



ND REALTOR®

December 2020

Winter Issue

ND REALTOR® of the Year Award

At the recent REALTOR® Summit of the Dakotas, Jamie McLean, Integra Realty Group, Mandan, ND received the coveted State REALTOR® of the Year Award. This award is the highest honor that the State Association of REALTORS® can give to its members. The selection criteria is judged by the REALTORS® activities on the local, state and National level, on the amount of volunteer activities in their communities, personal business accomplishments and a high professional REALTORS® standard. He was chosen from among 6 other candidates nominated by their local Board of REALTORS®.

McLean, who has been a licensed REALTOR® since 2011 and became a licensed Broker in 2015, is a member of the Bismarck-Mandan Board of REALTORS® (BMBOR). He has been actively involved with his local board, the North Dakota Association of REALTORS® and the National Association of REALTORS® currently serving on the Government Affairs Committee and the Professional Standards Committee for NDAR. He is also the Vice Chair of the Government Affairs Committee



Jamie McLean
Bismarck-Mandan
2020 State REALTOR® of the Year

and a Representative for the Bismarck-Mandan Board of REALTORS® (BMBOR). McLean has served on several committees and task forces on various levels for both BMBOR and NDAR.

Jamie is active in the local and state

communities of North Dakota. He is a Sterling R Major Investor for the REALTORS® Political Action Committee (RPAC). RPAC works to collect political contributions and provides assistance to candidates who support issues important to the real estate profession. His entrepreneurial spirit, positive attitude, and strong work ethic continue to positively impact his home state of North Dakota. His involvement and participation in the activities and organizations above encompass the REALTOR® Spirit.

The North Dakota Association of REALTORS® consists of approximately 2,040 REALTORS® and 260 Business Partner Members with seven local boards throughout the State of North Dakota. These local boards and State Association are part of the National Association of REALTORS®, "The Voice for Real Estate" and America's largest trade association, representing one million members involved in all aspects of the residential and commercial real estate industries.



Tammie Braun
Badlands



Shawn Ostlie
Fargo



Phil Vanyo
Grand Forks



Tricia Seckerson
Jamestown



Tamie Dunn
Minot



JoAnn Callahan
Williston

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President's Message



Jill Lee,
2020 NDAR President

I have been trying to find the right words to put in this report this month. My farewell Presidents Report. I am so proud of every Work Group and Task Force that was created back in January. With all of the challenges this "challenge" has given us, YOU GUYS KILLED IT! The progress on everything that has been worked on and is still diligently being worked on is AMAZING! Although the "challenge"

continues, I am so excited to see the end results of such great work you all have contributed to!

I still miss each and every one of you deeply. I would rather be clearing my calendar for a trip to see you all rather than clearing an hour to turn on my computer. Although I am also happy to see the smiles rather than see a mask and a pair of eyes, I would much rather be face to face.

Our 2020 Summit of the Dakotas was such an amazing success. As Nick, Shawn and I sat in the studio, like the 3 Stooges, trying to get through little hiccups and then a software update you all supported us as we pulled off a HUGE first for NDAR! I would like to thank the members and staff that stepped up to pull that off. In just 3 short weeks we put together a very successful convention with CE, motivation and NAR/NDAR updates. I received texts, emails and personal phone calls of appreciation, encouragement from truly thankful members from both SDAR and NDAR for all our efforts.

C2EX (Commitment to Excellence)! Yes, I will continue to preach the importance of this program. The work group we had for the promotion of this brought NDAR to ANOTHER LEVEL! During the national convention we received the news that we won a \$5,000 grant for placing 2nd in Small State category! Every member that completed the certification YOU ROCK! THANK YOU! For those that started and didn't quite finish! THANK YOU! You also counted. But do not stop working at it! They are looking at another challenge that we should hear about soon. So, keep plugging away and talking to other members to start or finish theirs as well. This program is promised to teach you something. A bonus of completion is that it qualifies as meeting the Code of Ethics membership requirement for this time period.

NAR Virtual Convention was full of tons of great information in the governance meetings. There were some great changes made this year that is raising the bar of our industry. The "fun" meetings were also great to get to attend. As much as I would like to see everyone in person, I will say the way this convention went left much more opportunity to get to enjoy some of the laid-back things of a convention. I also played Bingo Bango Bongo and won a \$10 dollar Amazon gift card!

Hard to imagine that my year is over. The lack of travel made the year drag on honestly! Longing for the next trip to not be cancelled led to something to hope for. Then as the year progressed and no end in sight, I settled in to seeing all my REALTOR® family reunions digitally. A hard thing to accept but adjusting to razzing people through text messages to just see if they giggled on screen! Shhhhhh, do not let the secret slip that we still tease each other even from afar!

I have reflected on the year in the last few days and have decided this isn't the end of my leadership adventure. I absolutely love being involved. For those of you reading this take a minute and check out the associations – local, state and national. You will learn to love the industry far beyond selling a home. The friends you make that turn into your REALTOR® Family are something that makes our industry a great group! With that, I want to say a great big THANK YOU to all that have helped me get here, get through the year and those that have supported me at home and in all my adventures! 2020 is something for the books! Now onto 2021 and wishing Mary a great presidency!

Save These Tentative Dates!

NDAR 2021 Leadership Planning Retreat

January 6 (via Zoom) with Adorna
Carroll – 9 am to 4 pm cst

NDAR Board of Directors & Committee Meetings:

February 10-11 NDAR Mtgs.
& Legislative Impact Day (tentative)
June 15-16 NDAR Meetings
(tentative)

NDAR October Education: NDAR October Education (9 hrs. CE) (tentative)

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Association of REALTORS®**
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2021 Officers Elected

Congratulations to the 2021 NDAR officers elected in September!



**Mary Shelkey
Miller**
Bismarck Mandan
PRESIDENT



Shawn Ostlie
Fargo Moorhead
PRESIDENT-ELECT



Kevin Fisher
Fargo Moorhead
VICE PRESIDENT

Also appointed as the NDAR Director at Large by
2021 NDAR President Mary Shelkey Miller is:



Lorrie Nantt
Badlands
**DIRECTOR
AT LARGE**



Jill Lee
Williston
**PAST
PRESIDENT**



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Omega Tau Rho



Desri Neether



Cheryl Croonquist



Jill Lee



Joyce Lepine



Ronald Rheault



Mary Vigen



Brenda Martinson

Since its creation in 1950, the honorary fraternity Omega Tau Rho, represented by the Medallion of Service, is awarded by the State Associations in recognition of a member's various leadership skills. The Medallion of Service is awarded as a token of the high esteem in which inductees are held by their fellow Realtors® and symbolizes the recognition and appreciation accorded to them for their contributions to the National Association of Realtors® and its affiliated Institutes, Societies and Councils.

1. Medallions are awarded to those who have honorably completed their term of office as:
2. An officer or director of the National Association of Realtors® including members of the Executive Committee; or
3. An elected officer of any Institute, Society or Council, or a governor or director thereof; or
4. A president of a State Association.

Also eligible are staff members of the National Association of Realtors® with 10 years of service, except the Executive Vice President, Senior Vice Presidents, Comptroller and General Counsel who are eligible after 1 year. Membership was also

opened to State Realtors® of the Year, Realtor® Emeriti of the National Association, and to Executive Officers of local boards and State Associations with 10 years of service.

Once a medallion is awarded, the recipient is a member for life and cannot receive the award again. This award is truly an honor as it marks exemplary dedication and service by Realtor® members to their organization.

The 2020 Omega Tau Rho recipients are:

Desri Neether – 2019 State REALTOR® of the Year – NextHome Legendary Properties, Bismarck

Cheryl Croonquist – 2019 RRC Chapter Chair – Elite Real Estate, LLC, Minot

Jill Lee – NDAR 2020 State President – Realty One Group Caliber, Williston

Joyce Lepine – Emeritus – Park Co., REALTORS®, Fargo

Ronald Rheault -- Emeritus – Town & Country Realty, Fargo

Mary Vigen -- Emeritus – Century 21 FM Realty, Fargo

Brenda Martinson – Emeritus – RE/MAX Legacy Realty, Fargo

Changes at the North Dakota Real Estate Commission

Thank You Roger!

Roger Cymbaluk's term on ND Real Estate Commission ends

The North Dakota Association of REALTORS® (NDAR) would like to recognize NDAR member, Roger Cymbaluk, for his many years of dutiful service to the North Dakota Real Estate Commission (NDREC). After 25 years on the NDREC, Roger Cymbaluk retired from the commission at the end of his term June 30, 2020. Cymbaluk was chair of NDREC five different times and also was elected as a committee chair and leader of the Association of Real Estate Licensing Law Officials (ARELLO). ARELLO is an international trade organization that supports state commissions and works to improve laws and protect the public. Although Cymbaluk completed his NDREC regulatory work, ARELLO voted to give Roger emeritus status, based on the nomination from fellow Commissioner and ARELLO leader Scott Breidenbach. Roger works as a broker associate at Basin Brokers, Williston.

NDAR thanks Roger for your years of service to our industry!



Congratulations Tate!

Tate Cymbaluk Appointed to the North Dakota Real Estate Commission

Tate Cymbaluk, Williston, has been appointed by Governor Doug Burgum to the N.D. Real Estate Commission. Cymbaluk's five-year term began July 1, 2020. Cymbaluk is a broker at Basin Brokers.



Others on the commission are: Chair Sandra Meyer, Niagara; Vice Chair Steven Bitz, Bismarck; Steven Link, Casselton; and Scott Breidenbach, West Fargo. All are brokers or broker associates.

The NDREC includes five members appointed by the Governor for up to two consecutive five-year terms. Three commissioners must be brokers. NDREC's mission is to protect the public by licensing and regulating real estate agents who practice in North Dakota.

Congrats Tate and we look forward to working with you!



Chips From The Board

Badlands BOARD OF REALTORS®

Well 2020 is definitely not for the weak. Good thing our REALTOR® members are resilient. We were finally able to hold an in person general membership meeting again in August, where we announced the winner of the REALTOR® of the Year contest. Please help us to congratulate Tammie Braun as REALTOR® of the Year. She works hard for the REALTOR® community and we couldn't be prouder. We would also like to congratulate Tami Mines with North Dakota Guaranty and Title as Business Partner of the Year. Tami is always showing up for our community and our members. Thank you to the both of them and we look forward to continued years of working with them.



Badlands Chips see page 9

Bismarck-Mandan BOARD OF REALTORS®



Membership has reached 504 (Primary and Secondary REALTORS®)

The real estate market continues to be brisk.

RPAC conducted an online auction and a phone bank. The auction raised \$10,880 and the phone bank \$9,536 in payments and another \$5,160 in pledges. Investors will be eligible to win prize drawings at the October Member Connection.

Legislative and County Commission candidates were interviewed (virtually) and considered for RPAC support.

Efforts continue to work toward establishing a regional MLS.

A virtual Inaugural Celebration and Awards Ceremony is planned for November.

The Realist program was launched for members.

Free Code of Ethics training is being offered to members via the "National Ethics Day" offering from Leigh Brown.

In an effort to enhance communication regarding appraisals – and the extended timeframes required in the current market – a meeting was held with some lenders, appraisers, and Realtors. As a result, an information piece was developed and made available for members to use in discussing the appraisal process and expected timeframes.





The Government Affairs Committee heard from two Bismarck City Commissioners regarding the proposed City budget which includes a property tax increase.

CRS, ABR, MLS Training, and New Member Orientation have been going on in a virtual format.

REACT raised \$2,000 for United Way's Backpack Program by holding a rummage sale. Proceeds included the neighbor's profits from a lemonade stand their kids hosted that day.

Nancy Deichert,
Association Executive

Fargo-Moorhead Area ASSOCIATION OF REALTORS®

No one could have predicted the unprecedented challenges that 2020 would bring. Although, we are all tired of hearing the word "pivot", that is what we did. Leadership worked with members to identify safety procedures to continue home showings and open houses. Title Companies, Lenders and other Business Partners adjusted procedures to serve members curbside and virtually. Staff worked from home for one month; though successful, we decided to return to the office incorporating distancing and safety precautions. Our association office remains closed and we continue to assist members over the phone and electronically. For those things where members absolutely need to come to



our office, we offer curbside service. We have processed 56 new members, held two New Member Orientation classes, several CE classes and Connections meetings, countless committee and Board of Directors meetings and our Annual Awards Presentation – all done virtually since Covid started. Although, we miss our members and virtual events just aren't the same, we have adapted and moved forward. We are looking forward to the day when leadership can resume traveling to state and national meetings and members can meet again in-person.

Fargo Chips see page 8

Fargo Chips continued from page 7



Thank you to our creative Events Committee, our virtual Awards Presentation was one to remember! Johnny "DJ Colter" Carson and Ed "Micah Thureen" McMahon and their team surprised award recipients at their offices with flowers, balloons, an oversized check and the award. The presentations were videoed and played at our virtual awards event. Congratulations to:

Shawn Ostlie - REALTOR® of the Year

Jeff Botnen and Gloria Palm Connor - Distinguished Service Awards

Randy Schwartz - Jim Fay Award

All Business Partners - Business Partner of the Year Award

Mary Vigen, Ron Rheault, Brenda Martinson and Joyce Lepine - Emeritus

Mary Vigen and Joyce Lepine - Life Members

Connie Carlsrud, Pat Karley, Roberta Gackle, Jim Shipp and Terry Pogatshnik - 25 Year Pins

Congratulations to Shawn Ostlie as being elected NDAR President Elect, Kevin Fisher for being elected NDAR Vice President and Dave Lanpher for his re-appointment to the MN REALTORS® Executive Committee. Thank you all for your continued service and dedication to our industry.

A special thank you to our Board of Directors and Committee Chairs and Vice-Chairs for volunteering to extend their terms by one year to help maintain continuity in the association and continue to work towards meeting our 2020 goals. We know it's not what you signed up for and your service is appreciated! We hope that 2021 will be a more "normal" year.

When Covid hit, our Spring market got another slow start, but we are grateful that it quickly rebounded. Total Active Listings are down 1%, New Listings are down 4%, Number Under Contract is up 17%, Number Sold is up 12% and the Average Sale Price is up 5% for the entire residential MLS comparing YTD numbers this year to last year as of the end of September.

Marti Kaiser,
Association Executive

Grand Forks Area Association of REALTORS®

2020 Year to Date Sold Listings are up almost 10% as compared to 2019, Average Sold Price was at \$212,400 up from \$209,000 and Average Days on Market is up on average by 10 days.



Even with the pandemic the Grand Forks Area Association of REALTORS® members have been very busy in the past few months. The Public Relations Committee has completed: Yard of the Week, St. Joseph's Lunch in the Park, and the annual Northlands Rescue Mission Barb-b-que. Meals on Wheels, North Country Food Bank, and the Mission Backpack programs are ongoing. Upcoming events include the GF County Giving Tree program, the Listen Center Christmas Tree and of course the annual Ring Day. Whew!!

Due to the pandemic we haven't had many social events. We did do a Pizza in the Park meeting at one of our local picnic shelters. At that time, we announced our award winners for 2020. Congratulations to: Julie Kinneberg and Eric Muus Co-Winners of the 2020 Outstanding Rookie award, Rachel Efta Affiliate Spirit Award, Jason Oehlke Affiliate of the Year, Cindi Kouba 2020 Superstar, Phillip Vanyo REALTOR® of the Year.

Our Election of Officers for 2021 was held October 29 and we are planning an event in November for the Installation of Officers. Here's hoping things clear by then.

John Colter,
Association Executive

Badland Chips continued from page 6

September brought one more in person meeting for the Badlands Board of Directors before we went back to virtual meetings. It's a good thing that our agents are able to stay busy with work even though we can't really meet in person anymore this year. We inducted 10 new members in October at our virtual General Membership meeting. This was a welcome site as the BBR hasn't held inductions for quite some time. It was great getting to finally put a face to all the new names.

The Badlands Board will install new officers for the 2021 – 2022 term at the virtual General membership meeting in November. Please welcome Tammie Braun as the new President for the Badlands Board. She has lots of great ideas and new insights to move the Badlands Board of REALTORS® forward. I look forward to working with her. Also welcome Kyle Kuntz as the BBR President Elect, Bonnie Warm as Vice President, and Alissa Mack as Treasurer. Lenae Bookhardt will be the Badlands Board Director at Large. They will all make a wonderful addition to the BBR.

The Badlands Board of REALTORS® Ring Day will be held on December 4th, 2020. Many are looking forward to being able to contribute to the Dickinson Community. It is always a welcome addition to the BBR timeline to finish out a year strong. With all the challenges 2020 has brought, it will be amazing to do something normal.

The Badlands Board of REALTORS® membership is at 145. There are 112 Primary members and 33 secondary with no signs of slowing down.

Tanya Keck,
Association Executive

Jamestown
BOARD OF REALTORS®

The Jamestown Board of REALTORS® has kept busy these past months. We have held several monthly membership meetings at the KC Hall while following social distancing guidelines. The main meeting room is large enough to hold wedding parties and auctions so our group (about 25) has plenty of space to spread out.

Other membership activities have been held to a minimum. We did do a Business Partner Appreciation event by delivering thank you baskets to our Business Partners. We also did an RPAC investment opportunity push with our membership. We provided each member with information about RPAC and a coffee/drink tumbler with the JBOR logo on it.

We continue to actively engage in board business and hope for an end to our current community health situation.

Scot Nething,
Association Executive

Minot
BOARD OF REALTORS®

Minot continues to enjoy a strong housing market---closed sales, pending sales and average prices are up, while days on market and active listings are down from last year. We'll take it!

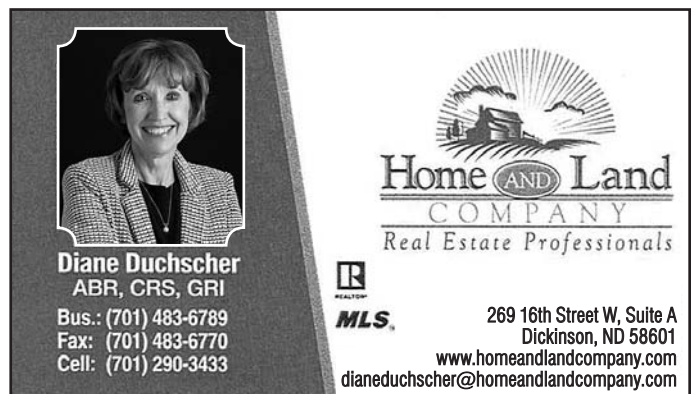
Our membership meeting was held in late August with Stephanie Schoenrock of "Visit Minot" as our featured speaker. Our Public Relations Committee is currently holding the 3rd Annual Kicking the Cold campaign to collect coats, boots, hats and gloves in conjunction with Salvation Army's Coats for Kids. The Social Committee is planning our annual Holiday Social to be held on December 3rd--- fingers crossed!

The RPAC Fundraising Committee hosted the 2nd Annual Cornhole tournament on September 18th. Our investors raised over \$2000. Todd Fettig and Brad Livesay claimed first place, keeping the title in place at Coldwell Banker.

The annual meeting of MBOR was held November 19th where we confirmed the 2021 Officers and Directors of the Board as well as recognized our annual award recipients. As announced in September, Lori Van Winkle is Rookie REALTOR® of the Year; Jessica Erdmann, Business Partner of the Year and Tamie Dunn, REALTOR® of the Year.

We all look forward to seeing everyone in person soon!

Beth Mayer
Association Executive



And the Winner Is ... NDAR!



Commitment to Excellence (C2EX)

The 2020 C2EX Challenge was an exciting, turn-key, streamlined competition for state associations that ran from June 1 to October 15. States encouraged their members to earn their C2EX Endorsements to help REALTORS® increase their marketability and boost business. State associations earned three points for every member that began the C2EX program and five points for every new C2EX Endorsement earned during the challenge period.

The top two states with the highest number of points in their association size category received a \$5,000 grant to further their promotional efforts of NAR's Commitment to Excellence program!

The 2020 C2EX Committee is excited to announce winners in four categories:

Mega Association (30,000+ members)

Florida REALTORS®
Texas REALTORS®

Large Association (15,000 – 29,999 members)

Oregon Association of REALTORS®
Massachusetts Association of REALTORS®

Medium Association (5,000 – 14,999 members)

Arkansas REALTORS® Association
Idaho REALTORS®

Small Association (less than 4,999 members)

Montana Association of REALTORS®
North Dakota REALTORS®

Congratulations NDAR members for once again showing that we are engaged, competitive, and always advocating for the future of our industry! C2EX empowers REALTORS® to evaluate, enhance and showcase their highest levels of professionalism. It's not a course, class, or designation – it's an Endorsement that REALTORS® can promote when serving clients and other REALTORS®.



The logo for the REALTOR SAFETY PROGRAM, featuring a blue and red stylized "S" shape above the text "REALTOR SAFETY PROGRAM" in black.	<p>SAFETY IS NO ACCIDENT</p> <p>Stay safe on the job with videos, webinars, articles, tips and more.</p> <p>Visit www.NAR.realtor/Safety</p>	The logo for the National Association of REALTORS®, featuring a blue square with a white "R" and the text "NATIONAL ASSOCIATION of REALTORS®" to its right.
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NDAR
North Dakota Association of Realtors®

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FIRST EVER VIRTUAL SUMMIT OF THE DAKOTAS

The September Dakotas Convention is usually the time of year when hundreds of REALTORS® from all corners of both South Dakota and North Dakota would have been gathering for camaraderie, education and fun at the REALTOR® Convention of the Dakotas. After careful consideration, that event was canceled for 2020.

The answer? REALTOR® Summit of the Dakotas! The Dakota's first virtual event that allowed all to participate in a great event without leaving home or traveling.



Attendees of the REALTOR® Summit of the Dakotas:

- Experienced top notch speakers from NAR
- Earned three (3) hours of CE each afternoon for a total of 6 CE credits that were available
- Attended General Membership meetings for North Dakota and South Dakota
- Viewed Award Presentations: The NDAR Good Neighbor Award, SD/ND Omega Tau Rho inductees, State REALTOR® of the Year candidates and 2020 recipients for North Dakota and South Dakota.
- Visited Virtual Vendors – A virtual vendor show, a keynote speaker and sponsors.

Highlights included: Dr. Jessica Lautz, Vice President of Demographics and Behavioral Insights at the National Association of REALTORS® who brought great insight on what this year is bringing in relation to home sales. Keynote speaker Alex Weber who shared tangible lessons for creating a meaningful life. A very powerful, energetic, and humorous keynote from the American Ninja Warrior and World Record Holder. Mike Brennen presented 2 courses – “Risk Management” and “Negotiate with Confidence” where



attendees earned 3 continuing education credits for each. John Smaby, NAR Immediate Past President presented Awards and Recognition: Omega Tau Rho, ND Good Neighbor, SD REALTOR® of the Year, and ND REALTOR® of the Year.

2020 Good Neighbor Award

Dawn Kopseng, a REALTOR® with Trademark Realty, Inc., was awarded the North Dakota NDAR “Good Neighbor” for 2020.

State REALTOR® of the Year

Jamie McLean from Integra Realty Group in Mandan, ND was recognized as this year's State REALTOR® of the Year (ROTY). Congratulations to Jamie!

TUAL REALTOR® HE DAKOTAS



Omega Tau Rho Awards

For serving as 2020 NDAR President Jill Lee, Realty One Group Caliber; for being awarded the 2019 REALTOR® of the Year Desri Neether, NextHome Legendary Properties, Bismarck; Cheryl Croonquist, Elite Real Estate, Minot; for her leadership role as Dakotas 2020 RRC Chapter Chair, and for over 40 years of continued membership in all three levels of the REALTOR® family – local, state and national; Joyce Lepine, Park Company, REALTORS® Fargo; Ronald Rheault, Town & Country Realty, Fargo; Mary Vigen, Century 21 FM Realty, Fargo; Brenda Martinson, RE/MAX Legacy Realty, Fargo.



Charities Fundraising Efforts

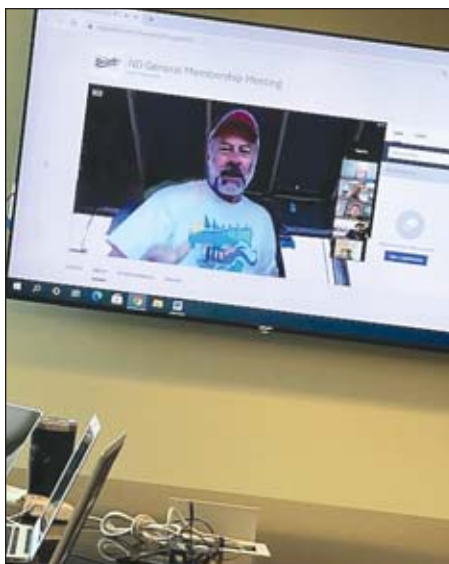
Spare Key once again attended and participated in the Virtual Summit. President Jill Lee presented the opportunity to donate to Spare Key during the NDAR annual meeting.



Congratulations to All!

more photos on page 14

FIRST EVER VIRTUAL REALTOR® SUMMIT OF THE DAKOTAS



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North Dakota & Minnesota

Agency releases study of housing in North Dakota



North Dakota Housing Finance Agency (NDHFA) has released "The Current State of Housing in North Dakota."

"We know that having a place to call home can be transformative for a household, and there are hard to house individuals in our state who face challenges beyond affordability that keeps them from finding a home," said NDHFA Executive Director Dave Flohr.

More than half of existing homes on the market in North Dakota had a sale price above \$300,000 in September, and the cost of construction materials, labor, land and utilities restricts the ability to list a home for less than \$250,000, making it difficult for new households, particularly first time buyers, to enter the market.

The state's renters are believed to be substantially cost burdened with 39 percent spending more than 30 percent of their income on housing. A large segment of this population works in Accommodations and Food Services industries, the state's lowest wage occupations.

Socioeconomic and environmental factors such as poverty, housing instability, food insecurity and a lack of access to healthcare, medical insurance and transportation further compound the livelihood and well-being of households living in poverty during the pandemic according to the Centers for Disease Control and Prevention.

A snapshot of the housing availability and affordability across the state, NDHFA's study data was gathered from state, federal, academic and association sources to provide an unbiased report of North Dakota's current housing landscape.

Agency Study: <https://www.ndhfa.org/wp-content/uploads/2020/11/CurrentStateofHousing.pdf>

North Dakota
Home

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28 10TH ST N, FARGO

PARK CO. REALTORS®

A black and white portrait of Dewey Uhlir, a man in a suit and tie.

Shirley Dukart

Home AND Land COMPANY
Real Estate Professionals

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2021

Calendar of Events

Updated 12/10/20

- Jan 6-7** NDAR Planning Retreat
- Jan 14** NDREC Mtg., Bismarck, ND
- Feb 10-11** NDAR Mtgs., & Legislative Impact Day, Bismarck, ND (*tentative*)
- Mar 11** NDREC Mtg., Bismarck, ND
- May 13** NDREC Mtg., Bismarck, ND
- June 10** NDREC Mtg., Bismarck, ND
- June 15-16** NDAR Mtgs., (*tentative*)
- Sept 15-17** REALTOR® Convention of the Dakotas, Pierre, SD
- Oct 13-14** NDAR October Education (9 hrs. CE)

2021

January							February							March							April						
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NAR Approves North Dakota REALTOR® for Emeritus Status



Larry Louser

The Board of Directors of the National Association of REALTORS® approved one North Dakota member for Emeritus Status during the REALTORS® Mid-Year Meetings in May 2020 of this year.

This individual has received the honor of Emeritus Status for having been an active member of the REALTOR® family for forty plus years as well as serving at least one year at the National level: Congratulations to Larry Louser of Minot, ND.

NDAR Approves Life Members

Criteria for Life Membership:

To be nominated for the honor of Life Membership in NDAR, the nominee must:

1. Be a REALTOR® member in good standing of his/her local Board.
2. Must have been a member for 30 years and reached the age of 70.
3. Must be nominated by his/her local Board.

At the October Board of Directors Meeting, NDAR Life Memberships were approved for Betty Wieland, Fargo Moorhead; Don Schmeling, Badlands; Erroll Bong, Fargo Moorhead; Wally Rodgers, Grand Forks; Jerry Waletzko, Grand Forks; Jim Hoppe, Bismarck Mandan, and Ron Rheault, Fargo Moorhead.

Sarah Caldwell named Director of Member Services & Communications for the North Dakota Association of Realtors



Sarah Caldwell

The North Dakota Association of REALTORS® has hired Sarah Caldwell as the new Director of Member Services and Communications.

A native of Connecticut, Caldwell comes to the ND REALTORS® from New York City where she worked as an associate manager with Bloomingdales, Inc. Her experience includes sales planning, communications, marketing, operational logistics and customer service. Her previous experience includes

working in the production department at Ralph Lauren and as an office assistant in the Honors Department for Liberty University.

Caldwell earned a Bachelor of Science degree in Business Administration from Liberty University where she graduated Magna Cum Laude.

Jill Beck, CEO for NDAR said, "We are excited to have Sarah's fresh perspective as well as her customer service and management skills in the ND Association of REALTORS®' communication and member services role."

Sarah enjoys baking, exploring North Dakota heritage and enjoying the outdoors with her dog, Niya.

The North Dakota Association of REALTORS® is the trusted voice of real estate and the advocate for a better real estate future. <https://www.ndrealtors.com/>

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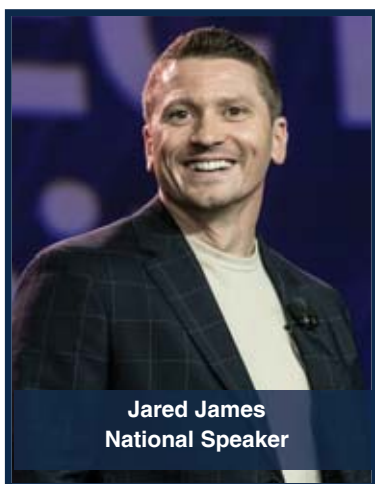
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2021 REALTOR® Convention of the Dakotas

September 15-17, 2021

Ramkota Hotel and Conference Center | Pierre, SD



Jared James
National Speaker

National Speaker/Educator

You've learned the business side, now learn why Jared does what he does and where his journey started.

His story starts as a typical "entrepreneur". He worked for a newspaper delivery route but instead of just working one route himself, he picked up 8 routes and handed them off to other kids to make a profit. As he got older he became an award winning REALTOR® with no intention of doing anything other than selling real estate. A few years later he was contacted by a publishing company to write a book and after accepting reluctantly, the book was a hit. The awards continued to pile up and Jared started to get asked to speak at events for the first time in his life. It began locally and grew so quickly that he was speaking nationally and internationally before he knew it. Fast forward to the founding of **Jared James Enterprises**.

- **Elevate your Expertise.** Your convention experience includes learning and networking sessions where you can easily engage and connect with like-minded participants about issues that are relevant to your goals, ask questions, and share real solutions with your peers.
- **Energy and Excitement.** Your convention experience includes recognition of your peers as they are honored for their service to the organization, their industry and communities.
- **Experience a Great City.** Your convention experience includes something for everyone. From the Missouri River scenery and recreation to Capitol building and museum tours, the Capital City welcomes you and don't forget to hit the links at Hills View Golf Course!

Register at www.2021ConventionoftheDakotas.com

2021 REALTOR® Convention of the Dakotas

COME ON DOWN

CONVENTION HEADQUARTERS

Ramkota Hotel and Conference Center
(Reserved for NDAR and SDAR BOD)

Hotels Available with Convention Rates

Americinn - 605-223-2368
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EDUCATOR



GOLF

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Wednesday, September 15, 2021
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Fee: \$99/per person



REGISTRATION INFORMATION

Please fill out a separate registration form for each registrant

Date of Registration _____

Name _____

NRDS Number (if known) _____

Company Name _____

Company Address _____

Address (billing address of credit card) _____

City _____ State _____ Zip _____

Contact Phone _____

Email _____

Registration Fees - Full registration includes all convention activities and education except the Golf Tournament and Dakota RRC Education.

REALTOR® / Assn. Staff Early Bird Registration (Sept through Dec 2020)	\$190
REALTOR® / Assn. Staff Registration (January 1, 2021 through July 31, 2021)	\$220
REALTOR® / Assn. Staff Registration (August 1, 2021 through to convention)	\$250
Licensee Non-Member Registration Fee (ends July 31, 2021)	\$250
Licensee Non-Member Registration Fee (August 1, 2021 through to convention)	\$300
Affiliates	\$170
Non-Licensed Spouse/Guest	\$100
Total	\$ _____

Members registered for convention are eligible to register for the events below:

- ♦ Golf - see separate registration form**
- ♦ Additional Registrants (vendors/sponsors) - see separate registration form**

[] Check Payment (Payable to: Central SD Board of REALTORS®)

SEND CHECKS TO: South Dakota REALTORS®, PO Box 1175, Pierre, SD 57501

[] Credit Card charge my (MasterCard) (VISA) (Discover)

Card # _____ - _____ - _____ - _____ Exp. Date _____ - _____ CSC _____

Authorized Signature _____
(Required for Credit Card Charges)

Refund Policy: With a written cancellation before July 31, 2021, Central SD Board of REALTORS® will refund your registration fee minus the administrative processing fee. After July 31, 2021, one-half of the registration fee will be refunded. No refunds available after August 15, 2021, No shows will not be refunded. All refund requests will be processed following the convention. All requests for refund must be sent to the South Dakota REALTORS® at PO Box 1175, Pierre, SD 57501 or e-mail to dholben@sdrealtor.org

www.2021conventionofthedakotas.com



**Price not included in registration fee and requires completion of separate form

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- ...and bank and credit card transactions

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Call: (866)-432-3029

Chat Online: <http://chat.techhelpline.com>

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News from the N.D. Real Estate Commission

The N.D. Real Estate Commission (NDREC) has a new member and leadership for 2020-2021.

- Tate Cymbaluk, Williston, has been appointed by Governor Doug Burgum to the N.D. Real Estate Commission. Cymbaluk's five-year term began July 1, 2020. Cymbaluk is a broker at Basin Brokers. Others on the commission are: Chair Sandra Meyer, Niagara; Vice Chair Steven Bitz, Bismarck; Steven Link, Casselton; and Scott Breidenbach, West Fargo. All are brokers or broker associates.
- The N.D. Real Estate Commission elected commissioners Sandra Meyer as chair and Steven Bitz as vice chair of the commission for 2020-2021. Meyer has served on the commission for three years and is the broker of RE/MAX Grand in Grand Forks. Bitz is a broker associate at Bitz Realty, Bismarck and was appointed to the commission in 2018. The commission elects a new chair and vice chair each year at their June meeting.
- NDREC includes five members appointed by the Governor for up to two consecutive five-year terms. Three commissioners must be brokers. NDREC's mission is to protect the public by licensing and regulating real estate agents who practice in North Dakota.

- After 25 years on the NDREC, Roger Cymbaluk retired from the commission at the end of his term June 30, 2020. Cymbaluk was chair of NDREC five different times and also was elected as a committee chair and leader of the Association of Real Estate Licensing Law Officials (ARELLO). ARELLO is an international trade organization that supports state commissions and works to improve laws and protect the public. Although Cymbaluk completed his NDREC regulatory work, ARELLO voted to give Roger emeritus status, based on the nomination from fellow Commissioner and ARELLO leader Scott Breidenbach. Roger works as a broker associate at Basin Brokers, Williston.
- NDREC increased late fees for annual renewals. Fees increased from \$50 to \$100 per license per each partial or full month after the November 15, 2020 deadline.
- Check out www.realestatend.org for other commission and renewal information, as well as online services, forms, license law, application and other information and updates.



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Bismarck Mandan Chamber EDC	ND Housing Finance Agency
Bis-Man Elks Lodge #1199	NorthWestern Bank
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Williston Board

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American State Bank	ND Housing Finance Agency
Dakota Appraisal & Consulting	ND Guaranty & Title
Farm Credit Services of ND	Unify Home Lending
First International Bank	Western Area Builders Association
First State Bank & Trust	Western Coop Credit Union
Gate City Bank	Williams County Abstract
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Major Mortgage	

Grand Forks Area Association

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American Family Insurance	Forx Builders
American Federal	Gate City Bank
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BenchMark Mortgage	Grand Forks City Assessor
Bremer Bank	ND Housing Finance Agency
Choice Financial	Priority Title
Clean Tech	tcf Home Loans
Farmers Union Insurance	United Valley Bank
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Border State Bank	Northern Title
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First Community Credit Union	tcf Home Loans
Gate City Bank	The Jamestown Sun
Guaranteed Rate	Unison
Home Design Center	



Jill Beck (finally) gets to present Amy Hullet her service award for her year as NDAR 2019 President. In Person! Oh how crazy this year has been!





North Dakota Association of REALTORS®

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