

ND REALTOR®

December 2021

Winter Issue

ND REALTOR® of the Year Award

At the September REALTOR® Convention of the Dakotas, Jill Lee, Realty ONE Group Caliber, Williston, 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 REALTOR® standard. She was chosen from among 6 other candidates nominated by their local Board of REALTORS®.

Lee, who has been a licensed REALTOR® since 2012 and obtained her Brokers License in 2015 and has now opened her own office in October of 2020. She is a member of the Williston Board of REALTORS® (WBOR). She has been actively involved with her local board, the North Dakota Association of REALTORS®, and the National Association of REALTORS®. Jill served as President for NDAR in 2020 and has also been President of the Williston Board of REALTORS® and has served and



Jill Lee

Williston

2021 State REALTOR® of the Year

Jill is active in the local and state communities of North Dakota. She 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. Her entrepreneurial spirit, positive attitude, and strong work ethic continue to positively impact her home state of North Dakota. Her involvement and participation in the activities and organizations above encompass the REALTOR® Spirit.

The North Dakota Association of REALTORS® consists of approximately 2,150 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.



Mike Schwab
Badlands



Tricia Schlosser
Bismarck Mandan



Amber Carlton
Fargo Moorhead



Russel Crary
Grand Forks



Jessica Clemens
Jamestown



Amber Kraft
Minot

Inside this issue:

Chips from the Board5-8
Omega Tau Rho 9

Ring Day Photos..... 12-13
Did You Know..... 18

Save the Date Info 16 & 17

President's Message



Mary Shelkey Miller 2021 NDAR President

I can't believe my year as NDAR President is coming to an end already!

I have enjoyed serving all of you this past year.

Some of our accomplishments this year were:

With the use of Zoom (which I know many are sick of) We were able to have quick meetings regarding the purchase of the new office building for NDAR that they share with BMBOR, our state meetings offered the zoom option for those who couldn't make it in person, we were able to still have our education classes by hybrid, and BECAUSE of zoom, attendance was higher than it would have been if everyone was forced to travel, and we offered the ND/SD Convention education by zoom for those who couldn't travel as well, and so much more!

Embrace the changes that were implemented in a difficult time as I feel it took our association another step forward!

Something else we accomplished this year was FINALLY getting a Health Plan put in place for our members! I want to thank all those who worked on this task force/work group, as without them this would not have been possible. This group was created in 2020 and continued their work into 2021. You can now log on to the website to get a quote on a Health Coverage plan for you and your family. Some of the requirements are that you must be an active NDAR member, have a NRDS/M1 number, be an independent contractor WITH an EIN number, and under the age of 65.

Visit the official ND REALTORS® Health Benefits Center website, and get started today. This will bring you to a page that has a quick, easy process to learn more and get a quote.

We are also continuing to work on Statewide Forms which will continue into 2022.

NDAR started a task force/work group to work on getting information on our members talents and previous work experience in the hopes of knowing who to contact for different projects or tasks.

There were many other tasks we worked on as well, but this just gives you an idea of how our association has learned to pivot in difficult times and to continue to move our association forward, no matter what challenges were brought before us.

Keep doing what you're doing, and you will continue to be successful in your career and THANK YOU again for allowing me to be your President in 2021!

Wishing you ALL a very successful 2022!

To advertise in the
ND REALTOR®

Contact Sarah at
1-800-658-3485

or email:

bhgads@bhgnews.com

North Dakota Association of REALTORS®

1616 Capitol Way | Bismarck, ND 58501

701-355-1010 | 800-279-2361

Fax 866-665-1011

info@ndrealtors.com | www.ndrealtors.com

2022 Officers

President:

Shawn Ostlie

Archer Real Estate Services

2600 9th Ave. S

Fargo, ND 58503

701-356-5099

shawnostlierealtor@gmail.com

President Elect:

Kevin Fisher

Park Company

4170 41st Ave. S, Ste 102

Fargo, ND 58104

701-237-5031

kevinfisher@parkcompany.com

Vice President:

Nick Olson

Coldwell Banker Element Realty

2632 47th St. S., Suite 103

Fargo, ND 58104

701-478-3390

nick@elementrealtyfm.com

Past President:

Mary Shelkey Miller

Hometown Realty

3333 E. Broadway Ave, Ste 1214

Bismarck, ND 58501

701-258-1213

maryshelkey@gmail.com

Director at Large:

Cindy Harvey

RE/MAX Integrity Realty

2915 10th St. SW

Minot, ND 58701

701-838-8300

cindyharvey@remax.net





2022 NDAR Leadership Team!

**President Shawn Ostlie, Vice President Kevin Fisher,
President Elect Nick Olson, Director at Large Cindy
Harvey, and Past President Mary Shelkey Miller**



2022 Officers Elected

Congratulations to the 2022 NDAR officers elected during the General Membership/Board of Directors meeting held at the 2021 Convention of the Dakotas in Pierre, SD.

**Shawn Ostlie, Fargo Moorhead - President
Kevin Fisher, Fargo Moorhead - President-Elect
Nick Olson, Fargo Moorhead - Vice President
Also appointed as the NDAR Director at Large by
2022 NDAR President Shawn Ostlie is
Cindy Harvey, Minot**



The ND REALTORS® Health Benefits Center is the only health benefits solution endorsed by ND REALTORS®, providing independent contractors and sole business owners an opportunity to take control of and save on healthcare expenses for themselves and their dependents. It will be worth checking to see if you can save versus traditional ACA Exchange or private insurance market plans.

Visit the official ND REALTORS® Health Benefits Center website, and get started today. This will bring you to a page that has a quick, easy process to learn more and get a quote.

Home - NDRE Health Benefits (decisely.com)

To apply and ultimately establish your plan, you must be an Independent Contractor, Business Owner, or Sole Proprietor with a federal Tax ID (easy to register for one through the IRS website); complete a short health questionnaire and be accepted; and be an active member of ND REALTORS® (please note that you must have a RE license). A federal tax ID can be from an LLC, S-corp, or other sole prop structure. You can see your rates instantly and qualifying is a quick process.

We hope you are as excited about this as we are!

Code of Ethics Deadline December 31st – Are you in Compliance?

The Code of Ethics training is required by the National Association of REALTORS® and is a requirement to maintain membership in the local board of REALTORS®, the ND Association of REALTORS® and the National Association of REALTORS®. The Code of Ethics training is a three-year cycle and each REALTOR® member must take an approved course every three years.

The current triennial cycle is January 1, 2019 to December 31, 2021. If you are unsure if you have met this requirement please contact your local board office, or visit the NDAR Education page to view/click a link connecting you to the NAR tool to look up your Code of Ethics completion status. www.ndrealtors.com/education

NOTE: If you have all of your CE credits done for the year but still need Code of Ethics – you can take the NAR **FREE** class to just fulfill the requirement with no credits earned. <https://learninglibrary.com/COE/A/HOME?affiliateld=10868>

SKIP GREENBERG
REALTOR®, Broker, ABR, CRS, CRB, GRI
701-739-6641
sgreenberg@greenbergrealty.com
www.skipselshomes.com
 Greenberg Realty
3651 S Columbia Rd, Grand Forks, ND | 701-772-6641 | greenbergrealty.com

Diane Duchscher
ABR, CRS, GRI
Bus.: (701) 483-6789
Fax: (701) 483-6770
Cell: (701) 290-3433
 Home AND Land COMPANY
Real Estate Professionals
 MLS
269 16th Street W, Suite A
Dickinson, ND 58601
www.homeandlandcompany.com
dianeduchscher@homeandlandcompany.com

North Dakota
Home
DEWEY UHLIR
DEWEYUHLIR.COM
218.790.0797
28 10TH ST N, FARGO
 PARK CO. REALTORS®

Chips From The Board

Bismarck-Mandan BOARD OF REALTORS®

RPAC – A pre-auction phone bank gleaned several thousand dollars and earned the investors credits for auction held at the Inaugural Celebration and Awards Ceremony.

Building – While we're mostly settled in the new building, there are (and probably always will be) projects to be done. The good news is that we have a tenant for the vacant space. They'll move in early December.

Inaugural Celebration and Awards Ceremony – A festive 'Bubbles and Bow Ties' theme featured champagne oriented décor and bottles of bubbly on the tables. Daryl Braham installed new officers and directors: Jeff White, President; Heidi Hilzendeger, President-Elect; Mary Ohlhauser, Vice President; and directors Jason Schmidt, Chris Morris, and Brenda Foster. Distinguished Service Awards went to Jamie McLean, Darren Schmidt, and Tricia Schlosser. Tanya Long received the Affiliate of the Year Award and Heidi Hilzendeger was recognized as REALTOR® of the Year.

RPAC Auction – With pandemic related delays in planning for a live RPAC Auction, the decision was made to hold it in conjunction with the Inaugural Celebration. A silent auction and live auction were part of the program. Over \$10,000 was gained in RPAC investments as a result. A couple of new major investors joined the ranks and we gained other new RPAC investors as well. NDAR President-Elect Shawn Ostlie recognized BMBOR's major investors and the new inductees to the NDAR RPAC Hall of Fame.

Students in Transition – A wildly successful campaign to support students in our school systems provided \$23,000 – more than two times the goal - to Bismarck and Mandan schools. Members' financial donations are used to provide support to students who



might need basic hygiene products, college application fees, proper shoes for phy ed classes, and more of those things most of us take for granted.

Great North MLS – Details, details, details – finding consensus on data fields, property types, budget, billing, showing services, transaction management program, tax data access, training on GN rules and the new data base, and more. We are set to launch in February.

Nancy Deichert,
Association Executive

Fargo-Moorhead Area ASSOCIATION OF REALTORS®

Installation of Officers was held at our November 9th Connections Luncheon. Shawn Ostlie, NDAR President Elect, served as the Installing Officer. Congratulations to our recently installed Officers and Directors and thank you to Jason Carrier for filling the remaining term of a director vacancy.

Shane Cullen – FM REALTORS® President

Amber Carlton – FM REALTORS® President Elect

Maureen Bartelt – FM REALTORS® Vice President

Marc Hedlund and Arlin Fisher – FM REALTORS® Directors

A special thank you to our 2020 and 2021 Board of Directors and Committee Leadership for your service. Our leadership all agreed to add an additional year to their term to provide stability and continuity during the pandemic. Thank you to Past President Nick Olson for his leadership and guidance.

Our members have been busy giving back! The Outreach Committee recently held a very successful winter clothing drive to benefit West Fargo Public Schools. Our members, business partners, friends and family will be ringing the bell for Salvation Army on FM REALTORS® Ring Day, December 3, 2021.

Since 2021 Virtual Auction was so successful, we're going virtual again January 4th – 11th, 2022. The Outreach Committee is busy collecting donations for the auction. This event kicks off the fundraising year as all money raised will benefit Issues Mobilization.

The FM REALTORS® Annual Party will be held January 11th at the Holiday Inn featuring entertainment by Deuces Wild (dueling pianos). We are looking forward to a fun night of socializing and getting back together.

Our 100 Year Party was rescheduled to April 12th, 2022, so it will actually be 101 years by the time we celebrate. Members of the Planning Committee have been meeting with and recording

past Presidents to present a video at the event. It has been fun visiting with so many that have contributed to the success of our organization. For more information on this and any of our other events, check out our fmrealtor.com.

Year-to-date our market has slowed some but continues to be strong. We are down 7% in New Listings, down 1% in Number Under Contract, up 3% in Number Sold and up 10% in Average Sale Price.

Marti Kaiser,
Association Executive



Grand Forks Area Association of REALTORS®

We held our Stars event at Lincoln Park and announced the REALTOR®, Rookie, and Affiliate of the Year awards. Congratulations to the following winners.

REALTOR® of the year - Russel Crary - Crary Real Estate.

Rookie of the Year - Ashley Cota - Coldwell Banker.

Affiliate of the Year - Brent Vik - Farmers Union Insurance.

Our annual meeting in October was busy with the election of officers for the 2022 BOD and a live auction with the proceeds going towards RPAC. We exceeded our 2021 RPAC goal with the help of the money raised at the auction.

We held our affiliate appreciation event in November at the Grand Forks Ground Round. We have amazing affiliates and cannot thank them enough for all their help and support.



We also installed our 2022 BOD officers at the November event with 2022 NDAR President Elect Kevin Fisher serving as the installing officer. Congratulations to the 2022 BOD:

Kim Efta (President),

Chris Greenberg (President Elect),

Kerry Strom (Vice President),

Ryan Bohn (Treasurer),

Shelly Overbo (Secretary),

Jessica Rice & Jon Broden (1yr Directors),

Eric Muus (2yr Director),

RuthAnn Halvorson (MAR Director)

Russel Crary (Past President).

We would like to give a huge thank you to Phil Vanyo for everything he has done. Phil has been on the BOD for the last several years and decided not to run. Hopefully we can talk Phil into running again, soon.

Our new website is up and running. Thanks to the Technology Committee and Onsharp Inc. who did a fabulous job in building our website. Check it out at www.gfaar.realestate

We are participating in our annual Adopt a Family Program through GF County Social Services. The agents and affiliates buy Christmas gifts for families in need. The families provide us with a wish list of items and the agents and affiliates never disappoint in their generous giving.

We also participate in the Listen Center's Christmas Tree Program. Where area businesses decorate Christmas trees which are then donated to needy families in the area.

Mike Thompson,
Association Executive



Jamestown BOARD OF REALTORS®

Since our last report our board jointly sponsored, with NDAR, the Personal Safety class, "Putting REALTOR® Safety First – Safety Strategies for the modern REALTOR®". We had very strong attendance providing our members access to great safety training.

In October we installed our new Board of Directors who will start their official duties on the 1st of December. President – Sally Domke, Secretary – Crystal Lytle, Directors – Jeremy Wiebe, Jessica Clemens, and Past President – Loni Trapp.

In support of our local community, we conducted a campaign to help our local safe shelter. Items needed by the shelter were collected and donated to them in support of their mission. We also continue our commitment to the Meals on Wheels program by coordinating volunteers weekly to deliver meals.

Our next event will be our annual Winter Event/Christmas Party. This includes an auction that provides funds to several local programs and some RPAC funding.

Additionally, committees have been very active. We continue working on promoting Code of Ethics training, education, membership involvement activities and supporting community events.

Scot Nething,
Association Executive

Minot BOARD OF REALTORS®

Welcome to winter! 2021 continues on its way to the all-time high number of home sales in Minot, with more homes sold January through October than all of 2020.

In September, we hosted a Murder-Mystery to benefit RPAC. It was a fun time that we hope to continue for years to come.

In November, we had the swearing in of 2022 Officers and Directors—Amber Kraft, President; Kerri Zabloutney, President-Elect; Ryan Turnage, Secretary; Todd Fettig, Bonnie Domsteen and Alecia Berg, Directors.

As we bring the year to a close, we have a busy month. Last week was Ring Day with over 100 volunteer hours contributed by MBOR agents and business partners. Our next event is the Holiday Gala where money raised will be given to Project BEE, the Men's Refuge and Northern Plains Children's Advocacy center. It will be a great evening!

Beth Mayer
Association Executive



Williston BOARD OF REALTORS®

Happy Holiday and Merry Christmas!

The Williston Board of REALTORS® is ending the 2021 year with great excitement and anticipation for what the next year will bring! We recently inducted our new 2022 Board of Directors. Congratulations to the 2022 Williston Board of Directors: Alex Gilbertson (President), Kim Semenko (Vice President), Angela Cymbaluk (Secretary/Treasurer), Gabriel Black (Director), and JoAnn Callahan (Past President).

We had a successful Realtor Ring Day on December 3, 2021. We had Realtors ringing the bell at Cash Wise and Home of Economy this year. We were able to have it right before the snow storm hit!

Next up we are celebrating the Holidays with our Christmas Party on December 13th. We have about 70 signed up to attend so far. We look forward to a night filled with good food, laughter, and great fun!

We hope everyone has a great end to 2021 and a successful start to 2022!

Kylie Simonsen,
Association Executive



10 Tips for Holding a Safe Open House

Open houses can be a great sales tool—but hosting one also exposes you to numerous unfamiliar people for the first time. Take these steps to stay safe:

- If possible, always try to have at least one other person working with you at the open house.
- Check your cell phone's strength and signal prior to the open house. Have emergency numbers programmed on speed dial.
- Upon entering a house for the first time, check all rooms and determine several "escape" routes. Make sure all deadbolt locks are unlocked to facilitate a faster escape.
- Make sure that if you were to escape by the back door, you could escape from the backyard. Frequently, high fences surround yards that contain swimming pools or hot tubs.
- Have all open house visitors sign in. Ask for full name, address, phone number and email.
- When showing the house, always walk behind the prospect. Direct them; don't lead them. Say, for example, "The kitchen is on your left," and gesture for them to go ahead of you.
- Avoid attics, basements, and getting trapped in small rooms.
- Notify someone in your office, your answering service, a friend or a relative that you will be calling in every hour on the hour. And if you don't call, they are to call you.
- Inform a neighbor that you will be showing the house and ask if he or she would keep an eye and ear open for anything out of the ordinary.
- Don't assume that everyone has left the premises at the end of an open house. Check all of the rooms and the backyard prior to locking the doors. Be prepared to defend yourself, if necessary.

(Sources: Washington Real Estate Safety Council; City of Mesa, Arizona; Nevada County Board of REALTORS®; Georgia Real Estate Commission)

Visit NAR's REALTOR® Safety website at www.nar.realtor/Safety



Spare Key

Since 1997 Spare Key has been helping families in Minnesota, North Dakota, South Dakota and Wisconsin "Bounce and not Break" with a mortgage or rental grant on their behalf while their critically ill or seriously injured child recovers in the hospital.

This year's REALTOR® Convention of the Dakotas again set the mark for generosity as hundreds of REALTORS® from North Dakota Association of REALTORS and South Dakota Association of REALTORS® donated over \$16,000 to Spare Key!



Affordable
Home Financing

Learn more at www.ndhfa.org

NORTH DAKOTA
housing
FINANCE AGENCY



2021 Convention of the Dakotas Held in September – Pierre, SD



Board of Directors and Annual Membership Meetings:

At the September BOD Meeting, Life Memberships for Ann Trom, Bismarck Mandan; Charles Huber, Bismarck Mandan; Mike Nelson, Bismarck Mandan; Owen Halvorson, Bismarck Mandan; Patrick Maddock, Bismarck Mandan; Wilhelmine Jacobson, Fargo Moorhead; and Dewey Uhler, Fargo Moorhead were all approved.

President Mary welcomed Len Sarvela, RVP, early to speak and give NAR updates. Len shared that there is an overall positive outlook in the housing market, but warned that mortgages rates are expected to increase. He emphasized that NAR opposes any changes to 1031 like-kind exchanges and is doubling down on explaining the importance to policy makers. He encouraged members to contribute to the RRF's 20th year anniversary campaign online. Len asked the BOD to educate members on housing discrimination and encouraged them to participate in programs like Fairhaven.

**Adopted the proposed 2022 budget.*

Election of 2022 Officers and Installation:

President – Shawn Ostlie, Archer Real Estate, Fargo; President Elect – Kevin Fisher, Park Co., REALTORS®, Fargo; Vice President – Nick Olson, Coldwell Banker Element Realty, Fargo; and Director at Large – Cindy Harvey, RE/MAX Bakken Realty, Minot.

State REALTOR® of the Year:

Jill Lee, Realty ONE Group Caliber, Williston



Shirley Dukart



O: 701.483.6789 • F: 701.483.6770
Cell: 701.290.2283
269 16th Street W, Suite A
Dickinson, ND 58601



shirleydukart@homeandlandcompany.com

Dakotas RRC Officers 2022:

President, – Kim Efta, RE/MAX Grand, Grand Forks, ND; Finance Leader/Vice President - Angie Uttecht, Ace Realty, LLC, Huron, SD; Membership Leader – Brenda Foster, Bianco Realty, Bismarck, ND and Education Leader – Michelle Maloney, Maloney Real Estate, Vermillion, SD; Immediate Past Chair – Gayle Chapel, Century 21 Krogman & Co., Brookings, SD.

2021 Dakotas CRS of the Year Award: Kim Efta, RE/MAX Grand, Grand Forks, ND.

Omega Tau Rho Awards: For being awarded the 2020 REALTOR® of the Year, Jameson McLean, Integra Realty, Bismarck and the 2021 NDAR President – Mary Shelkey Miller, Hometown Realty, Bismarck.

Congratulations to All!!

A big Thank You to the Central South Dakota Board of Realtors® for the great education and entertainment. The 2022 Convention will be held in Bismarck, ND.

LET US HELP YOUR
CLIENTS RELOCATING TO
FARGO!

- COMMUNITY & SCHOOL TOURS
- GUIDES TO SOCIAL, CULTURAL & RECREATIONAL ACTIVITIES
- SCHOOL INFORMATION
- HOME PURCHASING INFORMATION
- RENTAL INFORMATION
- COMMUNITY STATISTICS



PARKCO.,
REALTORS®
PARKCOMPANY.COM

The 2021 REALTORS® Conference & Expo

The 2021 REALTORS® Conference & Expo was held in sunny San Diego this year! REALTORS® from across the country gathered from November 12-15 at the largest annual event for real estate professionals, and had the opportunity to attend education sessions, networking events, and see expert speakers.

A group of about 25 REALTORS® and staff members from North Dakota flew out for the conference - including North Dakota's very own Eligible Candidate for 2023 NAR First Vice President, Fargo-Moorhead member Daryl Braham. Our conference attendees from North Dakota were able to take part in specialized education programming throughout the weekend, join in committee meetings, and attend the industry's largest trade show, with over 250 exhibitors.

On Saturday, members from across the country attended the NAR Eligible Candidate Forum to hear Daryl answer questions about important issues facing the industry, and share why he is the right leader at the right time.

One highlight of the conference included NDAR receiving recognition for winning the 2021 C2EX Challenge by having the earned the highest number of participation points in the Small Association category! This is the second year in a row that NDAR has won this national challenge, and by doing so earned a \$5,000 grant to further its promotion of the program.

This conference offered a valuable growth opportunity for all attendees, and we encourage you to join us in attending the 2022 REALTORS® Conference & Expo next year in Orlando, FL!



SAFETY IS NO ACCIDENT
Stay safe on the job with videos, webinars, articles, tips and more.

Visit www.NAR.realtor/Safety

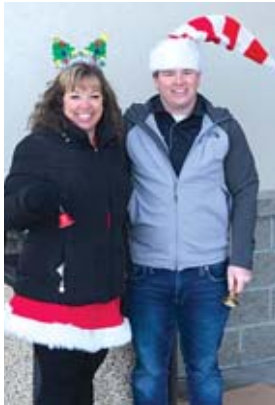


NORTH DAKOTA REALTOR®



RING DAY

SUCCESS ACROSS THE STATE



Every holiday season, many state and local associations participate in Salvation Army Ring Days. This is a great way for REALTORS® across the nation to come together in support of a cause near and dear to their hearts: housing. This day in our state, North Dakota REALTORS® Ring Day, is a day when REALTORS® around the country unite to volunteer at as many Salvation Army red kettles as possible in their local communities.

This year, thousands of REALTORS® rang bells at red kettles in their communities on Friday, December 3. Since 2010, more than 30 other states have joined in this cause! The best part about this event is that the dollars raised at each kettle stay in their local communities.

- The Salvation Army operates hundreds of housing facilities that provide everything from one night of shelter to a permanent home. Every night, The Salvation Army houses more than 27,000 people across America.
- In addition to providing housing, The Salvation Army offers rent and mortgage assistance for families facing foreclosures.



Omega Tau Rho

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.

Medallions are awarded to those who have honorably completed their term of office as:

1. An officer or director of the National Association of Realtors® including members of the Executive Committee; or
2. An elected officer of any Institute, Society or Council, or a governor or director thereof; or

3. 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 2021 Omega Tau Rho recipients are:



Jamie McLean
2020 State REALTOR® of the Year
Integra Realty Group,
Bismarck Mandan



Mary Shelkey Miller
NDAR 2021 State President
Hometown Realty,
Bismarck Mandan



North Dakota Association of REALTORS®

Calendar of Events

Updated 12/10/21

2022

Jan 13	NDREC Mtg.,	Bismarck, ND
Feb 9-10	NDAR BOD & Committee Mtgs.,	Grand Forks, ND
March 10	NDREC Mtg.,	Bismarck, ND
March 11-14	AE Institute,	Atlanta, GA
May 1-6	NAR Legislative Meetings,	National Harbor, Maryland
June 8-9	NDAR BOD & Committee Mtgs.,	Medora, ND
June 9	NDREC Mtg.,	Medora, ND
Oct 19-20	NDAR BOD & Committee Mtgs.,	Minot, ND
November 11-14	NAR Convention,	Orlando, FL
Dec 2	ND REALTOR® Ring Day,	Statewide

Education Updates for 2022

Licenses need a minimum of 9 hours of approved continuing education hours each renewal period. New licensees (as well as those coming out of escrow) have different requirements and should check with the ND Real Estate Commission if additional information is needed.

For 2022 six of these hours must be in the mandatory topics of Respect, Ethics & Professionalism (3 hours) AND Fair Housing (3 hours). Classes meeting mandatory criteria will have a CE approval course number with MAN in it.

Note: CE hours must be taken between November 16, 2021 and November 15, 2022 to renew your license for 2023.

Visit the NDAR Education Page for all 2022 Education FAQ's www.ndrealtors.com/education

Visit the North Dakota Real Estate Commission Website for Information:

www.realestatend.org



CENTURY 21
Morrison Realty

NEW LOCATIONS IN
BISMARCK AND DICKINSON!

Serving Bismarck, Dickinson, Jamestown, and surrounding areas.

Visit us at c21morrison.com!

Each Office Independently Owned and Operated.

Dream Big. Move Fast.

December 7, 2021

News for NDAR newsletter from NDREC and posted on NDREC website

News from the N.D. Real Estate Commission -- Continuing Education (CE) for current CE cycle

Completing continuing education during a current CE cycle allows N.D. licensees to renew with an active license for the next calendar year. The CE information in this news article applies to the current CE cycle of Nov. 16, 2021 through Nov. 15, 2022 and the license renewals that will start next fall for calendar year 2023.

2 mandatory topics and courses on both topics must be taken

The N.D. Real Estate Commission (NDREC) has set 2 mandatory topics for continuing education (CE), to be taken now through Nov. 15, 2022, the current CE cycle.

The required topics and hours are:

- ◆ Respect, ethics and professionalism – 3 hours total and also
- ◆ Fair housing – 3 hours total

N.D. licensees must complete:

- ◆ 3 hours each on both mandatory topics, which will total 6 hours, plus
- ◆ an additional 3 CE hours total on an elective topic or topics.

Altogether, 9 hours of continuing education as described above must be completed during the current CE cycle (Nov. 16, 2021 through Nov. 15, 2022).

Licensees should take courses approved by the N.D. Real Estate Commission. NDREC posts all approved mandatory and elective classroom and online courses on its website, www.realestatend.org. Non-resident licensees must meet CE requirements in their state.

N.D. licensees who are not required to take 9 hours of CE in current CE cycle

- ◆ Salespersons who completed the prerequisite 90 hours of course of study to obtain a license are exempt from the CE requirement for their first license renewal.
- ◆ Salespersons who are completing or have completed 15 hours in post-licensure CE in this CE cycle, because they completed the 45-hour pre-licensure course when it was still offered.
- ◆ A broker who successfully completes the broker licensing exam during this CE cycle.
- ◆ Any licensee who plans to have an inactive license in calendar year 2023, whether the licensee is active or inactive now.
- ◆ Any licensee who has been licensed continuously for 15 years on Jan. 1, 1984. Very few licensees meet this exemption, which requires ongoing licensure since at least 1969.



Save These Dates! 2022 NDAR Meetings

NDAR Board of Directors & Committee Meetings:

Grand Forks, ND – Canad Inn – February 9-10

Medora, ND - Rough Rider Hotel - June 8-9

Minot, ND – Clarion Hotel &
Convention Ctr. - October 19-20

SAVE THE DATE

2022 REALTOR® CONVENTION OF THE DAKOTAS

Bismarck, ND

SEPTEMBER 12-14, 2022



6 THINGS YOU DIDN'T KNOW ABOUT BISMARCK NORTH DAKOTA

1. Fast Growing Modern City
Bismarck was the 7th fastest growing small city in 2014 according to Forbes.

2. Small population
One of the surprising things about Bismarck is that it has a much smaller population (61k) than Fargo (118k), and is the 2nd largest population in North Dakota

3. Originally named Edwinton
Bismarck was originally named Edwinton in 1872, after Edwin L. Johnson, a supporter of the transcontinental railroad. Before that, it was known as Missouri Crossing after the Lewis and Clark Expedition crossed there

4. Became state capital in 1889
Bismarck became the state capital in 1889, when North Dakota was created from Dakota Territory and admitted to the Union.

5. State Capitol Building
The State Capitol Building is the tallest building in the state, at 241ft tall.

6. Bismarck holds a Guinness World Record
In 2007, 8,962 people turned themselves into snow angels at the State Capitol Grounds, in an event organized by the State Historical Society of North Dakota, earning themselves a Guinness World Record.

CONTACT US

ND Association of REALTORS®
1616 Capitol Way
Bismarck, ND 58501

701.355.1010
info@ndrealtors.com
www.ndrealtors.com

Did You Know?



Jill Beck
NDAR CEO

What a year 2021 was following the 2020 year of, "what the heck happened". Below are short snippets of what our year entailed at the North Dakota REALTORS® office.

-Legislative Session kicked us off with a busy busy session which included weekly Friday noon updates with the

locals and members. We went right to the very end with the last of our bills going to conference committee, so we were fully engaged from January to end of April.

-In two short weeks, we put together and hosted a legislative reception for the legislators and staff as the restrictions lifted for gathering, we wanted to show our appreciation and it was well received

-The first meetings of the year were all by Zoom including a planning session in January

-Summer meeting, we were able to do in person at Ft Lincoln and everyone was elated to be back in person with the networking – we had a great bbq meal catered and the park was open to roam through the history of it

-One local board AE retired, another board did a new hire and another announced retirement for Fall 2022

-A record year for packets being sent out for arbitration and ethics complaints

-Staff participates in all RE Commission meetings, the Appraisal board and most of the ND Ethics Commission meetings (impacts our lobbying efforts,

-Taking on the role of being the host for the REALTOR® Convention of the Dakotas when held in North Dakota (a role formerly held by the sponsoring local board)

-Held 5 plus education classes and promoted the COE classes and requirements

-Continued to search for a new home for our office:

- ◆ we found a building we liked and had to act fast (not always easy for non-profit associations with Board of Directors and two organizations doing it jointly)
- ◆ after many (many...) meetings and last-minute conference calls our offer went in and it was accepted
- ◆ following building inspection more negotiation happened
- ◆ formed a partnership with the Bis Man Board of

REALTORS® for the ownership of the building called Real Estate Association Partners (REAP) – again this took several meetings, legal and many phone calls

- ◆ closed on our new building and the real work began

HVAC being replaced, carpets cleaned, painting, window cleaning, security system installed, liquidating some of our existing furniture as well as furniture left in building, replace door and locks, new wiring and internet cabling, lights switched out, mail boxes installed, signs ordered and installed, new phone system installed that I am still learning. Remember as a member organization and practicing due diligence we received two to three bids on each project we did. While the HVAC is complete we are still awaiting the insulation, and as cold weather arrives we hope to have it soon.

-listed our existing building and had signed contract within in a week so then the packing began

-Between the sale of the existing building and work being finished in new office we worked from home a short time

-Staff participated in professional standards training so we now have two of us trained to handle the process

-Participated in NAR Midyear meetings remotely through Zoom

-NDAR was awarded grants for promoting C2EX and Safety – taskforces were put in place and promo began

-Safety course for CE was offered, six members took the training to instruct and classes held around the state

-Worked with NAR and Wall Street Journal on flood story from ND – note they featured three states and we were one of those chosen

-Launched and maintained the campaign - Daryl Braham for NAR 2023 1st Vice President; he was deemed eligible candidate and the campaign launched August 1. Been very busy with marketing, visiting other states and directors (both virtually and in person), coordinating many aspects of the campaign

-Region 8 Planning Retreat in Duluth

-Investigated different insurance options as survey to members indicated that health insurance for independent contractors was very important

-Leadership met with several vendors, some up to four times, and found a good fit for NDAR members. The insurance program was launched in early November

-Planning Retreat for 2022 Strat Plan held at National Energy Center in Bismarck

-Participated in NAR Leadership Summit by remotely

-REALTOR® Convention of the Dakotas was held in Pierre, SD

-Starting planning for 2022 REALTOR® Convention of the Dakotas in Bismarck as the current host had to pull out due to hotel availability. During our move we realized it will be the 50th Anniversary!

Did You Know see page 20

NDAR Member Benefit!

You pay nothing per call because Tech Helpline service is already included in your North Dakota Association of REALTORS® membership dues!

Call as many times as you need. No hidden costs. We will only verify your membership. We won't ask for payment.

See the list at the link below showing many things they can help with! (Operating Systems, Hardware, Printers, Cell Phones, Browsers/Net, Software Applications, Office/Financial, Firewall/Intrusion Applications, and anything tech you need guidance on!
<https://www.ndrealtors.com/wp-content/uploads/2020/03/Tech-Helpline-Ad.pdf>

Email: Support@TechHelpline.com

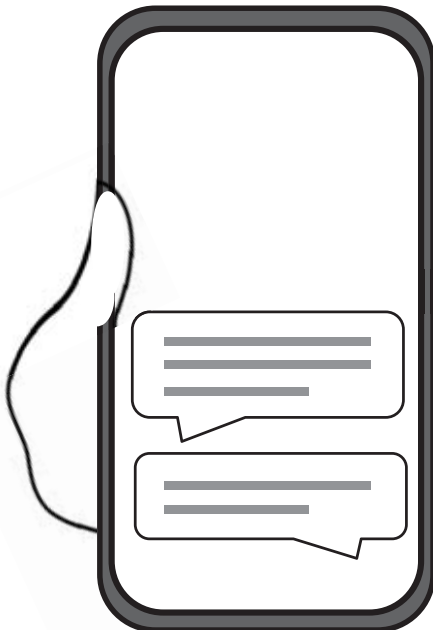
Call: (866)-432-3029

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

Mon. - Fri. 8 am to 7 pm & Sat. 8 am to 4 pm (Central Time)



FIND US ON SOCIAL MEDIA



Facebook



North Dakota Association
of REALTORS®

Instagram



@NDAREaltors

Twitter



@ndrealtors

YouTube



NDRealtors

LinkedIn



North Dakota Association
of REALTORS®

Did You Know continued from page 18

-Staff attended the NAR REALTOR® Convention and helped with the campaign run and attended sessions

-Met NAR Goals for RPAC and Issues Investments

-NDAR was once again awarded a C2EX grant to be used in 2022 for small board/association recruitment efforts

-Advertised lease space for part of our building and negotiated the lease and they took possession on December 16, 2021

Sarah and I along with five other members and leaders were invited to the REALTOR® Party Training in Nashville

As the year closes out 2021, we are still dealing with building issues and finishing up what needs to be done.

Happy Holidays to each of you and thank you for your support of the North Dakota Association of REALTORS®.



To advertise in the
ND REALTOR®
Contact Sarah at 1-800-658-3485
or email: bhgads@bhgnews.com

ONLINE NORTH DAKOTA REAL ESTATE COURSES

90 Hour Salesperson Pre-Licensing Course

Fulfill the ND Legislature's new 90 hours requirement entirely online, so you can complete it anytime, anywhere!

CE Courses

Choose from a variety of real estate CE course topics approved in all 50 states

Enroll today: UND.edu/real-estate



ARELLO Certified and Approved by the ND Real Estate Commission



NDAR BUSINESS PARTNERS

PLEASE PATRONIZE THESE BUSINESSES WHEN POSSIBLE
AND THANK THEM FOR THEIR SUPPORT OF THE REALTOR® ORGANIZATIONS

Badlands

1st Look Inspection
American Bank Center
Benchmark Mortgage
Bremer Bank
Cutco Closing Gifts
Dacotah Bank
Dakota Community Bank
Dakota West Inspection Service
Dickinson Press
Dickinson Area Chamber
Dickinson - Assessors Office
Ebeltoft Sickler Lawyers
ENG Lending
Gate City Bank
Jon's Home Comforts, Inc
Kirkwood Bank & Trust
Kristi Schwartz Agency/Allstate
Kubik Bogner Riall & Selinger
ND Guaranty & Title
ND Housing Finance Agency
Nodak Insurance Company
Patriot Home Inspections
Prairie Marketing Association
QSR
Queen City Abstract
Roughrider Electric
Stark County Development
Western Agency, Inc.
Western Cooperative Credit Union

Bismarck/Mandan

American Bank Center
America's Home Loans
Arvig
Assure Home Mortgage
Baymont Inn & Ramada
BenchMark Mortgage
Bismarck/Mandan Chamber EDC
Bis-Man Home Builders
Bismarck Title Co/Morton Co Title
BNC National Bank
Bremer Bank
Capital Credit Union
Chapman & Chapman P.C.
Choice Bank Home Loans
Dakota Community Bank & Trust
Diversity Homes
eLending Now
First Community Credit Union
First International Bank & Trust
First Western Bank & Trust
Flash Printing
Gate City Bank
Haga Kommer, PC
Huntington
Inspector Ski Home Inspections
Kirkwood Bank & Trust
Meridian Land Surveys
Mountain State Financial Group
ND Housing Finance Agency
Northwestern Bank

The Title Team
Plains Commerce Bank
Quality Title, Inc.
Rocky Gordon & Company
Security First Bank of ND
The Real Estate Magazine
Quality Title, Inc
Starion Bank
Superior Insurance Agency
U.S. Bank
Vue Credit Union
Wells Fargo Home Mortgage
Williston
701 Title
American State Bank
Dakota Appraisal & Consulting
Eye Spy Inspections, LLC
Farm Credit Services of ND
First International Bank & Trust
First State Bank & Trust
Gate City Bank
Loan Depot
Major Mortgage
Mark Thelen Appraisal
Mendez Appraisals
ND Housing Finance Agency
ND Guaranty & Title
Nortana Property Inspections
Unify Home Lending
U.S. Bank

Western Area Builders Association
Western Coop Credit Union
Williams County Abstract
Williams County Assessors

Minot

Allstate Insurance - Kim Albert Agency
Aerial View Photography
Benchmark Mortgage
Bertsch Home Inspections
Bremer Bank
Central Home Inspection
Dacotah Bank
eLending Now
Elite Property Inspection, LLC
Farmers Union Insurance
First International Bank & Trust
First Western Bank & Trust
Gate City Bank
Guaranteed Rate
Homeowners Financial Group
Integrity Outdoor Living
Mountain State Financial
Minot Commercial Appraisal, LLC
ND Guaranty & Title
ND Housing Finance Agency
Town & Country Credit Union
United Community Bank
Venable Enterprises
Ward Title
Wells Fargo

Fargo Moorhead

Alerus Mortgage
American Federal Bank
Arvig Media
Bell Bank of Fargo
BenchMark Mortgage
Border State Bank
Brady Martz & Associates, P.C.
Brookstone Property
Capital Credit Union
Cass County Abstract
Central Minnesota Credit Union
Chapman & Chapman
Choice Bank
Clay County Abstract Co.
Country Financial
Dabbert Custom Homes
DJ Colter Agency, Inc.
Edge Home Finance
Edward Jones
Fargo City Assessor
Fargo Roof & Siding
Financial Business Systems
First Class Mortgage
First Community Credit Union
First International Bank & Trust
First Western Bank & Trust
F-M Mortgage Corporation
FM Title
Forward Mortgage
Gate City Bank
Great North Insurance Services
Harwood State Bank
Heritage Homes
Home Builders Assn.
Heritage Insurance Services
Home Warranty of the Midwest
Homes HQ
Hommati.com
Horizon Inspections, LLC
Jordahl Custom Homes
Lake Agassiz Habitat ReStore
Mountain State Financial
ND Housing Finance Agency
NEXA Mortgage
Nordic Home Inspections
Northern Title
Northwestern Bank NA
OnPoint Insurance Services
Park Mortgage
Peoples Home Equity Mortgage
Plains Title, LLC
Ramsey National Bank
Rebuilding Together F-M
Red River Home Inspectors
Regency Title, Inc.
River Cities Home Inspection
Robin Swanson Insurance
Simple Website Creations
Starion Bank
Superior Insurance Agency

The Title Team
The Title Company
Thomsen Homes
Town & Country Credit Union
Tri State Inspection
TRN Abstract
U.S. Bank
United Savings Credit Union
Valley Mortgage
Vision Home Inspectors, LLC
VISION Bank
Wells Fargo Home Mortgage
Wells Fargo Private Mortgage Banking
Western State Bank

Grand Forks

1st State Bank
Alerus Financial
American Family - DJ Colter
American Federal
Bank Forward
BenchMark Mortgage
Blue Door Home Inspections
Bremer Bank
Choice Financial
Country Financial
Farmers Union Insurance
First Class Mortgage
First Community Credit Union
First International Bank & Trust
Frandsen Bank & Trust
Forx Builders
Gate City Bank
Grand Forks Abstract
Grand Forks City Assessor
Huntington
Insurance Brokers of MN
National Property Inspections
Northern River Home Inspection
Priority Title
Pro-Tech Home Inspection
Sunrise Home Inspections
United Valley Bank
U.S. Bank
Vilandre
Wells Fargo Home Mortgage
Wintrust Mortgage

Jamestown

Bank Forward
Dacotah Bank
First Choice Home Inspection
First Community Credit Union
Gate City Bank
Guaranteed Rate
Home Design Center
Ostlie Insurance
Quality Title
Stutsman County Abstract Co.
tcf Home Loans
The Jamestown Sun
Unison



Two Apps Guaranteed to Save You Time

Agents are busy. Very busy. Ensuring you continue to remain productive is vital for closing transactions today and building new business tomorrow. You can increase your efficiency while still building future business if you get a little help. Several apps can help you speed up or simplify some time-consuming tasks.

Felt: Handwritten Thank-You Notes

Few things have a greater impact on making a great impression on a client or prospect than personally handwritten thank yous. They are well worth the effort, but they take time, right? Not if you have the Felt app. With Felt, you can create printed thank you notes that are then mailed to clients.

Felt offers a wide variety of designs to match the message on your phone or tablet screen using your finger or stylus. For even greater impact, Felt offers custom envelope designs. Its toolkit enables you to customize colors and fonts. Felt can even help you tighten up your writing.

Pocket: Instantly Save Content

You need to stay informed about the real estate industry and keep tabs on your local market. You come across new stories and videos that pique your interest all the time as well as social posts that jar and idea you want to revisit later. But you are too busy closing transactions to take the time to stop, read, review and file everything that catches your eye. Pocket lets you save anything you see online: articles, videos, Twitter posts. Then you can look at them offline on your own time without being distracted. It's a great way to curate ideas that might help you craft a blog or social media post, an article for your client newsletter, or a personal email to clients who might enjoy seeing links to some of the content you discovered.

Downloading Pocket automatically synchronizes it to all your devices, allowing you to access the app and your saved content anywhere. Whenever you save an item to Pocket, it is added to your list. When you open the app, you'll access either the Article View or Web View, depending on the content that you added.

Pocket also keeps track of your interests based on the content you save and then personalizes recommendations. You are also able to save online content just by adding the pocket extension to your web browser.

Article information provided from the Tech Helpline.



2022 North Dakota NAR Committee Members



Jill Beck
Board of Directors



Daryl Braham
*Board of Directors,
Executive Committee*



Amber Carlton
*Housing Opportunity
Committee*



Nancy Deichert
*Professional Standards
Committee*



Kevin Fisher
*RPAC Major Investor
Council*



Karin Haskell
*RPAC Participation
Council*



Marti Kaiser
*Membership Policy and
Board Jurisdiction
Committee*



Greg Larson
Insurance Committee



Jill Lee
*Professional Development
Committee*



Larry Louser
*Single Family Investment
Management Committee*



Scott Louser
*RPAC Trustees Federal
Disbursement Committee*



Neil Messer
*Federal Taxation
Committee*



Desri Neether
Data Strategies Committee



Nicholas Olson
*Broker Engagement
Council*



Shawn Ostlie
*Board of Directors,
Multiple Listing Issues and
Policies Committee*



Vicki Roller
*Board of Directors,
Risk Management Issues
Committee*



Mary Shelkey-Miller
*REALTOR® Safety
Advisory Committee*



Mary Splichal
*REALTOR® Party Member
Involvement Committee*



Diana Zietz
*Multiple Listing Issues and
Policies Committee*



North Dakota Association of REALTORS®

North Dakota REALTOR®

318 West Apollo Ave.
Bismarck, ND 58503
701-355-1010
800-279-2361
info@ndrealtors.com



RITA SCHUSTER

REALTOR® CRS, GRI

Res: 701-772-0027

Cellular: 701-739-0405

e-mail: rschuster@greenbergrealty.com

<http://www.greenbergrealty.com>

3651 South Columbia Rd • Grand Forks, ND 58201
Bus: 701-772-6641 • Toll Free: 1-800-884-5933

Greenberg Realty

• Residential • Commercial • Farm



RE/MAX
Integrity Realty



Ninetta Wandler

Broker/Associate • GRI/CRS/ABR/EPRO

669 12th St. West
Dickinson, ND 58601
Office: (701) 483-9851
Cell: (701) 260-4278
Fax: (701) 483-9855

Email: ninetta@ninettawandler.com

www.ninettawandler.com • www.realtor.com



KARI MYHRE

CAR COLLECTOR | GRANDMOTHER | TRUSTED REALTOR®

KARIMYHRE.COM

4170 41st Ave S, Ste 102, FARGO
701.729.1566



ELITE
REAL ESTATE

Elite Real Estate

1110 College Dr,
Suite #215
Bismarck, ND 58501
www.EliteHomesBisMan.com

Vicki Roller

Broker Associate
REALTOR®, CRS, GRI

701-220-3903

VickiRoller@gmail.com

2014 President, ND Association of REALTORS®



For Every Move You Make...See Me For Homes! CME4HMS



North Dakota Records Information Network



ACCESS N.D.

- Fast
- Cost-effective
- Convenient
- Subscribe Today

% High Plains Technology
1351 Page Drive, Ste. 106
Fargo, North Dakota 58103
Phone: 701.364.1280
Fax: 701.271.1557
www.ndrin.com