

# the REALTOR® Report



News for you from the ND Association of REALTORS®  
May 21, 2020

## Time to Step Up: Apply to Serve on an NAR Committee

Whether this is your first or 10th time applying for an NAR committee, follow this quick guide to make the process a little easier.

<https://www.nar.realtor/national-leadership/committee-members-liaisons/committee-selection-process>

## Help North Dakota by Being Counted in the Census

Households can respond online at [2020census.gov](https://2020census.gov) or by calling 844-330-2020. Individuals who haven't self-responded will soon receive a questionnaire in the mail to complete and submit.

It takes approximately 10 minutes to answer census questions and all responses are kept confidential by law. Data collected is released in summary tables with no individual records released.

The importance of the census is apparent in financial figures. In fiscal year 2015, North Dakota received \$1.45 billion in federal funds for programs based upon resident count from the 2010 census and subsequent population estimates. These programs include: Medicaid, highway construction, Head Start, foster care, SNAP, low income energy assistance, special education and more. That equates to approximately \$19,100 in federal funds per resident over ten years!

**[Complete the 2020 Census now](#)**

## FHFA Clarifies Time to Get Credit After Forbearance

In recent weeks, there have been rumors that borrowers would have to wait months and even years before getting credit again after taking a forbearance. Yesterday the FHFA [announced](#) that it would allow the GSEs to extend credit to home buyers who took forbearance under certain conditions.

- Borrowers who take forbearance, but continued to make their mortgage payments or reinstated their mortgage and are therefore current on their mortgage are eligible to refinance or buy a new home at any time
- Borrowers who do not make payments in forbearance, but make three consecutive payments under their repayment plan, or payment deferral option or loan modification are also eligible to refinance or buy a new home.
- The announcement leaves unclear what the effect of a missed payment is on the borrower's access to credit. NAR has requested clarity from the FHFA.

The FHFA also announced that it would extend the period for mortgages in forbearance that the GSEs would be eligible to purchase. An issue impacting lenders at the moment is that many loans go into forbearance after origination, but before the originator sells the loan to Fannie, Freddie, or the FHFA. A few weeks ago, the FHFA allowed the GSEs to begin to purchase these loans for a limited time, but for a steep fee. The new timeline is that the note date must be on or before June 30, 2020, as long as they are delivered to the Enterprises by August 31, 2020

These changes should help to clarify the impact of forbearance for those who have taken it or are considering. Furthermore, it should help ease concerns about these home buyers ability to play a part in future home sales.

### **New Guide: Fair Housing Today**

Download [NAR's new guidance](#) for answers to fair housing questions in light of COVID-19, such as whether anti-discrimination laws apply to housing during the pandemic and whether people who have COVID-19 are covered under the national origin or disability protections of the federal Fair Housing Act.

### **IRS New Tax Tips**

The IRS has new Tax Tips on various topics. The info in the Tax Tip is on IRS.gov somewhere, but it can be hard to find, right? So the goal of these tax tips is to address the most common questions we're getting, and to give you the information in bite-sized tax tips. This is the main page on IRS.gov, and you can get to most other pages from here: [Coronavirus Tax Relief and Economic Impact Payments](#)

#### **Economic Impact Payment**

[Low-income people are eligible to get an Economic Impact Payment](#)

[What people really want to know about Economic Impact Payments](#)

#### **Filing and Paying Deadlines:**

[Taxpayers have until July 15 to file and pay their taxes](#)

#### **People First Initiative (changes to installment agreements, levies, audits, etc)**

[IRS People First Initiative provides relief to taxpayers facing COVID-19 issues](#)

[IRS People First Initiative provides relief to taxpayers](#)

### **EXTENDED Enrollment! - NAR Funds Members TeleHealth for REALTORS®**

Access to telemedicine is essential as we continue to stay home and stay safe. NAR members' response to the recently announced NAR-funded, 2-month TeleHealth<sup>SM</sup> benefit has been so tremendous so they are now making the opportunity available through May 31<sup>st</sup>. Simply put, nothing is more important than the health and welfare of our members. If you need telemedicine, it's here for you. *\*Upon the conclusion of the free period, members will be able to continue their coverage for just \$7/month (a 50% savings), so they can continue to rely on effective virtual healthcare and protect themselves and their loved ones. As an additional benefit, the prior activation fee is also waived.* [Telehealth Offer](#)

MEMBERS  
**TeleHealth**<sup>SM</sup>  
Brought to you by the National Association of REALTORS®

## PPP Loan Forgiveness Application Released

The Small Business Administration and U.S. Treasury Department have released [an application for business owners to have their Paycheck Protection Program loan forgiven](#). Real estate professionals who received a PPP loan should complete and submit the application, which was released Friday, to their PPP lender.

Source:

[“Paycheck Protection Program Loan Forgiveness Application,”](#) U.S. Treasury (2020)

## Now is the Time to Get Your C2EX Endorsement!

You can lead the way. Commitment to Excellence empowers you to enhance and showcase your high level of professionalism. It gives you an advantage in an increasingly competitive market and shows consumers you're committed to conducting business at the highest standards. Be committed to excellence. [VIEW NDAR FLYER](#) (Please print & pass it on!)

Get started today at: [C2EX](#)



## NAR Offering Many Discounts on Designations!

Through NAR's Right Tools, Right Now program, the Center for REALTOR® Development is offering the following discounts.

Now through May 31, 2020:

30% off **ALL** [online courses](#)

Now through May 31, 2020 – the following online courses have FREE features:

[NAR's ePRO® Certification Course](#)

[Pricing Strategies: Mastering the CMA \(PSA\)](#)

[Real Estate Investing: Build Wealth Representing Investors and Becoming One Yourself](#)

Now through June 30, 2020 – the following online course is 50% off:

[At Home With Diversity®\(AHWD\)](#)

## NDAR Education Caravan

NDAR is working on reschedule dates for live education classes. We know many of you have cancelled & received refunds for the postponed April Education, but there are also those that have had us hold and keep your registration active. We will keep everyone posted as we work towards our education solution. ***Remember you CAN take all of your CE online - including the mandatory topic.***

As many of you may be spending more time working from home you could also complete all of your continuing education hours online for the entire year. The mandatory topic this year for North Dakota is in Risk Management, so you can use the approved providers that we list on our website (under education) to cover that - and much more! *There has been confusion at times that a "class" is mandatory when in fact it is a "topic" that is actually mandatory.*

Visit our NDAR education page - look under online education choosing from a variety of providers (CE Shop, McKissock, RealEstateCE) - then start searching all of your education options. It is based on ND when you use our link (from NDAR site) - all classed are approved for ND and any class approved for ND covering the mandatory topic will always have an approval number starting with MAN. Visit the [NDAR EDUCATION PAGE](#)

## Keeping Business Cyber Secure

Hackers are becoming savvier at exploiting agents, brokers, and clients. Take 30 minutes with [CyberPolicy®](#) for expert guidance and pro tips to ensure complete cyber protection at a member-exclusive webinar May 20 at 1 p.m. Central. Advance registration is encouraged.

## Buying/Selling Q&A for Consumers

New: The followers of Apartment Therapy had questions about buying and selling a house during the pandemic, and they came to NAR for answers. Share [this Q&A](#) — which reinforces the expertise of REALTORS® — with consumers today. <https://www.apartmenttherapy.com/faq/real-estate-questions-coronavirus-36748881>

## Taking Online Classes, Live Classes, and Mandatory Topic Rules

Are you taking or have already taken a Mandatory Topic for this year online, but still planning on taking the NDAR class (once rescheduled)?

If you want the CE hours for both they cannot be “substantively identical” to count for CE credits.

In addition to the online course 21-020 MAN 9 (Technology Tools, Trends, & Risk Management), another course 20-707 MAN (Marketing, Advertising and Social Media Compliance) offered by the CE Shop are not “substantively identical” to the NDAR sponsored course, so YES if taken you could then get 3 CE hours for both classes.

*However, these 3 online courses below are “substantively identical” to NDAR’s Risk Management class, so if they would be taken online now and later you decided to attend the live NDAR class (once rescheduled) you would NOT be able to count the 3 CE hours. (but you would have already satisfied your mandatory requirement).*

1. 20-798 MAN – “The Dr. Is In: Diagnosing Your Risk Management” offered by McKissock
2. 21-065 – “Risk Awareness” offered by WebCE.
3. 21-018-C-MAN – “Risk Reduction Measures” provided by InspireU

Only 1 of the “substantively identical” courses can count toward the annual 9 CE hours needed to renew or the hours needed to reactivate or meet post-licensure education requirements, whether the hours taken are mandatory or elective.

**Remember** – For a list of all classes APPROVED by the ND Real Estate Commission (*both online & live*) visit their [WEBSITE](#).

## Brochure Encourages Homeowners to Work With REALTORS® - Download it Today!

Help homeowners who are struggling to meet their loan obligations by sharing the Protect Your Investment brochure. This informational brochure encourages homeowners to work with REALTORS® and housing counselors and offers guidance on options provided by lenders. [VIEW & PRINT BROCHURE](#)

## Planning For Healthy Finances – Free Webinar Today!

Learn how to avoid emotional decision-making and achieve financial stability by joining [Entrepreneurs: Tips for Improving your Financial Health](#) — an NAR Center for REALTOR® Financial Wellness webinar — May 21 at 1 p.m. Central. Register now and listen to past recordings at [NAR.realtor/CFFW/webinars](http://NAR.realtor/CFFW/webinars).

## NEW Info - Register Now! 2020 Convention of the Dakotas – September 16-18, 2020

### NEW Convention Information:

Space is limited for these events. To register for convention please use the link <https://2020conventionofthedakotas.com/>.

### Escape Room & Brewery

\$55.00

Come tour the first local brewery in Grand Forks established at the historic Opera House. You will enjoy hearing and seeing first-hand how beer is made locally in Grand Forks. In addition you will be given a free glass of a brewed beer of your choice. Check this tour out and relax after you've "Escaped" from the Escape room!

TRANSPORTATION INCLUDED TO AND FROM ALERUS CENTER/CANAD INN. Bus will depart around 1 PM and arrive around 5 PM.

[Click here for more information on Rhombus Guys Brewing Company](#)

### Sign Painting & Winery

\$55.00

Come to Grape Mill Vineyard & Winery for a fun day of painting and winery tour! You will be painting a 12"x18" wood sign and taking a tour of the winery, weather permitting. The sign will be on a stained board and your word colors are endless. One glass of wine is included in the ticket price. Seats are limited to the first 30 people registered. \*Registration closes September 8, 2020.

Get your REALTOR® friends together and come out for a fun relaxing day for a winery tour & paint a sign to add to your cabin or home decor! These also make great gifts if you don't want one for yourself! Add to your cart to complete the registration and pay for your spot. No refunds. Painting aprons are provided, but please dress accordingly if you're worried about clothes.

NO painting skills necessary. Stencils will be on site.

Sign up TODAY. Space is limited but there is a waitlist. Final count needed by September 8, 2020.

TRANSPORTATION INCLUDED TO AND FROM ALERUS CENTER/CANAD INN. Bus will depart around 1 PM and arrive around 5 PM.

[Check out photos from Rustic Chic Boutique.](#)

[Check out Grape Mill Vineyard & Winery.](#)

The 2020 Convention of the Dakotas "2020 Vision *And Beyond*" will be hosted by the Grand Forks Area Association of REALTORS® in beautiful Grand Forks, ND.



## Tech Helpline – This FREE Tech Support Service is Already Yours

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

**Call as many times as you need. No hidden costs.**

We will only verify your membership. We won't ask for payment.

Tech Helpline New Informational Video!

<https://www.youtube.com/watch?v=F76-OqqTIdI&feature=youtu.be>

Email: [Support@TechHelpline.com](mailto:Support@TechHelpline.com) Call: (866)-432-3029

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

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

