

ND REALTOR®

August 2022

Summer Issue

Interview With The Candidates

The NDAR Nominating Committee and Executive Committee met in June and interviewed the following candidates to be presented to the membership to be elected to office at the September 13, 2022 Board of Directors meeting in Bismarck: Nick Olson (Fargo) – NDAR President Elect. Vicky Matson (Fargo) NDAR Vice President and Jameson McLean (Bismarck). Kevin Fisher will automatically advance to the office of NDAR President.

Following are questions answered by each NDAR candidate for office. Please note an absentee ballot can be found on page xx if you will not be present at the General Membership Meeting in Bismarck, ND during the Dakotas Convention.



Nick Olson

Coldwell Banker Element Realty
Fargo

For President Elect

Please share why you have decided to submit your name to run for office to serve your peers and the real estate industry as a whole?

Being involved in our association and industry is something that I strongly believe in. You really cannot attach a value to the amount of information that is learned, ideas that are shared with peers, and the friendships that are made. None of us volunteer our

Nick Olson see page 3



Vicky Matson

Coldwell Banker Element Realty
Fargo

For Vice President

Please share why you have decided to submit your name to run for office to serve your peers and the real estate industry as a whole?

Being passionate about our association and the industry, I greatly appreciate what I have gained over the years through personal and professional growth and would embrace the opportunity to continue serving at the NDAR level to provide opportunities

Vicky Matson see page 3



**Jameson (Jamie)
McLean**

Integra Realty Group
Bismarck

For Vice President

Please share why you have decided to submit your name to run for office to serve your peers and the real estate industry as a whole?

I have a passion for our industry. My grandpa taught me early in life to always give back. I feel we are in the best business in the world that has given me so much - it is only right to give back.

Jameson McLean see page 4

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President's Message



Shawn Ostlie
2022 NDAR President

Hello fellow NDAR members,

As I look at the calendar, I cannot believe how fast this year is going! I feel like I am just getting rolling and my year is already more than half done. Last time I wrote to you all we were preparing to travel to National Harbor for NAR Midyear Legislative Meetings. We all

know the results by now of the election but cannot say enough how proud I was to be from ND with Daryl running. It was a great campaign and thank you to Daryl and all the staff that made this possible. The meetings were great and it was wonderful to see people in person for this again. Lots of committee business was accomplished and meetings with our congressmen were held in person for the first time in 2 years.

We all made it back and we had a week before Region 8 meetings were held in Rapid City hosted by our RVP Bart Miller and the SD staff. Wonderful part of the country to meet in and with the early moisture it was green like I've never seen before. We drove down and back and had some issues with hail but all turned out well, we blame Nick. At those meetings the changes in how RVP's and National Directors are selected was a big topic. We were also joined by Kenny Parcel, our National President for next year and he shared his amazing, and I mean amazing, story. He also shared his views on kindness and some of us discovered kpties.com.

Again, we were back about a week and had our first in person NDAR board and committee meetings in Medora. I have said this a lot this year but it is so good to see people in person again and have meetings but it's true! RVP Bart Miller joined us for our meetings and was able to join us for the musical and maybe a rain filled round of golf prior to the meetings starting. The new NAR Director allocation was again on our agenda and we will continue to have 3 members on the NAR BOD including the current President, 1 from a medium board and 1 from a small board. That change was instituted this year and will not have a major impact on our total representation just where they come from.

We are preparing to travel to Nashville in late August to support Scott Breidenbach in his run for President-Elect for the National Arello Association. Good luck Scott! Also on the horizon is our 50th anniversary of the Convention of the Dakotas which is being held in Bismarck September 12-14th. We have some great speakers, nationally recognized instructors for our education, and hopefully lots of fun. This being the first year in many that the state is leading this event there are things we are learning along the way and hope it's as rewarding and enjoyable for you as we think it will be. There are many people who have been putting a lot of hours on this and I want to thank you all for your

contributions, especially the staff as they have dedicated extra time on this and it is very appreciated.

That's it for now and I look forward to seeing everybody at the convention!

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Nick Olson continued from page 1

time simply for the friendships, but those are so crucial to the cohesiveness of the Board. This industry has given me so much over my nearly 20 years in the business and I want to give back to the membership in any way that I can. I hope to create a spark in members that are not currently involved in hopes that they consider becoming more actively participating in the association.

What previous leadership positions have you held either within the REALTOR® organization or outside of it?

I am currently the Past President at FMAAR and had been the President of Fargo-Moorhead for two years as we had a hold over year due to Covid-19. This is my 8th year serving on the BOD in Fargo-Moorhead. I am also the President-Elect (glorified title) of our local RMLS and have served on that BOD for numerous years. Also have served as the NDAR Vice-President in 2022, Director at Large for NDAR in 2020, Director at NDAR and numerous committees, Sub-Committees, PAG's, etc. for our local, state and NAR. Speaking of the National Association of REALTORS®, I was asked to serve as the Chair of the Small Broker Committee that was newly created in 2022. This is a very exciting to have been asked out of the 1.6 million members! I look forward to serving the small brokers that make up such a large portion of our membership.

How (or why) did you get started in real estate?

I graduated with a major in Elementary Education with a minor in Coaching. I genuinely enjoy helping people learn and grow. Now I am simply helping bigger "kids" buying and selling property or teaching real estate agents how to serve their clients in the best way possible. I quit my job as an employee in the Auditor/Treasurer office at Norman County, MN shortly after getting married in 2002. My wife and family thought I was crazy for sure, but it was one of the best decisions that I have made in my life. I have only held a job for 6 months where I was required to be there from 8-5 and I HATED it. In real estate, I am afforded the ability to set my own schedule, which can be difficult for many, but I thrive in that type of situation.

What is the most memorable moment in your real estate career?

The commonplace answer would be to say that my first transaction and \$643 commission check is my most memorable, but I won't use that although I will never forget it for sure.

For me, my answer would be the sale of my grandparent's home after their deaths. They had been married for just shy of 68 years, they died within 5 months of each other and spent so much time together in that house. It was the house that my mom and her siblings were raised, where we would have holidays and many gatherings over the years. It was the only time in my career that I honestly was emotional at the closing table.

Your strong points?

Communication and listening are what I believe are my strong points. Hearing what membership needs are is crucial to advancement of the association on behalf of our members. We may not always agree, but I am always willing to listen. I am also a level-headed person and don't get rattled easily which I believe is a key leadership trait when conducting business at any level.

Your specific plans or ideas for NDAR?

It is still too early to determine what my plans or ideas are. I'd love to hear from membership if there are things that they are wanting or needing. It is not about me and I want to stress that it is a "this is about US."

Statewide Forms is looking like it will become a reality very soon! This is great for our membership and the local associations too. We need to continue to focus on our members and deliver value to them.

Vicky Matson continued from page 1

for all REALTOR® Members to grow personally and professionally as well.

I was licensed in 2003 and became involved extensively with FM REALTORS® in 2006 when I joined my first committee and attended my first ND/SD Convention the same year. Since 2006, I have not looked back and been involved with several committees, many events and attended every ND/SD Convention. In 2007, I attended the Convention in Aberdeen SD and made many life-long ND & SD REALTOR® connections and those friendships are still very dear to me today!

What previous leadership positions have you held either within the REALTOR® organization or outside of it?

LOCAL: Local Board of Directors from 2014 through 2021, serving as President in 2019, and Past President for 2 years due to Pandemic. Served on local RMLS for 5 years; Nominating Committee 2 years; Financial Review 6 years.

Local Committees: various since 2006 (Education, Forms, Professional Development, Program & Entertainment); Chair & V Chair for Program Committee.

STATE:

NDAR Director

5 Years (local Exec member rep)

2 Years (Liaison Rep as Dakotas Chapter CRS President & VP)

NDAR Committees: Professional Development (Chair & V Chair); Member Involvement

Dakotas Chapter CRS:

President 2013, VP 2014, Director/Education Chair 2011

NATIONAL:

NAR Convention 2018 – Served as Moderator for Local Presidents Round Table

CRS Chapter of the Year – 2013. Due to implementing TAPS (Tragedy Assistance Program for Survivors) fundraising event as President of Dakotas CRS Chapter President

How (or why) did you get started in real estate?

My background is diverse with farming and agricultural businesses, meat cutting, and also a degree in Social Work with Criminal Justice concentration. After working in the social work field for 10 years and needing to do something different, I followed my husband's

Vicky Matson see page 4

Vicky Matson continued from page 3

suggestion of getting into real estate. He had told me many times over the years I should get into real estate; I told him I have never said I wanted to do that so why do you think I should do that? ... He replied that I would be "good at it, that I had vision, that I was always pointing out the features to the REALTOR® when we were selling our homes." I took the real estate course to prove to him that this was not what I wanted to do. Two hours into the class I knew "this is it"...this is where I belong and what I was meant to do with my life!

What is the most memorable moment in your real estate career?

Two hours into my Real Estate Pre-Licensure Course and realizing "this is it" this is where I belong and what I was meant to do with my life! As I am finishing my 20th year in real estate, I have never looked back and I love helping people with their next move; sometimes these are exciting and happy times for my clients and sometimes they are stressful and sad times due to loss, but the passion I hold for my clients does not waiver and I am truly blessed to be able to help them get to their finish line.

Your strong points?

Being passionate about our real estate industry, our REALTOR® members, and the success of our State Association (NDAR) while representing our members' best interests would lead my list of strong points when serving in NDAR leadership positions.

Some of my other strong points are: ability to listen, communication, compassionate, detailed, "do the next right thing", experienced, positive attitude, sense of humor, solution focused, and a team player.

Your specific plans or ideas for NDAR?

Our Industry is under scrutiny and experiencing many changes. I value that NDAR leadership looks at industry issues, considers ideas, and strategizes options to best represent our REALTOR® Members. I will always support REALTORS® being in the middle of the transaction!

Being a Team Player, I will listen to our REALTOR® Members ideas and concerns while incorporating member's ideas with what the current NDAR leadership has determined to be the most pressing issues, and collaborate with them in efforts to provide the best representation for our REALTOR® Members.



Jameson McLean continued from page 1

I feel we are in the best business in the world that has given me so much - it is only right to give back. Also, since I became involved at the state level, I have been introduced to so many great people. They have taught me a lot and have become friends along the way.

2.What previous leadership positions have you held either within the REALTOR® organization or outside of it?

Current:

Chair - NDAR Government Affairs Committee
Board of Directors - Bismarck Mandan Board of REALTORS®
Chair – Professional Standards Committee / BMBOR
Chair – Building Task force for NDAR & BMBOR
Board Member – GNMLS
VP Lakewood Home Owners Association

Previously:

Director at Large NDAR
Chair – NDAR Technology Committee
Local Board Rep to NDAR
Served on several local board committees
School Board Member
AVP Regional Manager TCF Bank

3.How (or why) did you get started in real estate?

Moving back to North Dakota from Colorado, I was ready for a change out of the banking industry. I have always enjoyed all aspects of the home buying process and I felt it would be a good fit. The enjoyment you see when someone buys their first home. The challenge of every deal being different. For the most part it is because I like to help people and that's who we R!

4.What is the most memorable moment in your real estate career?

I helped a couple get their first home, as they were in the process of adopting a child that had just lost his parents. The couple needed to show that they had a stable living environment and needed a great home. It was a very challenging deal on many fronts, but we found them exactly what they needed and got the deal done. The family was so emotional and happy at closing and told me it was one of the greatest days of their lives. It doesn't get better than that.

5. Your strong points?

Leadership, technology, problem solving and decision making, teamwork and a strong work ethic.

6.Your specific plans or ideas for NDAR?

We have over 2200 REALTOR® members in North Dakota with 7 different local associations/boards statewide. My plan would be to meet with members across the state to see what they want to see from NDAR currently and in the future. With that information pick 3 to 5 goals to accomplish in the year. One personal goal would be to encourage higher member involvement within our association.

Chips From The Board

Badlands BOARD OF REALTORS®

The Badlands Board of REALTORS® has had an increase of 7 new members in the last few months. The current membership counts are 127 members – 108 primary and 19 secondary.



At our June General Membership Meeting our Member Services Committee presented a check to The Stark County Sheriff's Department K9 Unit. Monies raised from our Annual Red & Black Night Charity event. The check was accepted by Stark County Sheriff, Corey Lee, and Deputy Dave Klatt. They brought along, Jerry, the local favorite German Shepherd, and the newest member of their team, a black lab puppy named Myria. Sheriff Lee talked a little about Myria and the training she will receive and thanked the BBR for their generosity. The Badlands Board of REALTORS® are ever so thankful to all of our law enforcement members, 2-legged or 4, that spend their lives making sure that we are safe and protected. It was our honor to support them with our annual fundraising benefit this year.

Coming up next...

The Badlands Board of REALTORS® will announce their REALTOR® of the Year winners at the annual luncheon on Thursday, August 18th

We look forward to seeing you all at the Convention of the Dakotas in September.

Have a safe and fun rest of your summer!

Candace Ewald,
Association Executive

Bismarck-Mandan BOARD OF REALTORS®

We are excited to offer a special welcome to Wendy Spencer who has been hired as the new CEO. She started on July 5th and is transitioning into the position. Please help her feel welcome in the ND Realtor® family.

BMBOR's annual community involvement projects are well underway. A phenomenal crew of volunteers (see photo) raised funds, gathered food items, packed bags,



Bismarck-Mandan Chips see page 6

Bismarck-Mandan Chips continued from page 5



and made deliveries to area schools to support the United Way Backpack program. The 2nd Annual Charity Golf Tournament is projected to raise \$20,000 (plus another \$15,000 in matching funds)!! The key ingredient for this event is "fun", and the sponsors and participants do a great job at it! Next up is the Students in Transition program which will be followed by Ring Day for Salvation Army in December.

The Program Committee hosted the annual Administrative Professionals Member Connection and is well into planning for the Inaugural in November.

RPAC is working on plans for a summer phone bank to bring in more investments prior to the interviews with candidates on the fall ballot. Planning is also in the works for conducting the candidate interviews in September and a legislative meet and greet in late November or early December. An educational effort on polling locations is under consideration as well.

The Nominating Committee is again hosting an informational lunch for members interested in running for seats on the Board of Directors. A recent Bylaws change creates seats on the Board for representatives of various sizes of brokerages. The election will be held in October.

Membership continues to grow with a current count of Realtor® members at 532.

Nancy Deichert,
Association Executive

Fargo-Moorhead Area ASSOCIATION OF REALTORS®

As of June 30th, the residential market was down in listings, down in new listings, down in pending listings, down in homes sold, down in days on market, but up in average sale price. The average sale price is now \$305,163 for the Fargo-Moorhead and surrounding communities. We continue to struggle with enough inventory, especially in certain price ranges.



FM REALTORS® hosted their 33rd Annual Golf Outing on June 20th at The Meadows in Moorhead. It was one of our hottest summer days so far, but everyone had a great time. Over \$1,300 was raised by the sale of string and mulligans to benefit Issues Mobilization. Thank you to our sponsors for always supporting this event.

We hosted a Cornhole Tournament on July 21st at the Gastropub. This event was to raise money for RPAC/Issues. First, Second and Third place teams took home cash prizes and our sponsors donated some great door prizes.

The FM REALTORS® Awards Luncheon is August 16th at the Hilton Garden Inn. At this event we announce the FM REALTORS® REALTOR® of the Year and NDAR REALTOR® of the Year Candidate. We will also honor members with several other awards including Business Partner of the Year, Distinguished Service Award, Jim Fay Award, and 25 Year Pins. In addition to Awards, we'll announce the 2023 Board of Directors election results. Congratulations to our REALTOR® of the Year Nominees: Chris Feickert and Ryan Mullikin!

Our committees are doing great things! The Outreach Committee is currently working on a Backpack/School Supply Drive to assist the United Way of Cass Clay as well as planning our upcoming events. The Civic Duties Committee conducted interviews with Mayor and Commissioner candidates and will soon begin interviews with legislative candidates. Our Forms Committee continues to update forms as well as begin preparations for the

transition to statewide forms. The Professional Development Committee is working on quite a few upcoming Hot Topics. And, that's just to name a few! We are grateful for our volunteers and thankful for all they do.

FM REALTORS® is also excited to host our first Member Appreciation Week the week of August 15th. During this week, we will be honoring and thanking members at our Awards Luncheon. We'll also be hosting a Thirsty Thursday Happy Hour as well as our Board of Directors delivering donuts to a few lucky offices. We also have a few other fun surprises planned as well as lots of association swag to give away. Check out our website for more information on these and all of our events, as well as continuing education.

Enjoy your summer and we hope to see you in September at Convention in Bismarck!

Marti Kaiser,
Association Executive

Grand Forks Area Association of REALTORS®

Grand Forks Area Association of REALTORS 2nd quarter comparisons between 2022 and 2021.

2022 - Solds: 391 - Medium Sold Price: 249,900 - Medium DOM: 62

2021 - Solds: 482 - Medium Sold Price: 207,700 - Medium DOM: 79

We held our Affiliate appreciation event on May 19th. Shawn Ostlie, NDAR President, came up for the event and talked about the importance on giving to RPAC. We held a live auction at the end of the event with the proceeds going to RPAC. I am not sure if it was Shawn's speech or the alcohol, but we were very happy with the money raised. Thank you, Shawn, and everyone who helped, donated or bid on items.



We held our annual golf and cornhole tournament on July 20th. Famous Dave's catered the food, and we held a RPAC raffle after for gift cards and a grand prize of a \$5,000 travel gift certificate. We had a super turnout for golf and cornhole with everyone having a great time. We cannot thank our amazing affiliates enough for everything they do for this event.

Our PR committee collected items for military members from our area that are serving overseas. We had a great response from our members and mailed out 32 boxes.

We are holding our Stars Banquet on August 18th. Where we will announce the REALTOR®, Rookie and Affiliate of the Year.

The Mission BBQ will be on July 27th. We grill hamburgers and serve food to residents of the mission and surrounding area.



Other events that our members are involved with:

- Meals on wheels
- Yard of the Week
- St Joseph's summer lunch program
- North Country Food Bank

We have 2 CE classes scheduled towards the end of this year. Our first class is scheduled for September 21st and the other class is scheduled for October 26th. Both will be on the two mandatory topics required for this year.

Mike Thompson,
Association Executive

Jamestown BOARD OF REALTORS®

In June we held our annual Summer Event/RPAC fundraiser at the Jamestown Country Club. Golf was the first part of the event with teams participating in a fabulous afternoon on the course. Then supper was served and the silent auction was held to raise money for RPAC.

At our July membership gathering our 2022 REALTOR® Of the Year was presented to Loni Trapp. Loni has been involved with our local board for several years, served on the State Board of Directors and is a member of the GNMLS Board of Directors. In addition, she has served on multiple local committees with our board and in the community. Congratulations!



Jamestown Chips see page 7

Jamestown Chips continued from page 6



Currently we are working on our "Treats for a Cause" fundraiser. Each year we choose a charity and find a treat to sell to our membership with the proceeds going to the charity. For 2022 "A Moment of Freedom" is our charity. They are a group that uses horses to help provide therapy for clients. We are selling 4 packs of cheesecake cups made by A Grateful Plate, a local catering company.

Other membership activities include our Good Neighbor committee continuing to respond to events affecting our membership, our offices providing members to deliver Meals on Wheels and our monthly meetings focused on learning about our communities. We alternate our monthly membership meeting location between Jamestown and Valley City to better include all of our members.

We are planning future activities to include: local in person CE education and an Arts Park event sponsorship. In addition, we continue promoting C2EX, Code of Ethics, education, membership involvement and supporting community events.

Scot Nething,
Association Executive

Minot BOARD OF REALTORS®

Hate to say it, but the long-awaited summer seems to be fading fast. We, here in Minot, are in the midst of the State Fair and all the fun that brings, so we are savoring every moment.



In May, we held our 2nd Quarter General Membership Meeting featuring an Appraiser panel. It was very informative and valuable information from a group of local appraisers. Always thankful to have them as our business partners.

Last month, we held the annual Golf Social at Wildwood Golf Course with amazing weather and turnout. Golf was great and the camaraderie was even better. Always a good time!

Up next is the 4th Annual Cornhole for RPAC Tournament. We will hold it in conjunction with the 3rd Quarter General Membership and REALTOR® of the Year recognition meeting on August 18th at the Moose Lodge.

Beth Mayer
Association Executive

Williston BOARD OF REALTORS®

The Williston Board of REALTORS® and members once again successfully manned the Upper Missouri Valley Fair Board Office during Fair Week. We do this yearly to help the fair board distribute tickets and wristbands.

The Williston Board of REALTORS® held their annual Don Bintliff Memorial Golf Charity event on Wednesday, June 29, 2022. We

Williston Chips see page 9

2022 NDAR C2EX Challenge!

YOU have the chance to win the \$1000 drawing or one of the many \$100 gift card drawings at the 2022 Convention of the Dakotas in September!

Any NDAR member who was previously endorsed or is newly endorsed by September 1, 2022 is eligible for the drawings. (For the \$1000 drawing you must be a registered attendee at the convention & present to win, but anyone can win one of the many \$100 gift cards and need not be present to win)

And don't forget the National C2EX Challenge! Help NDAR win a grant from NAR again! (We have won twice!) NDAR will receive a grant and national recognition at the 2022 National Conference.

Get started today at: <https://www.c2ex.realtor/>



Williston Chiops continued from page 8

had over 20 teams participating in the golfing itself. After the golf event, the membership attended the annual charity banquet and auction. We are happy to announce we raised over \$13,000 to help members of the community. Check presentations to the recipients will be held in August.

The RPAC committee has been diligently working and very happy to report we are within a few hundred dollars of reaching our 2022 RPAC Fundraising goal.

We are so happy to announce our new AE – Tanya Keck. Tanya started her position in July and has jumped in with both feet. Tanya's experience with the Badlands Board of REALTORS® will

be a great asset for our organization.

The Babe Ruth Baseball Championship is scheduled to be in Williston from August 15 – 23, 2022. The Williston Board of REALTORS® have volunteered to be ticket takers for this event.

Our REALTOR® of the Year and Business Partner of the Year awards event is scheduled for August 4, 2022.

The Education Caravan teaching Fair Housing was in Williston July 21, 2022.

Tanya Keck,
Association Executive



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NDAR

North Dakota Association of Realtors®

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Did You Know?



Jill Beck
NDAR CEO

WOW it's been a busy year so far for our members and our office! It's also an exciting time of year as we prepare for the annual REALTOR® Convention of the Dakotas to be held this year in Bismarck. Local boards are doing the nominations and awarding of their local board REALTOR® of the Year and starting the nominating process for election of officers. NDAR has put out requests to our members for Vice President candidates and went through the process of vetting, we have also sent out nomination requests for Good Neighbor and NAR Director application for nominations from small boards (1-499). By the time you read this the deadlines will have passed and we will be making some announcements soon.

Speaking of the "REALTOR Convention of the Dakotas" did you know it's the 50th year of a joint convention with our neighbors to the south! We are excited to celebrate this joint venture as we all know it takes a lot of give and take to make anything last for 50 years but we are so happy and proud that this relationship and this event have made it!

The theme is "Celebrating our Past, Inspiring our Future". I think we can all agree there is much to celebrate from our past for both states and our future does look bright. Many changes have been seen over the years from daily hot sheets to weekly MLS books that were coveted and marked up. Majority of our members don't remember having to go to the local board offices each morning to pick up the new listings from the day prior along with any changes and the weekly books and how anxious members were to get their hands on those. With that being said I guess I am aging myself and how long I have worked for the REALTORS®.

Now everything is electronic and changing continuously. Where will we be in a year, five years, ten years or another fifty from now?!?! Only time will tell.

It's also an election year and an electric one it is! Lots of emotion and lots of change. Change is always good but with the re-districting of legislative districts this year there is much to be paying attention to. There are also retirements happening.

Below are some of the legislative district changes happening:

- *Of the 94 House seats there are 67 open seats
- *Of the 47 Senate seats there are 32 open seats
- *Of those numbers there are 11 representatives and 7 Senators retiring
- *11 Incumbents were defeated in the primary election
- *30 districts have contested races in the General Election and
- *69 new candidates move to the General Election

So, these numbers equate that there will be at LEAST 32 newly seated legislators (23%) in 2023. We have a few months until early voting or the election happens so, please start paying attention to your local candidates and state candidates and be an informed voter.

As always, our staff is here to help and answer any questions you may have. Robyn and Sarah are a great asset to our association and we all should thank them for their dedicated service to the association and to our members.

Have a great last month of summer and hope to see you at the REALTOR® Convention of the Dakotas!

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- COMMUNITY STATISTICS





NAR Conference & Expo

**Introducing, NAR NXT, The REALTOR® Experience!
November 11-13, 2022 • Orlando, Florida**

NAR's flagship event, REALTORS® Conference & Expo, has been reimagined, retooled, and reinvented to better meet your needs, bring more value, and exceed expectations. Join us at the all-new NAR NXT, The REALTOR® Experience, to explore what's new and what's NXT, as you exchange ideas and info, experiment with cutting-edge innovations, and get insights from top experts. It's a can't miss experience designed to help you expand your mind, business, and dreams and put you on a path to exponential growth! NAR

NXT, The REALTOR® Experience - NAR NXT 2022 – THE REALTOR EXPERIENCE



Save These Dates! 2022 NDAR Meeting

**NDAR Board of Directors &
Committee Meetings:**

Minot, ND at the Clarion Hotel
& Convention Center
October 19-20

Join us September 12-14, 2022, for the

2022 REALTOR® Convention of the Dakotas

Celebrating the 50th anniversary of our joint convention!



Yes, We Have CE!



**Chad
Fleming**



**Bill
Dedman**

**Speakers to Teach
and Inspire You**



**Golf at a Premier
Course**



**Fun, Interactive
Entertainment**



**Next Level
Networking**



**REALTORS® Trade
Show & Expo**



Join us September 12-14, 2022, for the
2022 REALTOR® Convention of the Dakotas
Celebrating the 50th Anniversary of our joint convention!

Convention Headquarters

Ramkota Hotel & Conference Center
 800 S 3rd Street
 Bismarck, ND 58504
 (701) 258-7700

Alternate Hotel

Expressway Suites
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REALTOR® Convention of the Dakotas Registration Form

Please fill out a separate registration form for each registrant.

Name: _____
 Local Board: _____
 License Number: _____ ☐ MN ☐ ND ☐ SD ☐ Other (please specify) _____
 Address: _____
 City: _____ State: _____ Zip Code: _____
 Phone Number: _____ Email: _____
 Company Name: _____
 Company Address: _____
 Do you have any dietary restrictions? If yes, please specify. _____

Registration Fees

Full registration includes all convention activities except: Golf Tournament, Spirits Sampling and Dakota RRC Education (unless you are an RRC member).

| | |
|--|-----------------|
| REALTOR® Registration (ends July 31, 2022) | \$210 _____ |
| REALTOR® Late Registration (August 1, 2022 through September 8, 2022) | \$250 _____ |
| REALTOR® On-site Registration (September 9, 2022 through convention) | \$270 _____ |
| Licensee Non-Member Registration (ends July 31, 2022) | \$250 _____ |
| Licensee Non-Member Late Registration (August 1, 2022 through September 8, 2022) | \$300 _____ |
| Licensee Non-Member On-site Registration (September 9, 2022 through convention) | \$325 _____ |
| Business Partner/Affiliate Registration..... | \$115 _____ |
| Non-Licensed Spouse/Guest Registration..... | \$140 _____ |
| Total..... | \$ _____ |

[] **Check Payment** (Payable to: NDAR or North Dakota Association of REALTORS®)

[] **Credit Card Payment**

Charge my: (Mastercard ___) (VISA ___) (Discover ___) (American Express ___)

Name on card: _____

Card #: _____ - _____ - _____ - _____ Exp. Date: _____ - _____ CVV/CSC: _____

Authorized Signature: _____

Send form, and check if applicable, to: North Dakota Association of REALTORS® (NDAR), 1616 Capitol Way, Bismarck, ND 58501

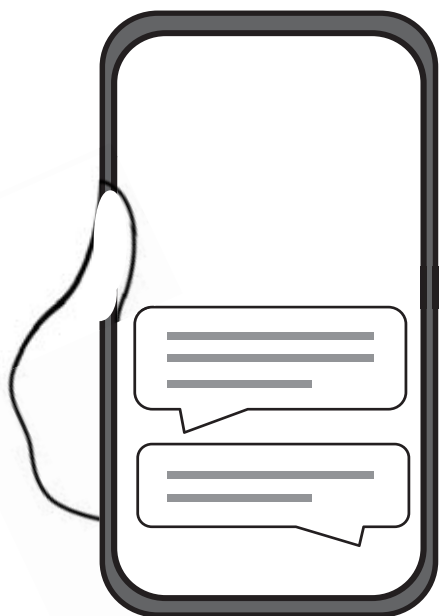
Refund Policy: With a written cancellation before July 31, 2022, the North Dakota Association of REALTORS® will refund your full registration fee, minus the administrative processing fee of \$25. After July 31, 2022, one-half of the registration fee will be refunded, minus the administrative processing fee of \$25. No refunds available after August 15, 2022. No shows will not be refunded. All refund requests will be processed following the convention. All requests for refund must be sent to the North Dakota Association of REALTORS® at 1616 Capitol Way, Bismarck, ND 58501, or emailed to Robyn O'Gorman at robyn@ndrealtors.com.



Online registration is available at:
www.conventionofthedakotas.com



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REALTOR® Safety Network

NAR now offers a REALTOR® Safety Network to notify members across the country of safety concerns and emergencies.

www.nar.realtor/safety/realtor-safety-alert-submission-form

Complete an online form notify the National Association of REALTORS® of a critical REALTOR® Safety-related issue. A response team will evaluate the submission to confirm it meets one of the following criteria for a nation-wide REALTOR® Safety Alert:

- A REALTOR® or the immediate family member of a REALTOR® goes missing
- NAR learns that the association name or the names of its programs are being used fraudulently to attempt to collect money or information from REALTORS® or others
- A physical threat to REALTORS® warrants national attention

You can also contact the National Association of REALTORS® Member Support Team Monday-Friday 8 a.m. to 6 p.m. CT by calling 1-800-874-6500.

NATIONAL ASSOCIATION of REALTORS®



Always use your office address when sending work-related mail, and never share your home address with clients. Follow the same protocol for email by using separate work and personal accounts.

FOR MORE SAFETY TIPS FROM NAR, VISIT www.NAR.realtor/Safety



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REALTOR GUIDE

HECM FOR PURCHASE



Eligibility Requirements:

- Be 62 years or older*
- Must be living in home as primary residence; vacation homes and investment properties do not qualify
- Complete a HUD-approved counseling session
- Must keep property taxes, homeowners insurance, and any applicable HOA fees current.
- Financial Assessment Required

*In Texas both borrowers must be 62 or older



Brenda Hougum
218-790-0954
bhougum@nwbanks.com
NMLS #400861

Sharon Johnson
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sjohnson@nwbanks.com
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Features:

- No monthly mortgage payments**
- Borrower could reserve cash assets
- More cash available for retirement
- No repayment of loan until last borrower moves out of home

Eligible Property:

- Single Family
- HUD Approved Condos
- Planned Unit Developments (PUD)
- Two to four unit property (one must be owner occupied)
- Manufactured Homes built after June 15th 1976 (must own land and be on permanent foundation)
- Property must be occupied within 60 days after closing date

Down Payment:

Down payment will vary based on age of youngest borrower, the current expected rate and the appraised value of the home. The older the youngest borrower is the smaller the down payment. Please call for specific numbers.

Not Allowed For Down Payment:

- Seller financing and concessions
- Cash from credit card
- Bridge loan of any kind
- Subordinate financing

Allowed Sources of Down Payment:

- Sale of departure home
- Sale of homebuyer's other assets
- Homebuyer savings
- Gift money from parties not involved in transaction

**Must maintain home as primary residence and keep property taxes, insurance and HOA dues current.





NORTH DAKOTA ASSOCIATION OF REALTORS® Officers and Directors 2022

Vision: NDAR is the trusted voice of real estate and the advocate for a better real estate future.

Mission: To advocate for the success of our members in partnership with our local Associations and the National Association of REALTORS®.



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Vision Home Inspectors, LLC
VISION Bank
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Western State Bank

Grand Forks

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American Federal
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ProTech Home Inspection
Sunrise Home Inspections
Summit Mortgage Corp.
United Valley Bank
U.S. Bank
Vilandre's
Wells Fargo
Wintrust Mortgage



North Dakota Association of REALTORS®

Calendar of Events

Updated 7/27/22

2022

| | | |
|--------------------------|-------------------------------------|-----------------|
| Aug 8-9 | NAR Leadership Summit | Chicago, IL |
| Sept 1 | ARELLO Mtg/Installation | |
| Sept 12-14 | REALTOR® Convention of the Dakotas | Bismarck, ND |
| Sept 28-29 | iOi Summit | Los Angeles, CA |
| Oct 19-20 | NDAR BOD & Committee Mtgs., | Minot, ND |
| Oct 24 | Professional Standards Training, | Pierre, SD |
| Nov 9-14 | NAR Convention, | Orlando, FL |
| Nov 29 thru Dec 1 | REALTOR® Party Training Conference, | Location: TBA |
| Dec 2 | ND REALTOR® Ring Day, | Statewide |

2023

| | | |
|------------------|------------------------------|-------------------------------------|
| Feb 15-16 | NDAR BOD & Cmte Meetings, | Bismarck, ND |
| Feb 15 | Legislative Social | Sixteen 03 Main Events, Bismarck ND |
| Mar 17-20 | AE Institute, | Seattle, WA |
| May 6-11 | REALTORS® Legislative Mtgs., | Washington, DC |
| Aug 14-15 | Leadership Summit | Chicago, IL |
| Nov 12-17 | NAR Convention, | Las Vegas, NV |

2022

JANUARY

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AUGUST

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SEPTEMBER

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OCTOBER

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NOVEMBER

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DECEMBER

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REALTOR BENEFITS® PROGRAM





NATIONAL ASSOCIATION of REALTORS®
REALTOR Benefits® Program



North Dakota Real Estate Commission
1120 College Dr Ste 204
Bismarck ND 58501
Contact: Jeanne Prom, Executive Director, at 701.328.9749
www.realestatend.org

N.D. real estate license rule changes took effect July 1, 2022

The N.D. Legislative Rules Committee approved the final rules changes, codified in North Dakota Administrative Code (NDAC) Chapter 70. These updated rules took effect on July 1, 2022.

In June, the N.D. Real Estate Commission emailed information on the rule changes to all licensees. Some major changes are highlighted below for information. Always refer to the actual language of the entire rule for accurate interpretation.

Trust accounts – NDAC 70-02-01-15, and repealed – 70.5 – RETA Committee

Tracking, transferring earnest money, non-interest bearing

The updated rule clarified that the broker is responsible for tracking all earnest money including money wired by the buyer to either the broker's trust account or to a non-broker third party. Refer to 70-02-01-15, the added language is subsection (f).

Trust accounts are non-interest bearing, RETA eliminated

- Trust accounts must be non-interest bearing, the Real Estate Trust Account Committee rule (NDAC 70.5) was eliminated and references to RETA are no longer in the rules, to reflect 2021 law changes.

Updated trust account language

- Language was eliminated referencing definition of "authorized financial institution," kinds of trust account cards, permanently bound record book, and interest tracking in trust account processes.

Teams – definition, advertising -- 70-02-03-02.1, broker responsibilities for teams -- 70-02-01-21

- Teams defined and teams advertising (70-02-03-02.1) – A team is 2 or more licensees who work for the same brokerage under the supervision of the designated broker, who work together on real estate transactions to provide real estate brokerage services, represent themselves to the public as being part of a team, and are designated by a team name. Advertising by a team must comply with all requirements of section 70-02-03-02.1. Teams may not advertise in any manner which suggests a team is an independent real estate brokerage firm.
- Broker responsibilities and supervision of teams (70-02-01-21)

The designated broker is responsible for:

- ☐ supervising teams and
- ☐ shall have a written policy that identifies and describes the team relationships in which its licensees may engage.
- ☐ Designated brokers shall maintain a chronological written record of all teams and team membership, and
- ☐ provide such records to the commission upon request.

Advertising, including advertising by teams – 70-02-03-02.1

- Trade name. Advertising must be done in the real estate brokerage agency's trade name as licensed with the commission and the trade name must be equal to or greater than, in size and visibility, the name of any salesperson, associate broker, or team on the advertising. Discipline of licensees based on failure to meet this size and visibility requirement will be delayed until January 1, 2023.

Continuing education (CE) -- 70-02-04

- Annual continuing education required for a licensee to renew as active increased from 9 hours to 12 hours.
 - NDREC has waived the additional 3 CE hours for the current CE period only – Nov. 16, 2021 through Nov. 15, 2022.
- New salespersons who have completed the 90-hour pre-licensure course are exempt from the CE requirement for their first license renewal.

Fees – limits increased but no fee increases now

- The limit on fees NDREC can charge for organization licenses (70-02-01-02), pre-licensure course applications (70-02-02-02), and CE course applications (70-02-04-07) was increased.
 - NDREC is not increasing these fees at this time.

See full text of the updated rules on the General Administrative Rules link on the NDREC website, www.realestatend.org.

OFFICIAL NOTICE OF MEETING

ALL REALTOR® members of the NDAR are hereby notified of the Annual General Membership Meeting as follows:
Tuesday, September 13, 2022 – 2:15 pm

ELECTION OF OFFICERS

The Election

The election of officers shall take place from Friday, August 12th – Tuesday, September 13th with election results to be announced on Tuesday, September 13th at the General Membership Meeting.

ARTICLE VIII. Section 1. Nominations Task Force

The Task Force shall nominate at least one candidate for each office and position on the Board of Directors, which is filled by election of the membership. Additional candidates, who must be members in good standing, may be placed into nominations by submitting a nominating petition, provided by the Association that contains signatures of at least 50 members in good standing. Such petitions must be received at the Association office no later than 45 days before the election.

Nominations by the Nominating Task Force and by petitions shall be disseminated to the general membership at least 30 days prior to the election. The election is held during the Annual Membership Meeting of the Association.

As the need should arise, the Task Force shall additionally nominate candidates for the position of Director to the National Association of REALTORS®.

ARTICLE VI. Section 1. Annual Membership Meeting

The Association shall have an Annual Membership Meeting for its Members in the month of September at a time and place as has been designated by the Board of Directors. The meeting will always be held in conjunction with the Annual Convention of the Association. Members, as listed in Article II, Section 1, B, C, and D, and who are considered to be in good standing per Article III, Section 3, are entitled to fully participate and vote on all matters which come before the Annual Membership Meeting without any further restriction as to qualifications.

Section 1(A). Voting procedures for REALTOR® Members. Voting in Person

REALTOR® and REALTOR® Associate members who are present at the annual or special membership meeting and who are members in good standing (Article III Section 3) shall be entitled to vote at such meetings.

Absentee Voting

REALTORS® and REALTOR® Associates who are members in good standing (Article III, Section 3) and who are not present at the annual or special membership meeting may vote by absentee ballot. Absentee ballots will be published to members by the Association with descriptions of the substance of any proposals at least 30 days prior to a membership meeting.

Section 1(B). Absentee Ballots

Absentee ballots must be received by the Association office 10 days prior to the annual membership meeting.

2022 ABSENTEE VOTING BALLOT

Any REALTOR® member who will not be able to attend the General Membership Meeting on September 13, 2022 at 2:15 pm may vote by Absentee Ballot. Ballots can be sent in or by electronic voting. **ALL ELECTRONIC & ABSENTEE BALLOTS MUST BE RECEIVED AT THE NDAR OFFICE NO LATER THAN CLOSE OF BUSINESS ON SEPTEMBER 2, 2022.**

NDAR Election of Officers

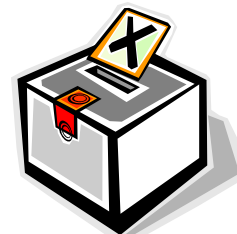
The Nominating Committee places in nomination the following REALTORS®:

*Note: Kevin Fisher automatically advances to President per Bylaws.

For President Elect: Nick Olson ☐

For Vice President: Vicky Matson ☐

Jamie McLean ☐



Electronic Voting Link: <https://rogorman.wufoo.com/forms/z1adq8v60wji6hh/>

Mail in Ballots must be received at the NDAR Office no later than September 2, 2022.

NDAR | 1616 Capitol Way | Bismarck, ND 58501 | Phone: 701-355-1010 | Email: robbyn@ndrealtors.com



North Dakota Association of REALTORS®

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