



the REALTOR[®] Report

News for you from the ND Association of REALTORS[®]
August 18, 2015

NAR Call for Action: Stop Patent Trolls

There is still time to participate in NAR's Call for Action (CFA) on H.R. 9, "The Innovation Act." "The Innovation Act" is common-sense comprehensive patent litigation reform to protect Main Street businesses and REALTORS[®] from patent troll abuse. REALTORS[®] are targeted by patent trolls at alarming rates for simply using common business technologies like dropdown menus and search functions on websites or scan-to-email technologies found in every office scanner. Patent trolls exist solely to purchase old patents and to use the threat of expensive lawsuits to extort money from legitimate businesses. NAR asks members to contact their Representative and urge them to support H.R. 9. [Click here](#) to participate in the CFA.

Are You Registered for the 2015 REALTOR[®] Convention of the Dakotas?

"REALTORS[®] The Crystal Clear Choice" September 16-18, 2015 – Watertown, South Dakota

- Convention kick off with Riedel wine tasting at the Redlin Art Center Pavilion
- Top notch education including a REALTOR[®] safety and self-defense class
- Golf at the Prairie Winds Golf Club (Hurry! Golf registration deadline is August 28)
- Entertainment by two of Minneapolis' best bands!

For all registration, hotel, and event information please visit

<http://www.sdrealtor.org/realtorconventionofthedakotas/>

Housing Development Finance Professional Certification Training

Learning the ins and outs of the affordable housing development process will be the focus of a training series for public and non-profit practitioners that starts this fall.

In October, North Dakota Housing Finance Agency, in partnership with the North Dakota Department of Commerce and CommunityWorks North Dakota, will host the first in a series of four courses for the National Development Council's Housing Development Finance Professional Certification.

The program explores the development process, financial analysis techniques and structuring, and the negotiating skills needed to successfully develop and finance affordable homeownership and rental housing development.

Through partnerships and sponsorships, the full series will be offered at a deep discount - all four courses for only \$1,200.

Courses and dates are:

- HD410: Homeownership Finance—October 19-22, 2015
- HD420: Rental Housing Development Finance—April 25-29, 2016
- HD422: Computer Spreadsheet Analysis for Housing—June 21-23, 2016
- HD430: Housing Development Finance: Problem Solving and Deal Structuring—October 10-14, 2016

Participants who successfully complete all of the courses, passing each course exam, will be awarded the NDC's HDPF certification.

“The training is a great opportunity for rural communities to address one of the greatest barriers to affordable housing development - a lack local development experience,” said Jolene Kline, NDHFA executive director.

Registration is now open for the first course, HD410: Homeownership Finance. It will be held at the Baymont Inn & Suites in Mandan. The training fee is \$400 on or before Sept. 25, 2015. After Sept. 25, the fee is \$450. Registration closes on Oct. 2. More information is available on NDHFA’s website, www.ndhfa.org, or by calling (800) 292-8621.

CFPB Makes October 3 Official Start of TRID

The Consumer Financial Protection Bureau (CFPB) has announced that the October 3 start date for the new TILA-RESPA Integrated Disclosure (TRID) rule is now official. The original implementation date of August 1 was delayed after NAR and other industry groups pointed out that the August-September timeframe is especially busy and therefore not a good time to implement major changes in the mortgage closing process. NAR also continues to press CFPB for written guidance on a number of issues including the need to be specific on the nature of its early review and enforcement of the TRID rule. On that point, CFPB Director Cordray recently told the Senate Banking Committee that the agency’s early review of lender handling of the new rules will be “corrective, not punitive.” He said that policy will be in effect “for many months.”

CFPB Releases New TRID Tools

On August 14, 2015, the Consumer Financial Protection Bureau (CFPB) released a new [online toolkit](#) to help real estate professionals understand the new TILA-RESPA Integrated Disclosure (TRID) rule and how to explain those changes to their clients. As part of the CFPB’s “Know Before You Owe” campaign, the “Real Estate Professional’s Guide” explains the new changes coming to the home buying process on October 3 and offers tools that real estate professionals can provide their clients about the “Know Before You Owe” campaign. Since real estate professionals are trusted resources for people choosing to buy a home, the CFPB reached out to NAR for their guidance and feedback on this new online toolkit and the resources available for consumers. NAR continues to work with CFPB to address the impact TRID will have on closings.

.REALTOR Doesn’t Mean Big Expense

Some think that a .REALTOR domain is too pricey. FALSE! You can’t beat the fact that your first domain is FREE for one year, plus you get a FREE realtor.com® profile website. You can save up to 40% on multi-year and multi-domain purchases too! [Get the facts about .REALTOR](#).

BE HERE San Diego- It’s Your Time to Shine (November 13-16)

Did you know REALTORS® Conference & Expo attendees make two times the average real estate income? Attend the 2015 REALTORS® Conference & Expo, Nov. 13-16 in San Diego, and network with some of the most successful pros in the industry, who are very willing to share ideas as to what works in their markets – and referrals

The [REALTORS® Conference & Expo](#) is the largest meeting exclusively for real estate professionals. Be here this November in sunny San Diego, and see how one long weekend can make a year-long impact on your business.

This year's event includes:

- 100 [education sessions](#) led by industry experts
- 400 [exhibitors](#) in real estate's largest marketplace
- Four affordable [registration options](#)
- 20,000 REALTORS® and guests to network and idea share with

FHA Releases New Section of Handbook

FHA has released a [new section](#) of its Handbook for comment related to claims calculation and submission guidance as well as property disposition for FHA-insured Single-Family Mortgages. This could be of interest to you if you are a HUD-registered real estate broker that lists or sells HUD Real Estate Owned (REO) properties (especially the [disposition](#) section). It appears that new sections reflect existing guidance with minor tweaks to modernize the language to reflect industry tools (such as on-line marketing options through MLS, blogs, social media or the use of [pay.gov](#) rather than paper checks). All comments on the claims calculation and property disposition sections are due on September 4, 2015.

Register Now for Free Safety Webinar Summit

Did you know September is REALTOR® Safety Month and that NAR is hosting a Safety Webinar Summit on Sept. 9? This half-day educational event features four different safety webinars taught by industry experts. Topics include rural safety, 21st century safety, data security and everyday safety hazards. The summit kicks off at 11:00 am CST. [Register now](#).

NDAR Leadership Training October 13

NDAR will be holding a leadership training with Adorna Carroll in Bismarck. This training will be for state and local board incoming leadership, chairs, and chair elects. Mark your calendars to save the date, but there will be more detailed information at a later time.

Upcoming Webinars from RPR® Cover Basic and Advanced Topics

Demystify RPR for your team with these monthly workshops from RPR, an NAR member benefit included in your dues. Improve prospecting and farming strategies, run accurate comp analyses, identify distressed properties, and more while working with buyers and sellers. RPR offers these core workshops every month—[learn more and save your seat today](#).