



# ND REALTOR®

December 2019

Winter Issue

## ND REALTOR® of the Year Award

At the recent REALTOR® Convention of the Dakotas, Desri Neether, NextHome Legendary Properties, Bismarck, ND received the coveted State REALTOR® of the Year Award. This award is the highest honor that the State Association of REALTORS® can give to its members. The selection criteria is judged by the REALTORS® activities on the local, state and National level, on the amount of volunteer activities in their communities, personal business accomplishments and a high professional REALTORS® standard. She was chosen from among 6 other candidates nominated by their local Board of REALTORS®.



**Desri Neether**  
Bismarck Mandan  
**2019 State REALTOR® of the Year**

Neether, who has been a licensed REALTOR® since 2013, is a member of the Bismarck-Mandan Board of REALTORS® (BMBOR). She has been actively involved with her local board, the North Dakota Association of REALTORS® and the National Association of REALTORS® currently serving as President of the Bismarck Mandan Board of REALTORS®.

Desri has served on numerous committees on all three levels (local, state, national), is a Sterling R Major Investor for RPAC, and has attended many state and national conventions.

Desri has participated largely with the United Way in Bismarck Mandan - volunteering and serving on committees such as Relay for Life, Chamber of Commerce, Shriners organization, Pink-It Forward, Heavens Helpers Soup Café for the Homeless, Rebuilding Together, City of Bismarck Special Assessment & Infrastructure Task Force, and many other local organizations. She is also a donor and supporter to other community projects and foundations locally.

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



**Michael Schwab**  
Badlands



**Ben Schroeder**  
Fargo



**Lynda Hartmann**  
Grand Forks



**Sally Domke**  
Jamestown



**Shari Anhorn**  
Minot



**Kari Donner**  
Williston

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# President's Message

Amy Hullet,  
2019 NDAR President



Wrapping up the last quarter of 2019 as your NDAR president went extremely fast! I was hoping to roll out in peace but of course we kept very busy.

We started in September with state convention in Deadwood, South Dakota (The REALTOR® Convention of the Dakotas). The attendance was high, of course everyone wanted to take in spectacular Deadwood. I only saw the walls of the convention center as we took in the Elkhorn Ridge Golf course, excellent CE

hours, a concert by Night Ranger, and still was able to squeeze some state business in at the Board of Directors meeting. New officers were elected and appointed for 2020. We welcome Shawn Ostlie as the new Vice President and Nick Olson as the Director at Large. We were also graced at this convention by several NAR guests. These included the NAR President John Smaby, REALTOR® Party Liaison Kevin Sears, and Kenny Parcell who is running for NAR Vice President in 2021. Not to exclude my favorite report of the year, the economic presentation for Lawrence Yun was very informative. A lot was taken in as we all left convention, but the girl who took home the trophy was Desri Neether, named the North Dakota REALTOR® of the Year.

This year (2019) is NDAR's 75th Anniversary! There has been a taskforce that has met by phone through- out the year deciding how to share this announcement among all the members in the state. They came together and asked for a \$7,500 donation to be given to a charity that is reaches across the state, so the Board of Directors approved this idea. The Salvation Army became the benefactor in each association of \$750 as a kick-off to the North Dakota Association of REALTORS® REALTOR® Ring Day. Some of the checks have been presented and will continue to be sent. I hope all of you were able to raise money on Friday, Dec. 6th as we rang the bells statewide. Always anxious to hear the numbers raised due to the wonderful volunteers that give of their time for this one day!

Well there is nothing like windshield time! The state van traveled many miles this quarter with Jill and myself venturing around the state. First was to Jamestown Board of REALTORS® in October where I was invited to install the new officers during their Member Luncheon for the month. It is an exciting time of year when the Association Presidents are handing over the reins and new leadership is taking a look at the future.

Also in October we were honored by an invitation from the Bank of North Dakota to do a conference call with bankers from across the state. This call was geared to share the market numbers from every association. There were questions about the market and affordable housing, which we all experience and look at every day, but to them it was very informative to hear it from agents that are the boots on the ground.

Along came November and we flew off to National Convention in San Francisco. While we were there, I attended committee meetings and State President round tables. Networking with other Presidents and sharing of concerns around the world. Several items came out of NAR convention. The C2EX (Commitment to Excellence) program that is

offered as a free education opportunity for all agents, was approved for the course counting towards your Code of Ethics requirements for your membership to your association. I highly recommend that you sign on right now to [c2ex@realtor.com](mailto:c2ex@realtor.com) and get started or finish this designation. NDAR is also offering a challenge to those who complete the course by July 1st, 2020. If you are one that completes this course by then your name will go into a drawing and you could be chosen for a \$2,000 travel voucher to the REALTOR® Convention of the Dakotas in Grand Forks, or as I would personally choose you can use it to travel to the NAR convention next year in New Orleans, but you get to choose! Good luck to all - and another bonus is that you can learn on an app on your phone! The other important item that was passed at the Board of Directors meeting was the "Clear Cooperation Policy". The policy requires listing brokers who are participants in a multiple listing service to submit their listings to the MLS within one business day of marketing the property to the public. MLSs have until May 1, 2020, to implement the policy. This policy was passed to make it so we are serving the customer better.

*Hullet see page 16*

## North Dakota Association of REALTORS®

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## 2019 Officers

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# Omega Tau Rho



Karin Haskell



Lorrie Nantt



Rita Berg



Kevin Swann



Gary Pattison



Jennifer Jensen

Not  
Pictured:

John Liffbrig

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 2019 Omega Tau Rho recipients are:

**Karin Haskell – 2018 State REALTOR® of the Year – Alliance Real Estate, Bismarck**

**Lorrie Nantt – 2018 RRC Chapter Chair – RE/MAX Integrity Realty, Dickinson**

**Rita Berg – Emeritus – Park Company, Fargo**

**Kevin Swann -- Emeritus – Swann Real Estate, Fargo**

**Gary Pattison -- Emeritus – Century 21 FM Realty, Fargo**

**John Liffbrig – Emeritus – Liffbrig REALTORS® Inc., Williston**

**Jennifer Jensen – Emeritus – Coldwell Banker Element Realty, Fargo**



And the Winner Is.....

# Commitment to Excellence (C2EX)

Congratulations to Tammy Lapp-Harris – Integra Realty Group, Bismarck winning the \$100 gift card from NDAR in a drawing among the 100% completions of the C2EX program! There’s still time to get to 100% and be entered in the second drawing completing the program by July 1, 2020 you will be entered into a drawing for a \$2000 travel voucher for either the Convention of the Dakotas or NAR National Convention for 2020 in New Orleans – Start your journey today!

Have you engaged with Commitment to Excellence? More than 15,000 REALTORS® have already started their C2EX journey and are leveraging their learnings. If you haven’t signed up for C2EX, get started today. You don’t want to miss this opportunity to gain market advantage for yourself and stand out among your competition!

<https://www.nar.realtor/commitment-to-excellence>

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## Dawn Watson named Director of Member Services & Communications for the North Dakota Association of REALTORS®

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

Watson comes to the ND Association of REALTORS® with over 12 years of experience in communications, marketing, and membership services. Her previous roles include Communications Director for the ND Grain Growers, and Executive Director of the US Durum Growers Association in Bismarck. In addition, Watson has more than 7 years of experience as a small business owner/operator.

Watson earned both a Bachelor of Science and a Master's degree

from the University of North Dakota.

Jill Beck, CEO for NDAR, "We are excited to have someone of Dawn's caliber to bring the ND Association of REALTORS® communication and member services to the next level."

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



# 2020 NDAR Officers Elected

Congratulations to the 2020 NDAR officers elected during the General Membership/Board of Directors meeting held at the 2019 Convention of the Dakotas in Deadwood, SD.



Jill Lee



Mary Shelkey Miller



Shawn Ostlie



Nick Olson

Jill Lee, Williston - President  
Mary Shelkey Miller, Bismarck Mandan - President-Elect  
Shawn Ostlie, Fargo Moorhead - Vice President

Also appointed as the NDAR Director at Large by 2020 NDAR  
President Jill Lee is Nick Olson, Fargo Moorhead



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# Chips From The Board

## Bismarck-Mandan BOARD OF REALTORS®



• Building around "The Kentucky Derby" theme, BMBOR's Inaugural Celebration & Awards Ceremony was a hit!

Attendees donned glamorous hats and attire and sipped on Mint Juleps. The Master of Ceremonies, Jon Godfread, kept the program moving and entertaining. Awards were presented to Gina Hruby as the Affiliate of the Year and to Mary Shelkey-Miller as REALTOR® of the Year. Installed into office were Darren Schmidt, President; Joy Nelson, President-Elect; Jeff White, Vice President; Justin Sackman, Director; Heidi Hilzendegeer, Director; Jeni Grunseth, Director; and Jamie McLean, NDAR Director. Outgoing President Desri Neether presented a Distinguished Service Award to Mike Bohrer for his service as chair of the Presidential Advisory Group appointed to evaluate the public website.



• A work group has spent considerable time and effort on reviewing a new proposed sign ordinance for the City of Bismarck. Members were dedicated to communicating with City staff, reviewing revised versions of the proposal, attending public hearings, and keeping tabs on the whole process. Both commercial and residential agents and brokers have been involved. There is more work yet to be done before the ordinance is finalized. Jamie McLean is chairing the group.

• RPAC celebrated a record-breaking year with investments of over \$60,000. Chair Terri Benson-Holmstrom credits the team for all their work with the auction and for making lots of personal contacts to members.

• From the good hearts of our members, and as we get ready to kick off Ring Day, we presented over \$4,000 to school counselors in Bismarck and Mandan. These dollars help students in transition who are, for a variety of reasons, homeless or on their own with very little.

• President-Elect Darren Schmidt presented to the Chamber EDC's Local Issues Committee on local real estate trends and statistics.

• President Desri arranged a lunch gathering of REALTOR® Emeritus members. It was a great event with some fabulous conversation about what's happened in the real estate industry over the years.

• Staff members Heather and Sunne attended an excellent NRDS training session hosted by FMAAR. Heather also attended the CMLS conference in Salt Lake City. Sunne and Nancy took in a session on communication plans.

• Many members attended the ND/SD REALTOR® Convention of the Dakotas in Deadwood. We are so proud of our own Desri Neether for earning the North Dakota REALTOR® of the Year Award!

Nancy Deichert,  
Association Executive

## Fargo-Moorhead Area ASSOCIATION OF REALTORS®



Congratulations to our recently installed Officers and Directors:

- Nick Olson – FM REALTORS® President
- Shane Cullen – FM REALTORS® President Elect
- Amber Carlton – FM REALTORS® Vice President
- Todd Kadrmas and Amber Olsen – FM REALTORS® Directors
- Gloria Palm Connor, Chris Feickert, Dawn Chadwick and Claire Smith – NDAR Directors
- Paul Krabbenhoft – MNR Director



Thank you to the following members with terms ending: FM REALTORS® Directors Michelle Borud and Terry Ellingson; NDAR Directors Emily Johnson and Chris Feickert; and MNR Director Lyn Dwyer. Your service is appreciated!

We've been busy with drives and giving back to our community. FM REALTORS® held a very successful book drive to benefit the Cass County Jail Chaplains. More recently, we had a Coffee Drive to benefit Churches United for the Homeless. 293 pounds of coffee, tea, hot chocolate and creamer were delivered earlier this month. A blood drive is upcoming on December 18th. Thank you to our Events Committee for all of their hard work.

We are trying something new and different! The annual Holiday Party has been moved to the evening of January 28th with a theme of "Celebrate You." This year we will be having various carnival games, in addition to our Silent and Live Auctions, to have fun while raising money for Issues & Mobilization. Members, Business Partners and guests will be entertained by the Concordia Jazz Choir. Check out our website for more information.

The new Board of Directors and Committees are in the process of ramping up for 2020 and have some new and exciting goals in the works. We are looking forward to a great 2020!

Marti Kaiser,  
*Association Executive*

The second half of the year stats have really picked up. We are currently 7% above last year at this time for number of New Listings, 1% above for Number Under Contract, 3% above for Number Sold, 5% above for Sold Volume and 2% above for Average Sale Price (\$243,726). We are looking forward to a strong finish to the year!

Our Awards Luncheon was held on August 20 at The Hilton Garden Inn. Congratulations to the following who received awards and recognition:

- REALTOR® of the Year – Ben Schroeder
- Jim Fay Award – Shawn Ostlie
- Distinguished Service Award – Chris Feickert
- 25 Year Pins – Mike Gunter, Bill Richter, Jim Pederson, Andy Knoll
- REALTOR® Emeritus – Jennifer Jensen, Gary Pattison, Kevin Swann
- Business Partner of the Year – Glen Deeton (Bell Banks)

Installation was held at our Connections Luncheon on November 19th. Daryl Braham served as the Installing Officer.



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A handwritten signature in blue ink that reads "Doug Burgum".

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## NAR Approves North Dakota REALTORS® for Emeritus Status



The Board of Directors of the National Association of REALTORS® approved four North Dakota members for Emeritus Status during the REALTORS® Mid-Year Meetings and Trade Expo in May of this year. This November at the NAR Annual Convention in San Francisco there were five North Dakota members approved for Emeritus status.

The following individuals have received the honor of Emeritus Status for having been active members of the REALTOR® family for forty plus years:

- Gary Pattison, Fargo Moorhead**
- John Liffrig, Williston**
- Jennifer Hogenson Jensen, Fargo Moorhead**
- Nancy Hoffelt, Williston**
- Joyce Lepine, Fargo Moorhead**
- Mary Vigen, Fargo Moorhead**
- Ronald Rheult, Fargo Moorhead**
- Brenda Martinson, Fargo Moorhead**
- Mark Richman, Fargo Moorhead**



# 2019 Convention

## ALL IN

REALTOR® Convention of the Dakotas  
September 11-13, 2019

Deadwood, SD

At the September BOD Meeting, NDAR Life Memberships were approved for Barbara Hangsleben, Grand Forks; Sharon Lunski, Grand Forks; Darlene (Susie) Monson, Williston; Nancy Hoffelt, Williston; Joyce Lepine, Fargo Moorhead; and Mary Vigen, Fargo Moorhead.



### State REALTOR® of the Year:

#### **Desri Neether**

NextHome Legendary Properties in Bismarck, ND was recognized as this year's State REALTOR® of the Year (ROTY) at the annual convention in Deadwood, SD.

*Congratulations to Desri!*

Desri is a member of the North Dakota Association of REALTORS® (NDAR); she serves on the Professional Development and Government Affairs Committees for NDAR. She is also the 2019 President for the Bismarck-Mandan Board of REALTORS® (BMBOR) and has served on its Board of Directors as both Vice President and President-Elect. Neether is very active in the local and state community in North Dakota. She is a Sterling R Major Investor for the REALTORS® Political Action Committee (RPAC).

Other nominees for NDAR ROTY this past year were: Shari Anhorn, KW Inspire Realty, Minot; Ben Schroeder, Park Company, Fargo; Sally Domke, RE/MAX Now, Jamestown; Mike Schwab, Continental Real Estate Inc., Dickinson; Lynda Hartmann, Greenberg Realty, Grand Forks; and Kari Donner, Next Home Fredricksen RE, Williston.

### Election of 2020 Officers and Installation:

2020 Officers Elected for North Dakota Association of REALTORS®

The North Dakota Association of REALTORS® (NDAR) elected the following leadership team members:

President – Jill Lee, RE/MAX Bakken Realty, Williston, ND

President-Elect – Mary Shelkey Miller,  
Hometown Realty, Bismarck, ND

Vice – President – Shawn Ostlie, Archer  
Real Estate Services, Fargo, ND

Director-At-Large – Nicholas Olson, Coldwell  
Banker Element Realty, Fargo, ND

Past President – Amy Hullet, Century 21 Morrison Realty,  
Bismarck, ND also continues to serve on the executive team

### Dakotas RRC

During the 2019 Dakota Residential Real Estate Council, (RRC) meeting, members were encouraged to identify other RRC members for the 2020 leadership team. The CRS Dakotas chapter is currently looking for a SD member for President and a Finance Leader/Vice Chair from North Dakota. If you would like to nominate someone please reach out to Jill Beck at the NDAR office. Jill can be reached at [jill@ndrealtors.com](mailto:jill@ndrealtors.com) or (701) 355.1010.



# of the Dakotas a Success!



## 2019 Dakotas CRS of the Year Award:

### **Sharon Lunski**

BHHS Family Realty, from Grand Forks was recognized as the 2019 Dakotas CRS of the Year. Lunski has been very active in her local community raising awareness of the Residential Real Estate Council's (RRC) mission, active within her state RRC while participating in networking groups, state CRS classes, and RRC with a Heart. She has been active with the North Dakota Association of REALTORS® (NDAR), and the Grand Forks Area Association of REALTORS® attending National meetings and recruiting CRS Designees.

*Congratulations to Sharon!*

## Omega Tau Rho Awards:

For being awarded the 2018 REALTOR® of the Year Karin Haskell, Alliance Real Estate, Bismarck; Lorrie Nantt, RE/MAX Integrity Group, Dickinson; for her leadership role as Dakotas 2019 RRC President, and for over 40 years of continued

membership in all three levels of the REALTOR® family – local, state and national; Rita Berg, Park Company, Fargo; Kevin Swann, Swann Real Estate, Fargo; Gary Pattison, Century 21 FM Realty, Fargo; John Liffbrig, Liffbrig REALTORS® Inc., Williston; Jennifer Jensen, Coldwell Banker Element Realty, Fargo.

## **Charities Fundraising Efforts:**

Spare Key once again attended and participated at the annual Dakotas Convention. President Amy Hullet presented the opportunity to donate to Spare Key during the NDAR annual meeting.

*Congratulations to All!*

A big **Thank You** to the Mt. Rushmore Area Association of REALTORS® for the great education and entertainment. Everyone left with a smile on their face, renewed friendships, and business referrals.

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*Chips continued from page 7*

## Grand Forks Area Association of REALTORS®

Winter is here and finally the weather seems like winter. With over 8 inches of rain in October along with snow we are really saturated here in NE North Dakota.

The market in the Grand Forks Area is steady as compared to past years. For the 3rd Quarter the number of sold units is up by almost 5%, while days on market has decreased 7 days. We have plenty of inventory in all price points.

In 2008 the Grand Forks Area Association of REALTORS® established a Scholarship fund in memory of Robert (Bob) Freeberg. Bob was a believer in state and local board participation and NEVER missed a State Convention. So in honor of Bob each year we will award a registration scholarship to send a New Member to the ND/SD REALTOR® Convention of the Dakotas. This winner for 2019 was Ben Olson.



The Committees of the Grand Forks Board of REALTORS® have been very busy in the past few months. The Public Relations Committee is participating in a Giving Tree Program through the Grand Forks County Social Services. Christmas for six needy families in the Grand Forks area will be much more festive because of the generosity of our Members and Affiliates of the Grand Forks Area Association of REALTORS®. Committee members will also participate in the Listen Center's Christmas tree program. Area businesses decorate Christmas trees which are then donated to needy families in Grand Forks. All monies from this program go the Listen Center in Grand Forks.

Lastly, we are preparing for this year's North Dakota REALTORS® and Minnesota REALTORS® Ring Day.

John Colter,  
*Association Executive*

## Jamestown BOARD OF REALTORS®

Since our last report our board has sponsored two education classes, Personal Safety and NDHFA FirstHome Essentials. We had very strong attendance providing our members access to great training.

In July we started our "JBOR Treats for a Cause" with a group of members gathering at Dairy Queen to support their Miracle Day Event. Our Board donated funds to support the cause and treat our members.

In August we participated in the "Block Party". This is a community event in downtown Jamestown designed to



welcome the University of Jamestown Freshmen to Jamestown. Participating organizations set up booths on main-street and provide "goodies" to all in attendance. The event is open to the public and has a large crowd show up to support the University Freshmen.

This year's Food Drive yielded great participation. Our members provided many items to our local food pantries.

In October we installed our new Board of Directors who will start their official duties on the 1st of December. President - Tricia Seckerson, Pres-Elect -Loni Trapp, Secretary - Jessica Clemens, Director - Jenna Schulte and Past President - Sally Domke.

In addition we held a successful Open House Event in October. This event included offices in both Jamestown and Valley City. We showcased many homes in both cities with good interest from the public.

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

Scot Nething,  
*Association Executive*



Minot  
BOARD OF REALTORS®



Where has the year gone?

It doesn't seem possible that we are scraping ice off the windows already. Although, every day is one day closer to spring.

We've been busy the last few months!

In August, we held our Annual Recognition Social, where we announced this years Business Partner of the Year, Amanda Geinert; Rookie REALTOR® of the Year, Danielle Bolinske and; REALTOR® of the Year, Shari Anhorn. We also recognized all of the nominees: Business Partner of the Year-Kevin Ternes, Mark Nelson, Tracy Roberts, Carissa Visocsky, Bob Marquardt and Paula Bachmeier; Rookie REALTOR® of the Year-Mae Geller, Rachel Gaddie, Kelly Morelli, Kelsey Bercier, Tianna Roulette, Anastasia Meyer, Charlise Burud, Danielle Delzer and Ashley Boley; REALTOR® of the Year-Tamie Dunn, Andrew Gudmunson, Nathan Stremick, Lisa Olson, Joyce Kuntz and Janet Schelling.

In October, we held our 2nd Annual Kicking the Cold Campaign

Williston  
BOARD OF REALTORS®



We have had a busy fall/winter already at the Williston Board - Kari Donner was recognized at the REALTOR® of the Year Luncheon at the Convention of the Dakotas for being awarded the 2019 Williston Board REALTOR® of the Year. Kari also

## Did You Know?



Jill Beck  
NDAR CEO

As some of you know the North Dakota Association of REALTORS® is 75 years old this year. On November 29, 1944 the charter was signed by both NAR and NDAR. Below are some highlights of legislative victories and changes in our industry that are most noteworthy.

-1944 charter was signed by the National Association and the North Dakota Association of REALTORS® (then NAR was known as NAREB - National Association of Real Estate Boards)  
-1957 was the establishment of license law in North Dakota after very strenuous efforts to get passed  
-1972 we started holding a joint convention with the South Dakota Association of REALTORS® (48 years)

-1976 was the creation of the first North Dakota REALTOR® newsletter

-1980 Housing Finance Agency (HFA) - created by initiated measure with 80% of the vote - done with a coalition of several industries

-1981 CE legislation was introduced and a do not pass out of committee was given out of the House committee and was also defeated by full House but procedures allowed for it to come back for reconsideration within 24 hours so some heavy lobbying by members happened that evening (remember this was prior to email and cell phones) so it was done in the bars in Bismarck that were frequented by legislators. It only passed in the Senate due to an amendment to add the "Grandfather Clause" that exempted long time licensees so after some back and forth it passed out of both houses. Before Governor Olson signed it he wanted proof from the NDAR that members were in support of it. Call was put out to membership to call the Governor and give their support - Governor ended up calling NDAR and saying "Call off the Dogs I got the message". There were attempts in three different legislative sessions to repeal CE but none were successful. It has been amended several times over the years and taken from authority of the legislature to that of the North Dakota Real Estate Commission through efforts of NDAR as well.

-1994 - Agency Law was passed and established - quite a change from what was practiced but needed

-2002 Interest on brokers trust accounts was created - Real Estate Trust Account (RETA). Other legislative victories of the NDAR were recording fees, sales tax on mobile homes, tenant landlord laws, independent contractor status definition for

RE practitioners, licensing of RE appraisers (1998), agency law, registration of home inspectors, drafted and supported (along with Homebuilders Association) legislation that allowed cities and counties to offer two year tax exemptions to get empty lots back on the tax role with the construction of affordable housing in early 90's.

-2007 - Habitat for Humanity, Global Village trip after Katrina - 16 members and staff went to Alabama and helped with the cleanup up efforts following the disastrous storm

-2010 - Started North Dakota Association of REALTORS® REALTOR® Ring Day in cooperation with the Salvation Army that is now being done in 35 states. Started by an initiative of our Membership Committee who knew members were involved in their communities but wanted communities to know that REALTORS® were vested in the areas they assist in the buying and selling of real estate. They discussed finding a program that could be done statewide on the same day and Ring Day was born statewide. Thank you to all that have rung bells for all these years.

Helped members and citizens in a time of need, especially during the Grand Forks flood in 1997 and the Minot flood in 2011.

Throughout the years there was much more legislation to benefit North Dakota citizens and benefit property rights that NDAR followed and supported or opposed depending on what was best for the consumer

Recognized for our political and advocacy efforts by NAR over and over again as we have a strong culture of advocacy amongst our membership.

Local Boards established:

1921 - Fargo Moorhead

1944-45 - Bismarck Mandan Board, Grand Forks Board and Minot Board

1958 - Jamestown Board

1963 - Williston Board

1976 - Badlands Board

From the 1944 charter date until 1968 the Association Executive (AE) was an elected position by the Executive Committee with a change each year as officers were elected.

In 1972 Jack Hilleboe was hired as the first AE until 1975 and Wally Owen was hired in 1976 and stayed until 1979. In 1980 Claus Lembke was hired and continued employment until 2008 as the AE and then continued for five more years as the part time work for government affairs. After working many years for the Association I was hired in the fall of 2008 as the AE a job I continue today.

For full list of Past Presidents of the NDAR please visit the website - [www.ndrealtors.com](http://www.ndrealtors.com) and click on <https://www.ndrealtors.com/wp-content/uploads/2018/01/Past-Presidents-1.pdf>

Thank you to each of you for your membership and hope the few items mentioned above support what the NDAR is all about although that is just a peek at all the stuff that the NDAR has been and continues to be involved in.



**Minot Chips** continued from page 13

to provide clean, gently used and new winter gear to those in need. Our Public Relations Chairperson, Mataya Lafontaine, did a wonderful job spearheading the event to collect and have the coats cleaned before they were distributed. We gave out over 220 coats, plus hats, gloves, scarves and boots.

On October 4th, we held a Cornhole Tournament for RPAC at the Moose Lodge. This was an awesome event thanks to the collective efforts of our Executive Team as well as the RPAC Fundraising committee. We raised over \$3000 and added 26 new investors, bringing our 2019 participation to 79%. We plan on holding the tournament again next year, possibly to break the winter grind early in the year.

November 14th was the MBOR Annual Membership Meeting at the Sleep Inn. Our featured speaker was Paula Bachmeier of North Dakota Guaranty and Title. We also swore in the 2019-2020 Officers and Directors. They are:

- Tamie Dunn-President
- Amber Kraft-President Elect
- Kerri Zabloney-Secretary/Vice President
- Delynn Weishaar-3rd yr Director
- Bonnie Domsteen-2nd yr Director
- Todd Fettig-1st yr Director
- Lisa Olson-Immediate Past-President

Most recently, we held the Salvation Army Fundraiser and Holiday Social. The Social Committee did a great job of gathering donations and putting together all of the details to ensure another successful event. We raised over \$4600 going to our local chapter of the Salvation Army.

Up next, Ring Day! Happy Holidays to everyone!

Beth Mayer,  
*Association Executive*

**Williston Chips** continued from page 13

represented WBOR as a candidate for NDAR's State REALTOR® of the Year at the convention. The State REALTOR® of the Year was awarded to Bismarck's Desri Neether from NextHome Legendary Properties. Congratulations to Desri!

On November 21st we held our annual Ugly Christmas Sweater Party at the Williston Brewing Co. with a social, dinner, games of chance, auctions and donations for various charities and an Ugly Christmas Sweater contest. NDAR CEO Jill Beck and 2019 NDAR President Amy Hullet were in attendance from Bismarck. A whopping total of \$20,000 (wow) was raised for local charities including Bras for a Cause, Opportunity Foundation, and the Coyote Pup Organization. Our members are very generous and we enjoy giving back to our community.

Friday, December 6 we will be bell ringing for the Salvation Army in many locations around Williston. Looks like the weather may cooperate this year and not be too cold, as we never know what we'll get in North Dakota.

Installation of the 2020 leadership team was conducted during the Holiday Event for Officers Kari Donner, President; JoAnn Callahan, Vice President; Alex Gilbertson, Secretary/Treasurer and Chelsey Melby, Director. Special thanks to Heather Kitzman for her service in 2019.

Wishing everyone a happy holiday & prosperous 2020.

Jill Beck,  
*Association Executive*



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*Hullet continued from page 2*

But of course we could not end National convention without a WHIRL WIND OF CHAOS! As you travel during this time of year there is a chance that your will be stranded somewhere! Why not us! Leaving San Francisco we are delayed! YEAH! A wonderful snow storm had hit the Midwest and of course there are no planes or pilots to get you home on time. We made the flight to Minneapolis, but of course no plane to get us to Bismarck from there. So many of us were traveling together and were told we could find a flight home on Wednesday - did I mention it was Monday? Well, windshield time was spent again with 7 of us renting a car and making the long trip home on Tuesday!! We all made it, of course it was close quarters and we had to make many stops to stretch our legs, but all were glad to get home safely. Of course I had no issues, I am the driver!!!

After returning from National Convention, it was time for more traveling within the state. Again it was my pleasure to be asked to install the officers in my own Association. The Bismarck/Mandan Board of REALTORS® hosted their inaugural celebration with a Kentucky Derby theme and I was honored to attend that event and install their new officers for 2020.

Now mind you we have not done enough traveling at this point in bad weather, so we left the very next day to head to Fargo. We were planning an evening trip but there was bad weather coming again! So we changed plans and headed for Fargo earlier in the day. Our goal was to swing by the Fargo Board office in the morning and take a tour and possibly stop at a few other offices before leaving towards Grand Forks. As you can imagine the roads were not so great the next day, but being the troopers that we are we buckled up and headed to Grand Forks for their luncheon and installation of officers. Another wonderful moment shared with new leaders & the bonus takeaway was that they were doing their annual bake sale auction to invest in RPAC. Let's just say I left some money in Grand Forks. By 1:00 pm we were on the road

to travel to Williston to be a part of their Ugly Sweater Holiday Event to wrap up their year. I was asked by their board to do the installation of officers that evening. With honor we stood there in our ugly sweater gear and they pledged to serve their association. They were also having a wonderful charity event with a live auction. I did not hesitate to leave more money on the table. It amazes me the amount of giving that we do as Associations, to others, to organizations and to our communities! Thank you all for the people that you surround yourself with!

To end the year just a quick update on the statewide purchase agreements. The task force has been meeting with the final draft in hand just making the final touches on it. The goal would be to have it finished and available by the end of the first quarter of the year. I hope to see you all using it by mid- 2020. Just a huge thank you to this task force for the time that they have put into this to make our world just a little better place.

And last thing to mention is the conversation about a regional MLS which has been going on for the last year. we are ready to bring in a consultant that has helped other associations accomplish this to North Dakota to answer all the questions that continue to come up, which is how would it work? This is the big unknown and so we are reaching out for help from outside to make the conversation more inline with how we would move forward and what you can all take back to your boards to make the decisions needed.

The end is here, I leave you in good hands with the 2020 leadership! I have been very blessed with a crazy year of meetings, conventions, and of course more conference calls than ever, due to the fabulous weather that we had every time I said meeting! LOL! This is an association that I treasure and believe will guide us into the future and only make us better agents!

Take care & thank you again for this opportunity,  
Amy Hullet



## Calendar of Events

Updated 12/4/19

### 2019

**Dec 18** NDREC Mtg. Bismarck, ND

### 2020

**Jan 8-9** NDAR Planning Retreat, Devils Lake, ND  
**Jan 22** NDREC Mtg. Bismarck, ND  
**Feb 25** NDHFA Homeownership Forum, Fargo, ND  
**Feb 26** NDHFA Homeownership Forum, Bismarck, ND  
**March 11** NDREC Mtg. Bismarck, ND  
**Mar 25-26** NDAR BOD & Cmte. Mtgs., Williston. ND

### 2020

**April 16** NDHFA Multifamily Forum, Bismarck, ND  
**April 20-22** Region 8 Meeting, Lincoln, NE  
**May 6** NDREC Mtg. Bismarck, ND  
**May 11-16** REALTORS® Legislative Meetings, Washington, DC  
**June 24** NDREC Mtg. Bismarck, ND  
**July 29-30** NDAR BOD & Cmte. Mtgs., Medora, ND  
**Sept 16-18** REALTOR® Convention of the Dakotas, Grand Forks, ND  
**Oct 14-15** NDAR BOD & Cmte. Mtgs., Valley City, ND  
**Nov 11-16** NAR Convention, New Orleans, LA  
**Dec 4** ND REALTOR® Ring Day, Statewide





# Save These Dates! 2020 NDAR Meetings

## NDAR Leadership Planning Retreat

Devils Lake, ND – Woodland Resort  
January 8-9

## NDAR Board of Directors & Committee Meetings:

Williston, ND - Venue TBD - March 25-26  
Medora, ND - Rough Rider Hotel - July 29-30  
Valley City, ND - AmericInn by Wyndham  
October 14-15



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# CONVENTION



Dr. Lawrence Yun NAR Chief Economist & SVP of Research spoke at the ROTY Luncheon



NDAR's 2019 REALTOR® of the Year Winner from the Bismarck Mandan Board of REALTORS® Desri Neether!

Karin Haskell receiving Omega Tau Rho award



Installation Banquet!



Q & A with NAR Leaders Rod Helm – NAR Region 8 VP, Kevin Sears – REALTOR® Party Member Involvement Liaison, John Smaby – 2019 NAR President



# HIGHLIGHTS



Amy Hullet & Mary Spichal during the NDAR Board of Directors meeting during convention

Busy NDAR Board of Directors Meeting



2019 NDAR REALTOR® of the Year Candidates (L to R) Kari Donner – Williston, Shari Anhorn – Minot, Sally Domke – Jamestown, Lynda Hartmann – Grand Forks, Desri Neether – Bismarck Mandan, Mike Schwab – Badlands. Not pictured: Ben Schroeder – Fargo Moorhead



2020 SD/ND Officer Installation.



# Convention of the Dakotas

September 16-18, 2020

Grand Forks, ND

## Special Events

More Details Coming Soon

- Education:** Mark Given  
Jerry Anderson
- Entertainment:** Dining, Music, Dancing & FUN
- Golf:** Kings Walk Golf Course  
Wednesday, September 16, 2020 – See Golf Registration Form
- Wednesday Afternoon Activities:** TBD – Guaranteed Fun!

## Registration Fees

Full registration includes all convention activities & education except golf & special activities on Wednesday afternoon.

<b>Early Bird Registration</b> (9/13-10/1/2019)	<b>\$230.00</b>
<b>Full Registration</b> (10/1/2019-7/31/20)	<b>\$260.00</b>
<b>Late Registration</b> (after 7/31/2020)	<b>\$280.00</b>
<b>Non-Industry Spouse/Guest</b>	<b>\$125.00</b>
<b>Affiliate</b>	<b>\$150.00</b>
<b>Golf</b> Includes green fees, cart rental, lunch & prizes	<b>\$100.00</b>

**Wednesday Afternoon Activities:** TBD



## Registration

Date of Registration \_\_\_\_\_

Name \_\_\_\_\_ NRDS # \_\_\_\_\_

Address (billing address of credit card) \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

Spouse/Guest Name \_\_\_\_\_

Company Name \_\_\_\_\_

YES – Please Register Me For Golf

YES – I Am Interested in Wednesday Afternoon Activities

My Check # \_\_\_\_\_ is enclosed for \$ \_\_\_\_\_  
*Make Payable to GF 2020 Convention of the Dakotas*

Charge \$ \_\_\_\_\_ to my Credit Card # \_\_\_\_\_

Expiration Date \_\_\_\_\_ 3 Digit Code \_\_\_\_\_

Signature \_\_\_\_\_

Please check here if you have a disability that requires special services.  
Please attach a written description of your needs.

**Refund Policy:** Request for refunds must be made in writing & are subject to an administrative processing fee in the amount of \$40. Requests for refund should be sent to Grand Forks Area Association of REALTORS®, 1407 24<sup>th</sup> Ave S #340, Grand Forks, ND 58201 or email to [gfaar@gfndrealtors.com](mailto:gfaar@gfndrealtors.com). After July 31, 2020, ½ of the fee will be refunded. After September 9, 2020 no refunds will be made. All refund requests will be processed following the convention.

# 2020 ND NAR Committee Members



**Jill Beck**  
Board of Directors  
Leadership  
Academy Advisory  
Group



**Daryl Braham**  
Board of Directors  
Professional Standards



**Amy Hullet**  
RPAC Major  
Investor



**Jill Lee**  
Board of Directors  
Professional  
Development



**Marti Kaiser**  
Membership  
Policy & Board  
Jurisdiction



**Nancy Deichert**  
Multiple Listing  
Issues & Policy



**Greg Larson**  
Insurance &  
Public Policy  
Coordinating



**Jamie McLean**  
Data  
Strategies



**Karin Haskell**  
RPAC  
Participation  
Council



**Cindy Harvey**  
Real Property  
Valuation



**Mary Shelkey  
Miller**  
Idea Exchange  
Council for  
Brokers



**Shane Cullen**  
Data  
Strategies



**Desri Neether**  
Leading Edge  
Advisory  
Board



**Larry Louser**  
Single Family  
Investment  
Management



**Scott Louser**  
State & Local  
Issues  
Mobilization  
Support



**Shawn Ostlie**  
Local  
Leadership Idea  
Exchange  
Council & Small  
Board Forum



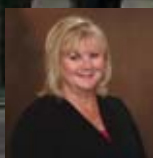
**Dave Lanpher**  
Housing  
Opportunity



**Jerry Youngberg**  
Global Business &  
Alliances & Public  
Policy  
Coordinating



**Neal Messer**  
Federal Taxation



**Diana Zietz**  
Risk Management  
Issues



**Vicki Roller**  
Risk Management  
Issues



**Mary Spichal**  
REALTOR®  
Party Member  
Involvement



**Tricia Schlosser**  
Broker  
Engagement  
Council



**TBD**  
Professional  
Standards



**Nicholas Olson**  
State and Local  
Issues



**Badlands Board**

1st Look Inspection
American Bank Center
Benchmark Mortgage
Bremer Bank
Dacotah Bank
Dakota Community Bank
Dakota West Inspection Service
Dickinson Press
Dickinson - Assessors Office
Don's Filters & Furnace
Ebeltoft Sickler Lawyers
Edgewood Hawks Point
ENG Lending
Floor to Ceiling Carpet One
Gate City Bank
Guild Mortgage
Jon's Home Comforts, Inc
Kirkwood Bank & Trust
Kristi Schwartz Agency/Allstate
Kubik Bogner Ridl & Selinger
Mackoff Kellogg Law Firm
ND Guaranty & Title
ND Housing Finance Agency
Nodak Mutual Insurance
Patriot Home Inspections
Prairie Marketing Association
Queen City Abstract
Roughrider Electric
U.S. Bank
Wells Fargo Home Mortgage
Western Agency, Inc.
Western Cooperative Credit Union

**Minot Board**

Allstate Insurance - Kim Albert Agency
Bertsch Home Inspection
Bremer Bank
Central Home Inspection
City Assessors Office (Ward Co Tax Equal.)
Dacotah Bank
eLending Now
Farmers Union Ins. - Heilman & Marquardt
Farmers Un Ins. - Ressler, Sipma, & Beuchler
First Western Bank & Trust
Guaranteed Rate
Mountain State Financial
ND Guaranty & Title
ND Housing Finance Agency
The Wellington
Town & Country Credit Union
United Community Bank
U.S. Bank
Venable Enterprises
Wells Fargo
Ward County Tax Equalization
Primary Residential Mortgage

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America's Home Loans	Kirkwood Bank & Trust
Avig	Meridan Land Surveys
Bank of North Dakota	Mountain State Financial Group
BenchMark Mortgage	ND Guaranty & Title
Bismarck Mandan Chamber EDC	ND Housing Finance Agency
Bis-Man Elks Lodge #1199	Plains Commerce Bank
Bis-Man Home Builders	Professional Property Inspections
Bismarck Title Co/Morton Co Title	Quality Title, Inc
Bismarck Tribune	Railway Credit Union
BlackRidge Bank	Ramkota Hotel
BNC National Bank	Rocky Gordon & Company
Bremer Bank	Security First Bank of ND
Capital Credit Union	Stoneshire Builders
Capital City Advertising	Starion Bank
Chapman & Chapman P.C.	Superior Insurance Agency
Choice Financial	tcf Home Loans
Dakota Awards	U.S. Bank Home Mortgage
Dakota Community Bank & Trust	Vue Credit Union
Diversity Homes	Wells Fargo Home Mortgage
eLending Now	
First Community Credit Union	
First International Bank & Trust	
First Western Bank & Trust	
Flash Printing	
Gate City Bank	

**Williston Board**

American State Bank	Mark Thelen Appraisal
Dakota Appraisal & Consulting	ND Housing Finance Agency
Farm Credit Services of ND	ND Guaranty & Title
First International Bank	Unify Home Lending
First National Bank	U.S. Bank
Gate City Bank	Western Area Builders Association
Horizon Appraisal Services	Western Coop Credit Union
Krill Appraisal	Williams County Abstract
Major Mortgage	Williams County Assessors Office

**Grand Forks Area Association**

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1st Community Credit Union	Gate City Federal
1st State Bank	Grand Forks Abstract
Alerus Financial	Grand Forks City Assessor
American Family Insurance	North Country Home Inspection
Bank Forward	North Star Works
BenchMark Mortgage	Priority Title
Bremer Bank	tcf Home Loans
Country Financial	United Valley Bank
Choice Financial	Vilanders
Clean Tech	U.S. Bank
Farmers Union Insurance	Wells Fargo Home Mortgage
First Class Mortgage	Wintrust Mortgage
First Community Credit Union	
Frandsen Bank & Trust	

**Fargo Moorhead Area Association**

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All American Commercial Title	Integra Realty Resources
American Federal Bank	Jordahl Custom Homes, Inc
Arvig Media	Jorge L. Pagan
Be More Colorful	Labor Masters
Bell Bank of Fargo	Lake Agassiz Habitat ReStor
BenchMark Mortgage	Natwick Appraisal
BlackRidge Bank	ND Guaranty & Title Co.
Border Appraisals	ND Housing Finance Agency
Bremer Mortgage	Nordic Home Inspection
Caliber Home Loans	Northern Title
Capital Credit Union	Northwestern Bank
Cass County Abstract	OnPoint Insurance Services
Cass-Clay Electric Coop	Park Company Mortgage
Cass County Director/Equalization	Plains Title LLC
Central Minnesota Credit Union	Prime Lending
Change is Good!	Rainbow Internat'l Restoration
Chapman & Chapman, P.C.	Radiant Homes
Choice Bank	Ramsey National Bank
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City of Moorhead	Rebuilding Together F-M
City of West Fargo	Red River Home Inspectors
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Cornerstone Bank	Schwartz Appraisal Co.
Country Financial	ServPro of Fargo-Moorhead
Cutco Closing Gifts	Solution Design
Dabbert Custom Homes	Starion Bank
Delta by Marriott	Staybridge Suites
Dirks Digital Media - Fargo	Superior Insurance Agency, Inc
DJ Colter Agency, Inc	tcf Home Loans
DJ's Home Inspection, Inc	T & S Title and Closing
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Financial Business Systems	United Savings Credit Union
First Class Mortgage	Unity Mortgage
First Community Credit Union	U.S. Bank Home Mortgage
First International Bank	Valley Mortgage
Flight Pros	Vision Home Inspectors, LLC
F-M Mortgage Corporation	VISIONBank Mortgage & Loan
FM Title	Wells Fargo Home Mortgage
Gate City Bank	Western State Bank
Great North Insurance Services	
Guaranteed Rate	
Harwood State Bank	
Heritage Homes	
Holiday Inn	
Home Builders Association	
Homes HQ	
Home Warranty, Inc	
Horizon Inspections	
Imagine Home Lending, LLC	

**Jamestown Board**

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Dacotah Bank	Quality Title
First Choice Home Inspection	Stutsman County Abstract Co.
First Community Credit Union	tcf Home Loans
Gate City Federal Savings Bank	The Jamestown Sun
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