

2014 Realtor Conference & Expo

New Orleans, Louisiana

November 7 – 10, 2014

Dear NDAR Board of Directors & Members,

More than 17,000 Realtors were in attendance at the 2014 Realtor Conference and Expo. Two highlights were NAR President Chris Polychron's installation by former US President, Bill Clinton and the news of News Corp acquisition of Move, Inc., the operator of Realtor.com. In my opinion the biggest take away from the conference was the focus on 'professionalism' with the Board of Directors approving a motion to move forward with the creation of a Code of Excellence.

BOARD OF DIRECTORS MEETING

For over a dozen years, the association has taken several steps to encourage professionalism including passing a Code of Ethics training requirement, adding more new designations and certifications and establishing master's in real estate program through REALTOR University. The Board of Directors, after a motion from the Leadership Team, approved a motion made up of four separate recommendations geared to heightening professionalism. The four recommendations are: 1) creation of a Code of Excellence; 2) biennial education testing on the Code of Ethics and the proposed Code of Excellence; 3) improved efforts for agents to become better data content experts; 4) development of an industry standard to model to fairly and more accurately evaluate REALTORS. A NAR workgroup will now move forward with the creation of a specific proposal of an aspirational Code of Ethics to be developed and presented to the Board of Directors.

The BOD approved a motion that beginning in 2015, NAR establish one annual RPAC fundraising goal. NAR RPAC's Fundraising goal should be a "needs based" calculation based on a two-year federal election cycle funding requirement which will be split evenly over the two years. The current "Fair Share" goal policy and the 70%-30% split for sharing RPAC funds between the States and National Association will be eliminated with exception of the Major Investor program. Another approved recommendation was for NAR to establish a new NAR-led RPAC/MLS Independent Expenditures Program that will solicit contributions from MLS's operated by REALTOR Associations or others. The rationale is for local, state and national RPAC Trustees to have necessary dollars to support Realtor Party Champions. It is essential that NAR partner with the MLS community to raise soft dollars.

The Risk Management Committee proposed a motion approved by the BOD that NAR advise members that the use of unmanned aerial vehicles (UAV's) for real estate marketing is currently prohibited by the Federal Aviation Administration. NAR supports efforts to create new federal regulations to allow for future commercial use of UAV's technology by the real estate industry. NAR is also committed to working with the Federal Aviation Administration, and any other relevant federal agencies, during the regulatory approval process.

The State and Local Issues Mobilization Support Committee proposed a motion approved by the BOD to approve a \$294,500 grant request from the Minnesota Association Realtors to support Phase 3 of their 18-month campaign to protect the MID from state tax reform efforts.

It was reported that News Corp was in the process of acquiring Move Inc., operator of NAR's official website, Realtor.com. As of Nov 14 the acquisition was officially completed. Some of the rationale behind the acquisition is the thinking that Move's valuable connections with REALTORS and consumers and News Corp's extensive media platforms is a win-win scenario and that the media strength of News Corp will turbo-charge the Move Network and bring ever greater numbers of consumers and REALTORS together. The company will now have an advisory board of nine members. NAR will have two advisory board members on the advisory board

FEDERAL ISSUES UPDATES:

Chief NAR Governmental Affairs Lobbyist Jerry Giovanello moderated a panel discussion involving NAR Governmental Affairs staff members. There was post-election discussion about what may happen in the upcoming lame duck session. Two lame duck issues which may be addressed are Tax Extenders Package and Terrorism Insurance. It was predicted that Senator Hatch, the upcoming Financial Services Committee Chair, will be making a push for tax reform. Regulations involving Dodd-Frank legislation is not going away and more RESPA enforcement changes are coming next year.

BUSINESS ISSUES COMMITTEE:

The meeting began with a RESPA update by a representative from Wells Fargo who outlined the many changes coming in 2015. A couple of the changes will include the requirement that the Settlement Statement be emailed or delivered seven days prior to closing and also the only thing a lender can do during the first ten days after loan application is a credit report. The net result is that it will make very difficult for a lender to work within a 30 day timeline to close. The basis for the new RESPA regulations is to protect consumers and the new regulations are being enforced by the powerful Consumer Financial Protection Agency (CFPA).

A technology report was given in reference to the following three issues: (1) Network Neutrality – based on how internet providers send their data without discrimination (speed for example); (2) Patent

Litigation Reform- based on patent trolls which are attorney owned shell corporations that buy portfolios of patents and have affected some MLS's; (3) Privacy Data Security issues.

GENERAL SESSION:

Always a highlight of the Conference, featured the introduction of the Realtors of the Year with our own Diane Duchscher being recognized. This was followed by the introduction of the five Good Neighbor Award recipients who were recognized for their incredible community contributions.

The keynote speakers were Navy Captain and retired astronaut Mark Kelly and his wife, former U.S. Rep. Gabby Giffords. Kelly spoke of the long hard road to achieve the reality of becoming an astronaut and the tragedy of his wife being shot. Kelly said, "I thought I had the risky job. Gabby was the one who would nearly lose her life serving her country". Giffords told the crowd, "Get involved with your community. Be a leader. Be passionate. Be courageous. Be you Best!.

REGION 8 CAUCUS:

Region 8 includes the states of: Iowa, Minnesota, Nebraska, North Dakota and South Dakota.

The Caucus meeting was called to order by Regional Vice President, Henry Kammandel of Nebraska. Each State President was called upon to present reports of their respective states.

Other reports included: (1) REALTOR Party Member Involvement Update; (2) RPAC Report-Region is #1 in nation in direct donations to candidates and has a 29% participation rate; (3) REALTOR of the Future report about the NAR's proposed creation of an aspirational Code of Excellence go be brought to the Board of Directors for consideration; (4) RPAC Goal Policies report regarding proposed policy changes to be brought to the Board of Directors consideration.

Thank you for the privilege and honor to serve as your National Director!

A handwritten signature in black ink, reading "Dewey Uhler". The signature is fluid and cursive, with the first name "Dewey" and last name "Uhler" clearly distinguishable.

Dewey Uhler