

REALTORS Conference & Expo

November 4 – 7, 2016

Orlando, Florida

Dear NDAR Board of Directors & Members,

The theme of this year's event was "Educate, Innovate, Celebrate! The conference featured over 100 education sessions and 400 industry vendors in the expo. Celebrating activities included REALTORS Night Out at Universal Studios Florida and the Realtors Celebrity Concert.

BOARD OF DIRECTORS MEETING:

*The Board approved the framework of the Commitment to Excellence (C2EX) program, an initiative to develop and enhance qualities that reflect the commitment of a REALTOR to ethics, advocacy, data privacy, and customer service. The volunteer program is contingent on approval of funding by the Finance Committee and Board of Directors. The program will be made available to members through a website and a mobile app known as C2EX Central. NAR will cover the full cost of the Commitment to Excellence program and administer it.

*Work has begun to find a replacement for CEO Dale Stinton, who will retire at the end of 2017. The Delegate Body approved a Constitutional change to permit the Leadership Team to appoint a committee to identify and select a new CEO without requesting approval from the Board. President Tom Salamone reported to the Board and Delegate Body that Chris Polychron, NAR's 2015's president, will chair the search committee, and Cathy Whatley, NAR's 2003 president, will serve as co-chair.

*The Delegate Body approved minor changes to the composition of NAR's Board of Directors, the first structural changes to the Board's makeup since 2000. A presidential advisory group, appointed by President Tom Salamone, recommended a series of Constitutional changes. The most controversial of the amendments, which proposed to change the allocation formula for state and local association representatives to the board, were defeated by the Delegate Body.

*Fair Housing: The Board voted to –support and/or initiate- legislative and regulatory efforts that would bar discriminating against people seeking to procure housing based on their sexual orientation or gender identity.

*Appraisals: The Board voted to urge FHA to void its requirement that an appraisal stays with the property for 120 days. The current requirement of four month can negatively affect property values in markets where prices are rising.

*RPAC: The Board voted to encourage states and territories to submit their own annual RPAC fundraising goals for the year. These figures will be used to establish a national RPAC fundraising goal. It was reported that 367,938 NAR members, or 32% of the association, made donations this year, a one percent increase over last year.

*Cultural Investment: The Board approved spending \$1.2 million to maintain NAR's sponsorship of the "Within These Walls" exhibit at the Smithsonian Institution's National Museum of American History in Washington D.C.

*Legal Assistance: The Board approved spending approximately \$221,000 to support legal activities undertaken by NAR, a local association and a state association. \$160,000 to settle the balance on legal costs for NAR's successful challenge to the validity of a patent troll that was demanding fees from real estate companies using certain email alert systems. As a result of the challenge, the patent owner, Data Distribution Technologies Inc. granted a "covenant not to sue" applicable to the entire real estate industry. \$50,000 to the St. Louis Association of Realtors to challenge the validity of a county rental ordinance. \$10,000 to the South Carolina Association of Realtors to help it defend an arbitration decision it made in a commission-dispute case.

*It was announced that in December, the association will transition its main website, REALTOR.org to a new web address, NAR.REALTOR.

*Realtor Property Resource: It was reported by Dale Ross, CEO of Realtors Property Resource, that RPR's Advanced Multi-List Platform (AMP) and Project Upstream initiatives are on time and on budget. Ross added that 94 percent of all residential listings in the United States are on the RPR system and that 92 percent of MLS's use it.

STRATEGIC THINKING ADVISORY COMMITTEE MEETING:

The committee reviewed and discussed the results of a study conducted by Maddock Douglass, a consulting firm specializing in the areas of Innovation, Leadership and Consulting. The study followed the results of the Committee meeting for two day in June to identify emerging trends as they relate to changing views of "Dwelling" and exploring the trends and changing consumer behaviors that will influence how people view living space and the resulting impact on the real estate industry. The identified trends studied include: Controlling How We Age; Virtual Realty; Internet of Things; Artificial Intelligence; Minimalist Lifestyle; Multi-Generational Living; Non-Traditional Working Environment; Physically Part of Community; Nontraditional Life Choices. The study measured the predicted likelihood of future trends related to dwelling space among U.S. consumers. It also gathered qualitative diagnostics or clues that can help explain why each trend is likely to happen or not. The full report of the study can be accessed on Realtor.org.

FEDERAL ISSUES FORUM:

It was reported that Fannie Mae/Freddie Mae reform will probably not take place regardless of who is president.

The Federal Flood Insurance Program sunsets every five years and will sunset September 30 , 2017. It was reported that it will be a heavy lift to reauthorize in that time. Half a million sales will be depend on reauthorization and this will be a top priority issue for NAR. NAR is taking a three prong approach involving Congress, FEMA and going to the states with the idea of a private insurance approach.

Tax Reform: Congress say they are pledged to Mortgage Insurance Deduction (MID), but? Currently there are three plans that have been proposed. All plans take away other deductions. It was reported to be beware of the tax reform that promises to retain the current deductions for MID.

REGION 8 CAUCUS:

The caucus meeting was called to order by Region 8 Vice President, Jim Cormier (MN). Presentations were given by state presidents representing IA, MN, NE, ND and SD.

Rod Helm, MN, was elected 2019 Regional Vice President. Remarks were given by Don Marple, 2017 Regional Vice President. Dewey Uhler, ND, previously elected RVP 2018.

Presentations were given in regard the following topics: Realtor Relief Foundation; Realtor.Com Update; and the RPAC Fundraising Partnership Goal presented by Daryl Braham, ND.

Thank you for the privilege, honor and your support to serve and represent you as National Director for three terms, I will always be grateful for having been given the opportunity. I am looking forward to serving and representing you in the role of NAR Regional Vice President 2018.



Dewey Uhler