

the REALTOR® Report



News for you from the ND Association of REALTORS®
May 4, 2021

Rock the C2EX Challenge and Win \$5,000 for Your Association

It's time for the 2021 C2EX Challenge! This turn-key competition for State and Local Associations, running April 1-Oct. 1, encourages REALTORS® to earn their C2EX Endorsement to help raise the level of professionalism in the industry, increase their marketability, and build business. Association winners will receive \$5,000 and national recognition they can strategically leverage to boost membership and reinforce the essential role REALTORS® play as community experts. Learn more [HERE](#)

Attend the 2021 Virtual Governance Meetings NOW!

From the beginning of the pandemic and throughout 2020, NAR has fought on behalf of members, agents, brokers, the industry and all Americans to protect and defend independent contractors and small business owners. We invite you to join us in advancing issues important to the real estate profession and the livelihood of REALTORS® at the virtual 2021 REALTORS® Legislative Meetings & Trade Expo, going on NOW - May 3-14, 2021! Go [here](#) to register for the event today!

You Could Win an NAR Good Neighbor Award!

Are you a REALTOR® who makes an impact in our communities here in North Dakota, or do you know someone who does? We encourage you to submit an application for a NAR Good Neighbor Award! Go to the [Good Neighbor Awards website](#) to learn more, and make sure to submit your application before the May 7th deadline.

Commission Approves Updated FirstHome™ Program Limits

BISMARCK, ND – The North Dakota Industrial Commission has approved updated eligibility limits for government programs that help North Dakota residents, typically first-time buyers, purchase a home. Administered by North Dakota Housing Finance Agency (NDHFA), the programs provide income-qualified households with low-cost financing, and down payment and closing cost assistance.

“North Dakota Housing Finance Agency has helped more than 48,000 individuals and families achieve homeownership,” said members of the Commission in a joint statement. “The programs and support the agency provides makes homeownership possible for more individuals and families, and it benefits North Dakota by helping those households become more invested in their community.” The Industrial Commission, consisting of Gov. Doug Burgum as chairman, Agriculture Commissioner Doug Goehring and Attorney General Wayne Stenehjem, oversees the agency. Through NDHFA’s FirstHome™ program, low- to moderate-income buyers who have not owned a home over the last three years can receive

purchase assistance. The agency's HomeAccess program provides single parents, veterans, and families with disabled or elderly household members who may have previously owned a home with the same assistance.

The Commission set the programs' acquisition cost limits at \$311,979 for a single-family home and set the maximum income limits at \$90,100 to \$117,530. The Commission approved higher acquisition cost limits for existing two- to four-unit properties. The income limits vary depending on household size and the county in which a financed home is purchased.

The Internal Revenue Service regulates the income and acquisition cost limits

"In 2020, record low interest rates resulted in lower payments, which allowed lower-income households to enter the market," said Dave Flohr, NDHFA executive director. "Across the state, 1,246 households used the agency's FirstHome Program, 87 percent with some form of down payment and closing cost assistance."

The average FirstHome loan purchased by NDHFA in 2020 was just over \$178,000 and the average borrower's household income was \$59,434.

Private-sector lenders originate loans on NDHFA's behalf and sell them to the agency when they are closed. Parties interested in learning more about the assistance available will find information online at www.ndhfa.org or by contacting one of the agency's participating lenders.

NDHFA is a self-supporting state agency dedicated to making housing affordable for all North Dakotans.

It's Fair Housing Month – Public Education Around Fair Housing is Critical

Fair housing is more than a list of dos and don'ts, rights and penalties, and mandatory continuing education. As stewards of the right to own, use and transfer private property, fair housing protects our livelihood and business as REALTORS® and depends on a free, open market that embraces equal opportunity.

The fair housing page on nar.realtor is available to the public: [LINK](#)

Also, [print a copy of the REALTOR® Fair Housing Declaration](#) and post it in your office and/or association.

Beth Z's Year of Tech

NDAR is partnering with Beth Ziesenis - Your Nerdy Best Friend and renowned author/speaker - to bring you free access to some of Beth's best online sessions. NDAR members can go [here](#) and enter the password "nerdybff" to access this month's session, "Tech Tools for Serious Self Care." Beth will be sharing 6 sessions with us this year total, but each one will only be available for a limited time so make sure to go in and watch soon! Beth's content is also available on the members only portion of NDAR's website

2021 Convention of the Dakotas

The 2021 REALTOR® Convention of the Dakotas, a one-of-a-kind experience that brings together the most talented and driven professionals in the industry. This year, the convention will be held in Pierre, SD, on September 15-17. Go to [the convention website](#) to learn more.

ADA Demand Letters: A Vexing Reality for Real Estate Pros

A federal appeals court recently declared that websites are not public accommodations, but these best practices will help you avoid becoming the target of a shakedown. [Read Here](#)

Top NAR Priorities: Housing Equality, Commercial Recovery

The bulk of NAR's policy goals this year are aimed at improving equal access to housing and helping the commercial market recover from the pandemic. [Read Here](#)

REALTORS® Property Resource® is an exclusive NAR member Benefit - (RPR)

What if you had no-cost-access to a game-changing real estate tech tool? Turns out, you do. It's [RPR®](#). RPR® has recently been redesigned and "refreshed"! It now offers powerful features in a simpler, more intuitive interface. It can help you build your pipeline with potential business-building activities such as:

- Tips for building a real estate farm
- Generate listings with your new farm

RPR® can also transform the way you operate and do business. With it, you can take care of current clients with transactional-focused tasks such as:

- Researching any property
- Creating CMAs
- Preparing impressive listing presentations

Team up with RPR® today! It has improved and increased thousands of new agents' skills and capabilities. Don't miss out! Visit RPR [WEBSITE](#) to activate your account and supercharge your business.