that we choose each year. This year we chose the Stark County Veteran's Memorial. We had more attendees than any other year, and raised over \$7,300 for that project. We are very excited and blessed to be able to donate such a large amount for such an important endeavor. Our REALTORS® and Affiliates ROCK!!!

Lorrie Nantt,
President

Badlands Board of REALTORS®

Bismarck-Mandan

BOARD OF REALTORS®

A few things of quick mention that have happened since the newsletter last summer: the Board implemented an all-online-renewal process for membership dues and it went great, we completed the process started some time ago to investment some of the Board's reserve funds in a Morgan Stanley account through the NAR program, we had representatives speak to the Leadership Bismarck-

Mandan class, determined we would renew our lockbox contract with Supra in the fall including a move to the Bluetooth enabled boxes, implemented a weekly update to affiliate members in addition to the REALTOR® member Weekly Update, participated in REALTOR® Ring Day, worked with the Department of Human Services to produce an information piece for sellers to encourage them to secure valuables, especially prescription meds while their home is for sale; participated in the Chamber's Growth Summit as a session facilitator, participated in the "meet and greet" with Congressman Cramer, supported the attendance of a Chamber staff person along with our president-elect to attend the Workforce Housing Forum in Chicago, and the annual Inaugural Celebration and Awards Ceremony was very well received with a fun Masquerade Ball theme. An advertising campaign was launched in mid-April and will run to mid-June. It includes both TV and radio spots and features buyers and sellers giving testimonials about the value of their REALTOR®. Administrative Professionals were recognized at the April lunch. As a token of appreciation, they were presented with a coffee mug that held a coffee plant. The speaker was Dr. Diane Fladeland who gave a great presentation on professionalism and ethics. The RPAC campaign kicked off at the March lunch and Attorney General Wayne Stenehjem was the speaker. The technology education event in March, "To the Cloud and Beyond", was a huge success with anywhere from 35 to 80 people attending each of the five classes. Realtors® were invited to participate in the annual Bismarck Mandan Homebuilders chili cook off – and a REALTOR® won! Lore Schneider took home the trophy and will hold it until next year's challenge.

Nancy Deichert, RCE
Association Executive

Fargo-Moorhead Area

ASSOCIATION OF REALTORS®

Happy Spring.....finally!! It's been an extraordinarily busy real estate season. As hectic as it is in most North Dakota markets, a special thank you to those of you who took the time to spend hours (and, sometimes, days) attending meetings and testifying at the Capitol during this exciting legislative session.

We are looking forward to the Bradford and Company presentation of "Tax Strategies for the Self-Employed" June 19, 9:00 AM, at the Ramada Plaza & Suites in Fargo. We've hosted their free two-hour seminars the past two years and their tax tips have been terrific. REALTORS® are encouraged to bring their accountants for some creative IRS information. Details are available at the FMAAR Board Office, 701-235-6679.

Chips continued to page 7

Chips continued from page 8

North Dakota and Minnesota have both approved 16 hours continuing education for CRS 202, "Effective Buyer Sales Strategies", October 1 and 2 at the Fargo Holiday Inn. Ed Hatch is the instructor and co-author of this highly acclaimed RS course.

As many of you already know, I will be retiring June 14 after 25 ½ years as the FMAAR Association Executive. My successor, Marti Kaiser, the current AE in Detroit Lakes, MN, will do great for FMAAR and NDAR. This has been a wonderful career working with, and for, my favorite people – REALTORS®. There isn't a job I'd rather have been doing all these years. Thank you for your professionalism and friendship – I'll miss you.

Judy Gehrke,
Executive Vice President

Grand Forks Area Association of REALTORS®

The market in Grand Forks is very active. The only drawback is the lack of inventory but with the upcoming summer months things are shaping up pretty good. In the first quarter of this year sales volume is up by 17% compared to the same time frame of 2012. Average sold price has jumped from \$141,000 in 2012 to 170,000 in 2013.

Locally the Grand Forks Area Association of REALTORS® committees are busy making plans for spring and summer events and public relation projects. Our annual golf tournament and sporting clay shoot will be held on June 14 at Valley Country Club in East Grand Forks. The Stars of 2012 Honors banquet will be on July 19.

In March at our General Membership meeting we honored our wonderful Affiliate members. Our Affiliates are helpful, loyal and very generous to any request we make of them.

The Grand Forks Area Association of REALTORS® recently completed the Annual Food Drive. This year, instead of collecting food items REALTORS® contributed cash, which will be used to buy gift certificates at a local grocery store for food items only. The gift certificates will be donated to Grand Forks County Social Services for distribution to needy families in the Grand Forks area.

In August we are planning a Barbeque for all the residents of the Northland Rescue Mission, here in Grand Forks. Members of our Public Relations Committee will be cooking burgers and beans for the

residents of the Mission. We tried this last year and it was so successful that it may become an annual event.

The Annual RPAC Raffle has started. Members have the opportunity to win an iPad, Nexus 7, Kindle Fire, and other wonderful prizes. This is our main fund raiser for RPAC for the year.

John Colter,
Association Executive

Jamestown BOARD OF REALTORS®

The Jamestown Board of REALTORS® has had some excellent speakers at our noon luncheons over the past couple of months. Gordy Christianson and Alicia Vorland local appraisers spoke to us on changes due to legislation this past month. Darrell Wollan, Stutsman County Tax Assessor spoke to us in March on the Housing situation in Jamestown and current projects that are in the planning stage at this time. The Realtors® are also helping with Meals on Wheels on a monthly basis. The Jamestown Board of REALTORS® will be hosting a Continuing Ed Seminar in June 6th here in Jamestown on ND Housing FirstHome Essentials. This will be a 3 Credit Hour Class.

Donna Higginbotham,
President

Diane Dillman,

Minot BOARD OF REALTORS®

Cross your fingers, I think spring has sprung or at least teased us with a couple days with above average temperature. Late but always welcomed.

We anticipate spring weather for our 4th annual board participation with the ALS Walk to defeat ALS. In the past three years we raised over \$134,290 to aid research in finding a cure and funding of programs to assist those afflicted with this dreadful disease. We lost a local Realtor® Doug Voeller in 2010, and the reason we have adopted this annual event as a project for our Board. We have many commitments from Realtor® Offices and Affiliates in support of the project.

It appears our housing supply has met the demand, at least

Chips continued to page 9

Badlands Board

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Jamestown Board

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Grand Forks Area Association

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Fargo Moorhead Area Association

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Wahpeton Breckenridge Board

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E-mail From Your Association

Every time NDAR sends out an informational email we receive notice that nearly 400 of the e-mail addresses in our membership database are non-existent. If you are not receiving all-member e-mails from NDAR, please check with your Member Board or NDAR to make sure your e-mail address is correct in your member record.

If you have unsubscribed to mass e-mail or NDAR Survey you have opted to get NO information from NDAR in an electronic format-which means you may be missing important notices. If you "unsubscribed" in error, please e-mail robyn@ndrealtors.com with your name and e-mail address and you will be added back to NDAR e-mail list.

To receive NDAR news, make sure your e-mail program is set to accept all e-mails from @ndrealtors.com.

Chips continued from page 7

temporarily. Prices have stabilized accordingly and our available inventory is sufficient for the coming summer activity. However, the future is still acknowledging a tremendous continued building expansion with both residential and commercial properties and as our population increases in the resulting gas affiliated expansion predictions, we will once again see an increase in the demand for residential property and housing needs.

We have been fortunate in North Dakota for many reasons and the continued growth expectations are deemed long term with many positive results benefiting our citizens. Hoping your markets will remain stable and grow accordingly.

On a leadership level, our board has fully endorsed and supports REALTOR® Cindy Harvey as she will place her name for nomination of Vice President for the North Dakota Association of Realtors®. We ask for your support.

Michael McEown,
Association Executive

Wahpeton-Breckenridge BOARD OF REALTORS®

We have finally gotten rid of the snow down here and the market is showing some signs of spring fever. Like most of the markets we are down on inventory, but the market is busy and pricing is very stable and going up some in certain categories. We are having an RPAC fundraiser in early June and some donations will go to the local animal shelter in Wahpeton. We are looking forward to summer and warmer temps!!

Steve Diederick,
President

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A Legal Review

By Casey Chapman



Casey Chapman,
Attorney at Law,
NDAR Legal Council

responded that the salesperson had never signed to accept the representation agreement. When the matter went to court, the judges did not even question the validity of electronic signatures. Instead, the court focused its analysis on the question, whether the salesperson's "thank you" response, returned over a standard email signature block, was intended by the parties to constitute a signed acceptance of the buyer agency agreement. The court decided to schedule the matter for trial, concluding that, if the salesperson could prove that the "thankyou" and signature block were intended to be a signed acceptance of the buyer representation agreement, the salesperson could make the claim for commission.

We don't know how the case ultimately turned out, since this decision simply placed the matter on the calendar for trial. However, to the modern real estate agent, the case suggests two lessons. First, electronic signatures are so well accepted that, in some cases, even a signature block could constitute an electronic "signature," if so intended by the parties. Second, if "thank you" can conceivably constitute evidence of contract acceptance, we need to take care, even in electronic communications, with what we say, and how we say it.

SIGNATURES IN CYBERSPACE

As a result of the current rapid pace in the North Dakota real estate market, the Internet has been become an important part of real estate transactions. We fax documents, we scan and email documents, we provide email confirmations.

In dealing with electronic media, we make assumptions that electronic deals are enforceable but, on many occasions, there may be lingering doubts in the back of our minds. A recent case out of Arizona confirms the belief that electronic business dealings are firmly established. A salesperson was working with buyers and, over a course of about 18 months, they entered into a number of exclusive buyer representation agreements. The last signed agreement expired in 2007. In 2009, the salesperson found some properties that the salesperson thought might be of interest to the buyers. The salesperson emailed the buyers a new exclusive buyer representation agreement. The buyers printed the agreement, and signed and scanned the agreement back to the salesperson. For whatever reason, the salesperson did not actually sign the representation agreement, once received, and instead simply sent an email back to the buyers, in response, saying, "thank you." The salesperson had an automatic block of identifying information on emails, showing the salesperson's name, address, and other contact information.

As you can imagine, since this situation ended up in court, the buyers purchased a house with another agent. The case generated interest, no doubt, because the buyers were looking at houses in the \$4 million range.

The salesperson demanded a commission, under the exclusive buyer representation agreement, and the buyers

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Cymbaluk is awarded the Political Involvement Award by the ND REALTORS®



Tate Cymbaluk,
Basin Brokers,
Williston

Tate Cymbaluk is the 2013 recipient of the Claus Lembke Political Involvement Award. This award was first created by the North Dakota Association of REALTORS® (NDAR) in 2003 to recognize REALTORS® who significantly advanced the legislative agenda of NDAR through political involvement in the public arena. The award is named after its first recipient, Claus Lembke, former Executive Vice President for NDAR who is very politically involved locally, state wide and nationally.

Tate Cymbaluk, Basin Brokers, Williston is well known for his political involvement. He has been a yearly investor in the REALTORS® Political Action Committee (RPAC) and has served on several local, state and national committees. Cymbaluk has also been a Federal Political Coordinator for the REALTOR® family for both Senator Dorgan and Senator Hoeven for the many years.

Cymbaluk is also a Williston City Commissioner, elected in 2010. He was also appointed to the Williams County Planning and Zoning Commission and was appointed Chair in 2012.

For the Realtor® Associations he has served on the Political Affairs Committee, RPAC Fundraising Committee and has been a RPAC Trustee, representing the Williston Board of Realtors® for several years. He was also the President of the North Dakota Association of

Realtors® in 2008 and served several terms as a National Director to the National Association of Realtors.

The North Dakota Association of REALTORS® consists of approximately 1,500 REALTORS® and 250 Affiliate members with eight local Boards throughout the State of North Dakota. These local Boards and the State Association are part of the National Association of REALTORS®, with a combined membership of over 1,000,000, which is the largest trade association in the United States.



Shirley K. Dukart



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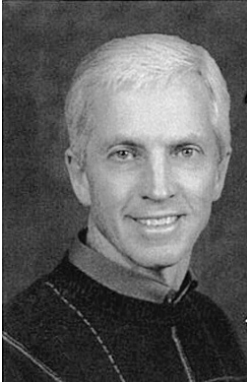
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Meet Our 2013 NDAR Exec Committee



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Park Co. REALTORS®
PO Box 97
Fargo, ND 58102
701-237-5031
Fax 701-237-9109
breidenbach@parkcompany.com



President Elect

Vicki Roller

Aladdin Realty, Inc.
533 Airports Rd
Bismarck, ND 58504
701-222-6310
Fax 701-223-1065
vickiRoller@bis.midco.net



Vice President

Greg Larson

Century 21 Morrison Realty
201 W Front Ave.
Bismarck, ND 58504
701-223-6654
Fax 701-223-0182
glarson@century21morrison.com



Past President

Diana Zietz

Continental Real Estate
PO Box 1121
Dickinson, ND 58602
701-483-9107
Fax 701-483-0867
dziez@crealestate.com



Director at Large

Cindy Harvey

Preferred Minot Real Estate
400 4th St. SW
Minot, ND 58701
701-852-8151
Fax 701 838-4195
cindyharveyrealtor@gmail.com

Dear Jill & Scott:

On behalf of the REALTORS® Relief Foundation, the NAR Leadership Team and the Realtor® Families and public that have benefited by funds from the RRF, our deep appreciation to the North Dakota Association's most recent check for \$5,766.00 to the General Fund of the Foundation. Your Members who choose to make a yearly donation to the Foundation along with their dues is truly model that hopefully will be adopted by more States and Local Boards across the country. For your information, since the inception of the Foundation some 11 years ago, we have now raised over \$25.5 million dollars and every dime has gone to folks in need after a tragic disaster with "the place they call home!" God bless you and Thank you for your Leadership!

Yours very truly,

Martin

Martin Edwards, Jr., CCIM
Realtors Relief Foundation, President
medwards@realtors.org
62 Union Ave., Memphis, TN 38103
Office: 901 526 7158
Cell: 901 573 3330

Please note NDAR was the first state to add a voluntary line item for donations to the REALTORS® Relief Foundation (RRF). Thank you to those members that donated.



September 11 - 13, 2013

www.2013BlackHills.com

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- Tentative Event Schedule
- Speaker Information
- Lodging
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- Area Attractions

Mark Porter, CRS, GRI

Mark Porter has been a real estate agent, investor, and broker for more than two decades. Mark has made a career out of helping professionals develop their businesses by learning to manage shifting markets to better serve their clients. Since conquering the tough Wisconsin market of the early 90s with an average market time of 10 days at 99 percent of list price, thousands of real estate professionals have attended his education courses. Mark's efforts have contributed to the successes of the largest and most prestigious designations in real estate industry history, CRS – Certified Residential Specialist and GRI – Graduate REALTORS® Institute.

Mark's courses lay emphasis on discovering the best solution for each individual by developing technology skills which translate into easy to implement and effective action plans. His courses teach agents and business owners the skills needed to help GROW THEIR BUSINESS.

Michael J. Maher, MBA

America's most referred Real Estate Professional and best-selling author of (7L) *The Seven Levels of Communication: Go from Relationships to Referrals* will be instructing two of our educational classes. He has sold over \$40 million in real estate and earned over \$1.4 million in commissions in just his third year of real estate. Even more impressive is that his business is over 90% referral with a business that attracts over 500 referrals per year.

Fritz Klein as Abraham Lincoln

Considered one of the nation's foremost Lincoln actors, Richard F. (Fritz) Klein makes Lincoln and his period of history come alive. Klein was born in 1948 and raised in Southern California. He graduated from Concordia College in Ft. Wayne, Indiana in 1970 and began acting as a hobby in 1975. The first time he was asked to portray Abraham Lincoln was in 1976 at a municipal celebration of the nation's bicentennial. He began acting full-time in 1980. Since then, the role has taken him to some 35 states for film and television, on stage, and as a motivational speaker. He now resides in Springfield, Illinois with his wife and family, where he performs for some of the city's 500,000 annual visitors. From there he also travels to points across the nation on tours, and by special invitation.

Golf Tournament

The Golf Club at Red Rock
 \$99.00 per person. Includes breakfast,
 green fees, golf cart rental, lunch and prizes
 Four person scramble

Presidential Walk and Breakfast at Main Street Square

Free event for attendees not golfing
 Breakfast and Presidential tour lead by Abraham Lincoln

Ice Breaker Reception

Social and Entertainment featuring Blue Stone Circle

REALTOR® of the Year Luncheon

Announcement of the 2013 REALTOR® of the Year for North and South Dakota
 Special Guest Speaker: Lawrence Yun, Chief Economist National Association of REALTORS®

RPAC Reception

Invitation to members who invested \$99.00 or more
 Held at the Journey Museum

Inaugural Gala

Installation of Officers for North and South Dakota
 Entertainment by Deuces Wild! Dueling Pianos

Vendor Area

Over 50 vendor booths to visit
 Social with Golf Awards on Wednesday afternoon
 Education Breaks and Closing Breakfast



Legislative Update

By Claus Lembke, Government Affairs Director
Greg Larson, Political Affairs Chair

NDAR closely monitored 70 plus bills this session and took a position of support on 15 of these bills. We will report on 5 of these 15 bills in each of the next 3 emailed Realtor Reports.

House Bill 1132: The original bill required taxing districts to send notices of any proposed tax increases to the tax payers that would be affected by such increases. A taxing district that maintains a website are required to notify any increases on such websites and allow tax payers to register their email address requiring the taxing district to send notice of increases via email to the taxpayer. We supported this bill but in the end it was turned into a study resolution with a report required in time for the next legislative session.

House Bill 1225 – Sales Price Disclosure: The original bill was introduced by Representative (and REALTOR®) Scott Louser on our behalf. It required sales price disclosure of all properties with 20 acres or less and such sales price disclosure to be available only to attorneys, REALTORS® and Appraisers. The bill was amended and passed with full disclosure of the sales price on all arm's length property transactions except for agriculture lands of less than 80 acres. NDAR supported the bill originally and as amended. This bill will become law on August 1, 2013.

House Bill 1316 – Good Funds: After many subcommittee meetings and also many meetings between NDAR Political Leadership and leadership individuals from closing agents and title companies the final results were adopted and passed by the Legislature. Good Funds now means:

- United State currency (no limit)
- Wired funds irrevocably credited to closing agent
- Any check presented and collected in closing agents account (i.e. check is cleared-money in closing agent account)
- A brokers or Attorneys Trust account check in any amount if such funds are collected and actually in such brokers or attorneys trust account

- A cashier's check up to \$50,000 in the aggregate. Minnesota, Montana and South Dakota
- Funds transferred to closing agent's escrow account by the Bank that is the host institution of the closing agents escrow account.

The new Good Funds law will be effective August of 2013.

House Bill 1389 - Appraisal Management Company (AMC) Regulations: A 9 page bill that defines the regulations and many definitions of AMC's under the control of the ND Real Estate Appraiser Qualifications and Ethics Board (Commonly referred to as the Appraisal Board). It defines a registration and qualification of AMC's and gives the Appraisal Board the authority to adopt further regulations including criminal history and background checks on applicants. NDAR staff worked closely with the Appraisal Board in drafting and supporting this Legislation. We expect to continue to stay involved in any further rule making which may be completed by January 1st 2014.

Senate Bill 2174 -Utility Company Notice to Customer: Requires a tenant to designate a third party (landlord or his agent) to be notified of intended discontinuance of utility service for payment delinquency. Notice by mail not less than 5 days before discontinuance or by electronic means not more than 3 days before discontinuance. This bill will become law on August 1st, 2013.

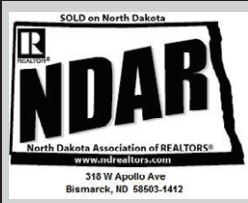
Any questions on these Legislative changes please contact Claus at: claus@ndrealtors.com or call 701-220-8628.

2012 ND RPAC Hall of Fame



Arthur "Skip" Greenberg,
Greenberg Realty,
Grand Forks

RPAC investments annually must result in an aggregate lifetime total of at least \$10,000. Skip is the 6th ND Hall of Famer, joining Daryl Braham, Shirley Dukart, Larry Louser, Scott Louser and Sharon Lunski. Skip was licensed in the late 70's and opened Greenberg Realty in 1981. Greenberg Realty is located Grand Forks, ND.



North Dakota Association of REALTORS® Education Overview Calendar

Updated 5/23/13

January 2013	February 2013	March 2013	April 2013
Online courses are always available at www.ndrealtors.com/education.htm			
May 2013	June 2013	July 2013 Broker Meeting, details coming soon	August 2013
September 2013	October 2013 17: CRS 103 - Dickinson	November 2013	December 2013 4-5 – December CE Seminar, Ramkota, Bismarck

NDAR Refund Policy:

Full refund may returned only if the notice of cancellation is submitted *in writing* to the ND Association of REALTOR® **no later than five days** before the class. Refund of half the fee will be returned upon receipt of *written cancellation* no later than **two days** before the class. Refunds requested the day of the class or those registrants who do not attend (no-shows) will *not* be given a refund unless approved as an emergency. **No refunds or credits thereafter** (Refunds will be charged a \$10 processing fee if registration was paid by credit card.). Any refunds will be mailed immediately following the seminar. Email your written notice to info@ndrealtors.com, fax to 866-665-1011 or mail to 318 W Apollo Avenue, Bismarck, ND 58503.

Anyone planning to attend an NDAR sponsored course who will need assistance relating to a disability should contact NDAR as soon as possible.

For more information, visit www.ndrealtors.com or contact NDAR staff at 701-355-1010 or 800-279-2361

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North Dakota Association of REALTORS®

2013 Committee Meetings

June 12 & 13, 2013

Ramada Bismarck Hotel (formerly BW Doublewood)

3808 E Divide Ave

Bismarck

Tentative Schedule

Tuesday, June 11, 2013

6:30pm..... Executive Committee..... East 40

Wednesday, June 12, 2013

10:00am - 12:00pm Political Affairs..... Heritage

12:30pm - 2:00pm Membership..... Heritage

2:00pm - 4:00pm Technology (including iPad training) Heritage

4:00pm Retirement Social for Judy Gehrke (Fargo Moorhead AE) TBA

5:30pm Entertainment - Evening Out TBA

Thursday, June 13, 2013

9:00am..... Board of Directors..... Heritage

A block of sleeping rooms has been reserved at the Ramada Bismarck Hotel at the special rate of \$89 for June 11 and 12. The block is good until June 4, 2013. Call 701-258-7000 and mention that you are with the REALTOR® group when making your reservation.



Diane Duchscher
ABR, CRS, GRI



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Prescription drug abuse a 'silent epidemic' in N.D.

Prescription drug abuse is a growing problem in our state. The majority (71 percent) of those abusing prescription drugs got them from a friend or relative (NSDUH National Findings, 2011). An open house can also provide an opportunity for someone to steal prescription medications.

The North Dakota Association of Realtors®, along with the N.D. Department of Human Services and the Office of the Attorney General, are joining forces to launch a prevention campaign to reduce prescription drug abuse by decreasing access.

"As REALTORS®, we can play a role in this campaign by encouraging our clients to lock their medications," said Jill Beck, chief executive officer for the North Dakota REALTOR® Association. "We should treat any medication within our home as a 'valuable' item."

Prescription medications that are outdated or unused can be disposed of at a local Take Back Program. For a complete listing of all Take Back Programs, visit www.ag.state.nd.us/PDrugs/TakeBackProgram.htm.

In the coming months, the Department of Human Services will be attending local board meetings to talk about the campaign, and provide resources for clients to utilize prior to showing their homes. If unable to attend

your local meeting, please contact your local President or the Prevention Resource and Media Center at ndprmc@nd.gov or 701-328-8919 for copies of the campaign handout. For more information on the campaign, visit www.nd.gov/dhs/prevention/Rx. By decreasing access and availability of prescription drugs, we can all do our part in reducing prescription drug abuse.



Mike Anderson to Retire

North Dakota Housing Finance Agency Executive Director Mike Anderson is set to retire on May 31, 2013.

As NDHFA's executive director, Anderson was charged with overseeing the agency's activities. He was a tireless advocate for affordable housing to meet the state's critical needs. He was instrumental in developing and implementing strategic plans and providing program direction for the agency.

Anderson was appointed executive director on November 20, 2005, by the Industrial Commission of North Dakota, made-up at the time by Governor John Hoeven as chair, Agriculture Commissioner Roger Johnson and Attorney General Wayne Stenehjem.

Prior to his appointment, Anderson served as NDHFA's homeownership division director for 23 years. During that tenure, he developed and administered the agency's affordable homeownership programs for first-time buyers and other low- and moderate-income households. Anderson's previous employment was in financial institution management.

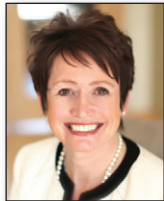
Anderson will be honored by the Industrial Commission, the Housing Finance Agency's Advisory Board and staff, colleagues, family and friends with an open house at the Bismarck office, 2624 Vermont Avenue, on Thursday, May 30, from 2 to 5 p.m. The event is open to the public.



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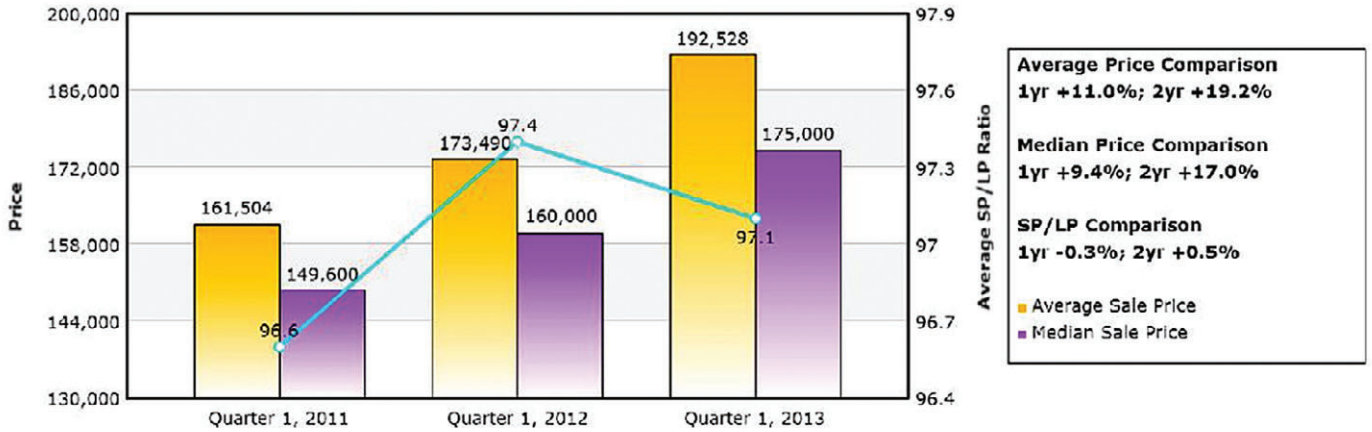
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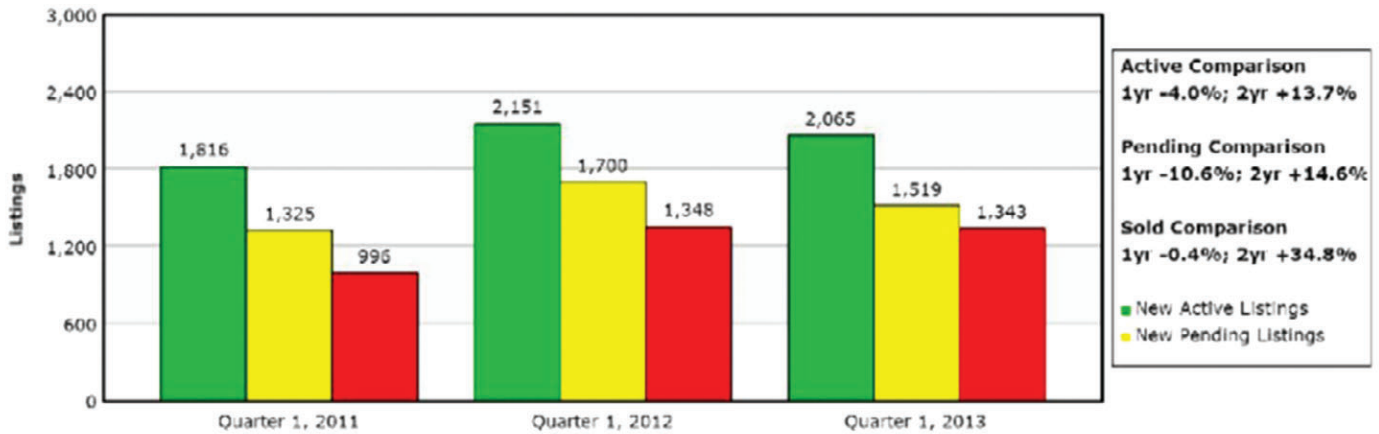
E-mail: dorishoff@homeandlandcompany



Sold Price Comparison for Quarter 1



Listing Activity Comparison for Quarter 1



Figures presented:

Are deemed reliable, but not guaranteed;

Are based on information received from the eight local boards/associations in the state;

Do not necessarily reflect all activity in a market.

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Congratulations to Three New Federal Political Coordinators



Congressman Cramer and Greg Larson



Senator Hoeven and Tate Cymbaluk



Mary Splichal and Senator Heitkamp

Please join me in congratulating NDAR's Tate Cymbaluk, Mary Splichal, and Greg Larson on their appointments to serve as the National Association of Realtors® Federal Political Coordinators for our three members of Congress: Representative Kevin Cramer, Senator John Hoeven, and Senator Heidi Heitkamp, respectively.

These politically active NDAR leaders each formally agreed to develop and maintain a relationship with their assigned legislator and be the voice of NDAR and NAR and represent fellow Realtors® and property owners and prospective owners across the country.

Background

During and after last year's congressional election cycle, NAR was involved in the process of appointing or reappointing a Realtor® to serve as a Federal Political Coordinator (FPC) for each of the 535 federal lawmakers (100 Senators and 435 Representatives). As such, these NDAR members have accepted the responsibilities and agreed to perform the specific FPC assigned tasks.

The Federal Political Coordinator's Role

A Federal Political Coordinator's most valuable contribution to NDAR and NAR is the relationship they develop with his or her member of Congress. In addition to regular contact with the assigned member of Congress,

there are several specific tasks that are required to fulfill the role of the FPC.

Those tasks include:

- responding to the important NAR Calls for Action in a timely manner contacting the member of Congress once a quarter
- contacting the member of Congress once a quarter
- filing timely field reports
- delivering the RPAC contribution
- making a voluntary contribution to RPAC as a sign of their commitment to NAR's legislative objectives and their understanding of RPAC's importance in achieving those goals

Congressional Visits in Washington May 15

NDAR's Leadership Team and staff have scheduled appointments to visit with our members of Congress on May 15 in Washington, D.C. These Hill visits are part of the NAR Mid-Year Meetings at which approximately 40 members attend.



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2013 National Committee Appointments

Jill Beck

AEC Online Membership Orientation Work Group
AEC-State EO Forum-Vice Chair
Board of Directors
RPAC Trustees Fundraising Committee

Daryl Braham

Board of Directors-Regional Vice President
Executive Committee
Multiple Listing Issues and Policies Committee
PS Interpretations and Procedures Advisory Board
Professional Standards Committee
RPAC Participation Council

Scott Breidenbach

Board of Directors-State President
Business Issues Policy Committee

James Dunavan

Land Use Property Rights and Environment
Committee

Barbara Grande

Broker Involvement Council
Professional Standards Committee

Cindy Harvey

Professional Development Committee

David Lanpher

Multiple Listing Issues and Policies Committee
Real Property Valuation Committee

Greg Larson

Housing Opportunity Committee

Larry Louser

RPAC Major Investor Council

Scott Louser

Public Policy Coordinating Committee
RPAC Participation Council-Vice Chair
Strategic Planning Committee

Sharon Lunski

Federal Financing & Housing Policy Committee

Denise Messmer

Conventional Financing and Policy Committee

Vicki Roller

Board of Directors
Membership Policy and Board Jurisdiction
Committee

Mary Splichal

Member Communications Committee

Duane Uhlir

Board of Directors
State and Local Issues Policy Committee

Arlene Volk

Membership Policy and Board Jurisdiction
Committee

Ron Volk

Realtor® Party Member Involvement Committee

Jerome Youngberg


Global Business and Alliances Committee
Public Policy Coordinating Committee

Diana Zietz

Risk Management Committee



Skip Greenberg

Realtor/Broker, ABR, CRB, CRS, GRI
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Technology Tip

Get the REALTOR® Action Center Mobile App!

Where will you be when you get the Call for Action?

You can be anywhere because the new REALTOR® Action Center mobile app contains a host of features to help you VOTE, ACT and INVEST on to go:

Mobile Advocacy: Receive a notification alerting you whenever there is a new Call for Action. The new mobile alert format will make participation a snap. No forms to fill out. Short, fast and easy!

Mobile Investing: Make your annual investment via your phone. Now there is no excuse to invest in RPAC!

Action Profiles: The app contains a summary of your REALTOR® Party engagement. A list of open action items, actions you have already taken, your RPAC investment history, and more.

Advocacy Reports: Track how your state and local associations are doing in terms of their advocacy efforts to help us reach our annual 15% goal.

REALTOR® Party Tracker: Learn how your state and local association is using NAR programs to build political strength in your own backyard. Find out what tools and programs NAR is providing your association and how much money those programs cost.

How to get started: The REALTOR® Action Center mobile app is currently available only for the iPhone. Search for "NAR Action Center" on the iTunes Store and download the app today. (Note: Android version of app will not be available until the end of May 2013. iPad version to be released later this summer.)

After downloading the app, you will be asked to login using the email address and password associated with the REALTOR® Action Center. If you do not know which email address and/or password to use, you can have that information emailed to you immediately by using the Password Recovery form.

When you login, you will be asked if you want to receive notifications from the REALTOR® Action Center. Click "Yes" to receive them. Once you are logged in, click on the button in the upper right corner that looks like three horizontal white lines to navigate the app.

If you experience any problems downloading the app, retrieving your email or password, or logging into the app, send an email to comments@ealoractioncenter.com and a member of the REALTOR® Action Center team will respond.



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Calendar of Events

Updated 5/23/13

2013

- Mar 15-16 AE Institute, San Diego, CA
- April 3-4 Regional 8 Retreat, Fargo
- April 8-12 Education Caravan, TBA
- April 20-21 2013 Realtor® Nationwide Open House
- May 13-18 NAR Midyear Meetings, Washington, DC
- June 12-13 NDAR BOD & Committee Mtgs, Bismarck
- June TBA Watch for Broker meeting, Jamestown
- Aug 26-27 NAR Leadership Summit, Chicago, IL
- Sept 11-13 REALTOR® Convention of the Dakotas, Rapid City, SD
- Oct (TBA) NDAR BOD and Committee Mtgs, Minot
- Oct 17 CRS 103, Dickinson
- Nov 6-11 NAR Convention, San Francisco, CA
- Dec 4-5 December Education, Bismarck
- Dec 6 REALTOR® Ring Day

2014

- Mar 12-15 AE Institute, Baltimore, MD
- May 12-17 NAR Midyear Mtgs, Washington, DC
- Aug 18-19 NAR Leadership Summit, Chicago, IL
- Sept 10-12 REALTOR® Convention of the Dakotas, Bismarck
- Nov 5-10 NAR Convention, New Orleans, LA
- Dec 5 REALTOR® Ring Day

2015

- Mar 13-16 AE Institute, Vancouver, BC
- May 11-17 NAR Midyear Mtgs, Washington, DC
- Aug 20-21 NAR Leadership Summit, Chicago, IL
- Sept 16-18 REALTOR® Convention of the Dakotas, Watertown, SD
- Nov 11-16 NAR Convention, San Diego, CA

2016

- Mar 11-14 AE Institute, San Antonio, TX
- May 9-14 NAR Midyear Mtgs, Washington, DC
- Aug 25-26 NAR Leadership Summit, Chicago, IL
- Sept 14-16 REALTOR® Convention of the Dakotas, Fargo, ND
- Nov 2-7 NAR Convention, Orlando, FL

January						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
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February						
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March						
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31						

April						
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May						
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June						
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July						
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August						
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25	26	27	28	29	30	31

September						
S	M	T	W	T	F	S
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October						
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20	21	22	23	24	25	26
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November						
S	M	T	W	T	F	S
				1	2	
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

December						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

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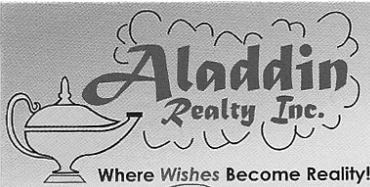
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