

# 2012 Annual Report

**SOLD on North Dakota**



**You Are The  
Heart of NDAR!**

North Dakota Association of  
REALTORS®  
December, 2012  
[www.ndrealtors.com](http://www.ndrealtors.com)

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## Mission Statement

*The North Dakota Association of REALTORS® exists to promote, support and unify its members while acting as liaison to the National Association of REALTORS®.*

## Vision Statement

- *Create ongoing, strategic and proactive marketing as a service to our members.*
- *Develop the most highly trained professional REALTORS® members in the country.*

## Contact NDAR

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## 2012 Goals from NDAR Leadership Retreat

**Goal #1: To educate REALTORS® about the importance of politics to their work and about political/policy advocacy**

Action Steps:

- To increase new members participation in the process of preparing legislation for the 2013 legislative session [Political Affairs, Professional Development]
- To provide basic civics/government 101 training for members [Political Affairs, Professional Development]
- To increase involvement in Legislative Impact Day [Political Affairs, Professional Development]
- Mandatory continuing education (CE) credits for learning about public policy [Political Affairs]
- Market accordingly [Membership, Political Affairs]
- Create talking points and information on specific bills (translate the info so members understand) [Political Affairs]
- Encourage leaders to “bring a buddy” [Political Affairs]
- Maximize the impact of previous legislative successes of NDAR, help members make the connection between how public policy advocacy impacts their profession [Membership, Political Affairs]
- Develop and utilize the website for RPAC [Political Affairs]
- Karl Eckhart (NAR political representative) considering a ND mini tour that would be a good opportunity for members to learn more about public policy advocacy [Political Affairs]

**Goal #2: To increase participation in state & local events by all REALTORS®**

Action Steps:

- Personally invite someone new – face to face, not via technology [Membership]
- Implement the Buddy system at meetings [Membership]
- Show/teach the value of the Association, connections, leadership opportunities [Membership]
- Start with incremental increases beginning at the local level, then help them move up
- Wow them!
- Develop ways to make it fun and inviting to attend events and meetings [Membership]

**Goal #3: To improve the use of technology to enhance our work**

Action Steps:

- Begin cross-mentoring efforts where younger REALTORS® can learn from seasoned realtors and vice versa [Local]
- Increase technology classes being taught by knowledgeable colleagues [Technology]
- Continue the successful lunch ‘n’ learn sessions [Technology]
- Provide training opportunities in technology & time management [Technology]
- Create cheat sheets for basic, incremental specifics/steps about navigating social networks (Facebook, Twitter, blogs, etc.) [Membership]
- Find and distribute good/accessible/helpful resources for technology (tutorials, short cuts, etc.)
- Survey NDAR members regarding skills available to find “teachers” who are knowledgeable in areas of technology and willing to train/assist [Technology]
- Continue use of already successful Podcasts for training [Membership] [Staff]

**Goal #4: To increase & diversify non-dues income**

Action Steps:

- Review prior efforts (about 4 years ago) and develop a task force to study and make recommendations (Scott will take the lead)
- Review best practices from other states for ideas
- Increase sponsorships
- Seek out endorsements
- Start a foundation and/or endowment
- Purchase income-producing commercial real estate
- Consider increasing education caravans and/or member dues
- Create a REALTOR® store on website
- Sell web advertising
- Fee-based education opportunities for brokers
- Fee-based management service for local boards



## President's Message

Thanks to all of you we have had an extremely successful year at NDAR. I want to especially thank the following for all the success: the Executive Committee, NDAR committee chairs & committee members, NDAR Board of Directors, NAR Directors, FPC's NAR committee members, and our terrific staff, Jill Beck, Suzanne Wetz, Claus Lembke, and temporary staff Robyn O'Gorman. I am honored to have had the opportunity to serve as your 2012 President. I have professionally and personally gained more than I could have given. Thank You! I would encourage each and every one of you to get involved with your local board, the state association or on the national level. The rewards are great!



2012 definitely had its highlights.

- Actively opposed and defeated Measure 2.
- 96% participation for RPAC Challenges.
- NDAR members attended NAR'S 1st REALTOR® Rally in Washington, DC.
- For the second time NDAR won the Presidents Cup.
- REALTOR® Relief Foundation Fund on dues billing.
- NDAR members participated in Spirit Day "Small But Mighty" in Orlando, FL
- 34 NDAR members served on NAR committees.
- Joined People First Coalition to defeat the Clean Water Act.
- Polled ND citizens and membership on the banning of the transfer tax.
- Member volunteers raised \$55,000 during REALTOR® Ring Day & over 700 volunteer hours.
- Gary Thomas, 2013 NAR President, attended the ND/SD REALTOR® Convention in Dickinson.
- Vicki Roller received REALTOR® of the Year, our state's highest honor.
- Nancy Deichert, AE of the Bismarck Mandan Board of REALTORS® received the coveted Omega Tau Rho award.
- Dewey Uhlir graduated from the NAR Leadership Academy
- Scott Louser served as NAR Vice President & Liaison to Government Affairs the highest position any one from ND has held.
- Daryl Braham, Political Fund Raising Liaison.
- Jill Beck has been appointed, by NAR, to serve as the 2013 AEC State EO Forum Vice Chair.

I would like to give a special thank you to 2011 President Daryl Braham for all of his hard work in making NDAR a stronger organization during his leadership. Scott Breidenbach will do an exceptional job for all of us as our 2013 President.

Thank you for allowing me to serve as your 2012 President. I am truly humbled. Again, thanks from the bottom of my heart for giving of yourself. You are the Heart of NDAR!

With warm regards, With warmest regards,

Diana Zietz, 2012 NDAR President

## 2012 Board of Directors

**PRESIDENT:**

\***DIANA ZIETZ**, ABR, CRS, GRI, SFR  
Continental Real Estate  
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**PRESIDENT ELECT:**

\***SCOTT BREIDENBACH**, GRI  
Park Co. REALTORS®  
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**VICE PRESIDENT:**

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\***13 DEWEY UHLIR**, ABR, CRS, GRI  
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**NDAR STAFF:**

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\*Serves on Executive Committee

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## 2012 Committees

### BOARD OF DIRECTORS

**President:** Diana Zietz  
**President Elect:** Scott Breidenbach  
**Vice President:** Vicki Roller  
**Director At Large:** Cindi Kouba  
**Imm Past President:** Daryl Braham  
**National Directors:** Daryl Braham  
 Dewey Uhlir  
**Regional VP:** Jo Jenkins  
 Susie Lefor, Badlands  
 Dennis Kaiser, Bismarck Mandan  
 Kristi Bohl, Bismarck Mandan  
 Doug Schonert, Bismarck Mandan  
 Lynnell Strothman, Bismarck Mandan  
 Todd Anhorn, Fargo Moorhead  
 Kevin Fisher, Fargo Moorhead  
 LuAnn White, Fargo Moorhead  
 Peggy Isakson, Fargo Moorhead  
 Bob Lee, Fargo Moorhead  
 Vivian Thingelstad, Fargo Moorhead  
 Laurel Haake, Grand Forks  
 David Blumkin, Grand Forks  
 Jim Dunavan, Grand Forks  
 Donna Higginbotham, Jamestown  
 Todd Fettig, Minot  
 Ashleigh Collins, Minot  
 Jared Miller, Wahpeton Breckenridge  
 Kassie Gorder, Williston

### BYLAWS

**Chair:** Daryl Braham

### EQUAL OPPORTUNITY

**Chair:** Mike Swartz  
**Chair Elect:**  
**Past Chair:** Lorrie Nantt  
**Dir. In Charge:** Scott Breidenbach  
 , Badlands  
 Mary Shelkey-Miller, Bismarck  
 Mandan  
 , Fargo Moorhead  
 Patsy Dombovy, Grand Forks  
 Paula Polasky, Grand Forks  
 , Jamestown  
 , Minot  
 Cheri Formanek, Wahpeton  
 Breckenridge  
 , Williston

### EXECUTIVE

**Chair:** Diana Zietz, President  
 Scott Breidenbach, President Elect  
 Vicki Roller, Vice President  
 Daryl Braham, Past President  
 Cindi Kouba, Director at Large

### GRIEVANCE

Steve Schwab, Badlands (12)  
 Lynnell Strothman, Bismarck Mandan (14)  
 Donna Wolfe-Sholes, Grand Forks (13)  
 , Jamestown (12)  
 Bruce Walker, Minot (13)  
 Donna Keogh, Wahpeton Breckenridge (14)  
 Joni Olson, Williston (14)

### ISSUES MOBILIZATION

Diane Duchscher, Badlands (14)  
 Jack Kavaney, Bismarck Mandan (12)  
 Dewey Uhlir, Fargo Moorhead (13)  
 Jim Dunavan, Grand Forks (12)  
 Mike Swartz, Jamestown (12)  
 Larry Louser, Minot (14)  
 Steve Diederick, Wahpeton Breckenridge (13)  
 Joni Olson, Williston (14)

### **Ex-Officio:**

Shirley Dukart (*RPAC Trustees Chair*)  
 Kevin Fisher (*RPAC Fund Chair*)  
 Greg Larson (*Political Affairs Chair*)

### MEMBERSHIP

**Chair:** Bob Karn  
**Chair Elect:** Connie Osowski  
**Past Chair:** Lyn Dwyer  
**Dir. In Charge:** Cindi Kouba  
 Ninetta Wandler, Badlands  
 Karin Haskell, Bismarck Mandan  
 Amy Hullet, Bismarck Mandan  
 Beth Posey, Bismarck Mandan  
 Lynnell Strothman, Bismarck Mandan  
 Perry Weekes, Bismarck Mandan  
 Valerie Fiske, Fargo Moorhead  
 Hollie Kietzer, Fargo Moorhead  
 Vivian Thingelstad, Fargo Moorhead  
 Dewey Uhlir, Fargo Moorhead  
 LuAnn White, Fargo Moorhead  
 Patsy Dombovy, Grand Forks  
 Laurel Haake, Grand Forks  
 Diann Loper, Jamestown  
 Judy Hoskin, Minot  
 Steve Diederick, Wahpeton  
 Breckenridge  
 , Williston

### NOMINATING

**Chair:** Daryl Braham (12)  
 Ninetta Wandler, Badlands (13)  
 Perry Weekes, Bismarck Mandan (12)  
 Dewey Uhlir, Fargo Moorhead (12)  
 Rita Schuster, Grand Forks (13)  
 Doris Hill, Jamestown (11)  
 Denise Messmer, Minot (12)  
 , Wahpeton Breckenridge

### POLITICAL AFFAIRS

**Chair:** Greg Larson (13)  
**Chair Elect:** Dave Lanpher  
**Past Chair:** Jerry Schlosser  
**Dir. In Charge:** Vicki Roller  
 Diane Duchscher, Badlands  
 Shirley Dukart, Badlands  
 Neal Messer, Badlands  
 Ginny Corwin, Bismarck Mandan  
 Linda Hixson-Maixner, Bismarck Mandan  
 Dave Hoerner, Bismarck Mandan  
 Jack Kavaney, Bismarck Mandan  
 Joe Sheehan, Bismarck Mandan  
 Mary Splichal, Bismarck Mandan  
 Arlene Volk, Bismarck Mandan  
 Ron Volk, Bismarck Mandan  
 Bob Lee, Fargo Moorhead  
 Dewey Uhlir, Fargo Moorhead  
 Laurel Haake, Grand Forks  
 Sharon Lunski, Grand Forks  
 Connie Osowski, Grand Forks  
 Mavis Winkels, Grand Forks  
 Jerry Youngberg, Grand Forks  
 Mike Swartz, Jamestown  
 Gary Kramlich, Minot  
 Denise Messmer, Minot  
 Clyde Thorne, Minot  
 Shelly Zach, Wahpeton Breckenridge  
 Tate Cymbaluk, Williston  
**Ex-Officio:**  
 Representative *Thomas Beadle*  
 Representative Scott Louser

### REALTOR® OF THE YEAR

**Chair:** Shirley Dukart ('07 State)  
**Dir. in Charge:** Cindi Kouba  
 Dewey Uhlir, Fargo Moorhead ('08 State)  
 Daryl Braham, Fargo Moorhead ('09 State)  
 Dave Lanpher, Fargo Moorhead ('10 State)  
 Rita Schuster, Grand Forks ('11 State)  
 Vicki Roller, Bismarck Mandan ('11 cand)  
 Mike Gergen, Jamestown ('11 cand)  
 Judy Hoskin, Minot ('10 cand)  
 Jared Miller, Wahpeton Breck ('11 cand)  
 Kim Visser, Williston ('11 cand)

## 2012 Committees (cont'd)

### PROFESSIONAL DEVELOPMENT

#### (Education)

**Chair:** Marsha Mugaas  
**Chair Elect:** Lynnell Strothman  
**Past Chair:** Amy Hullet  
**Dir. In Charge:** Scott Breidenbach  
 Diane Duchscher, Badlands  
 Ninetta Wandler, Badlands  
 Karin Haskell, Bismarck Mandan  
 Linda Hixson-Maixner, Bismarck Mandan  
 Mary Shelkey-Miller, Bismarck Mandan  
 Theresa Halvorson, Fargo Moorhead  
 Hollie Kietzer, Fargo Moorhead  
 Shawn Ostlie, Fargo Moorhead  
 Jodi Danzl, Grand Forks  
 Patsy Dombovy, Grand Forks  
 Paula Polasky, Grand Forks  
 Mavis Winkels, Grand Forks  
 Jerry Youngberg, Grand Forks  
 Doris Hill, Jamestown  
 Diann Loper, Jamestown  
 Judy Hoskin, Minot  
 Denise Messmer, Minot  
 Kathy Hammer, Wahpeton Breckenridge  
 Linda Novak, Williston

### PROFESSIONAL STANDARDS

**Chair:** Lyn Dwyer  
**Chair Elect:**  
**Past Chair:** Francine Gilmore  
**Dir. In Charge:** Cindi Kouba  
 Ninetta Wandler, Badlands  
 Stacy Block, Bismarck Mandan  
 Mary Shelkey-Miller, Bismarck Mandan  
 Todd Anhorn, Fargo Moorhead  
 Dave Branson, Fargo Moorhead  
 Hollie Kietzer, Fargo Moorhead  
 Jodi Danzl, Grand Forks  
 Jim Dunavan, Grand Forks  
 Sharon Lunski, Grand Forks  
 Paula Polasky, Grand Forks  
 , Jamestown  
 Judy Hoskin, Minot  
 Donna Keogh, Wahpeton  
 Breckenridge  
 , Williston

### RETA

Bob Karn, Badlands (14)  
 DeAnne Mason, Fargo Moorhead (12)  
 Ann Marie Morrow, Grand Forks (14)  
 Jessica Thomasson, Fargo Moorhead (12)  
 John VanMiddlesworth, Bis Mandan (13)  
 Jill Beck, NDAR Chief Executive Officer

### RPAC FUNDRAISING

**Chair:** Kevin Fisher  
**Chair Elect:** Laurel Haake  
**Past Chair:** Sally McCravey  
**Dir. In Charge:** Vicki Roller  
 \*Shirley Dukart, Badlands  
 \*Greg Larson, Bismarck Mandan  
 Suzy Shook, Bismarck Mandan  
 Mary Splichal, Bismarck Mandan  
 Ron Volk, Bismarck Mandan  
 Daryl Braham, Fargo Moorhead  
 Bob Lee, Fargo Moorhead  
 Gena Syvertson, Fargo Moorhead  
 Peggy Isakson, Fargo Moorhead  
 Jim Dunavan, Grand Forks  
 Connie Osowski, Grand Forks  
 Jerry Youngberg, Grand Forks  
 \*, Jamestown  
 \*Gary Kramlich, Minot  
 \*Jared Miller, Wahpeton  
 Breckenridge  
 Shelly Zach, Wahpeton Breckenridge  
 \*, Williston *\*Local Chairs*

### RPAC TRUSTEES

**Chair:** Tate Cymbaluk (14) (FPC)  
**Vice Chair:** Barb Grande (14) (FPC)  
 Ron Volk, Bismarck Mandan (13) (RPIC)  
 Diann Loper, Jamestown (12)  
 Sharon Lunski, Grand Forks (12)  
 Larry Louser, Minot (13)  
 Shelly Zach, Wahpeton Breck (12)  
 Tate Cymbaluk, Williston (13)(FPC)  
**Ex-Officio:**  
 Kevin Fisher (RPAC Fund Chair)  
 Greg Larson (Political Affairs Chair)  
 (Issues & Mobilization Chair)  
 Randy Schwartz (FPC)  
 Diana Zietz, Badlands (State President)  
 Scott Breidenbach, Fargo Moorhead  
 (State President Elect)

### TECHNOLOGY

**Chair:** Kipp Harris  
**Chair Elect:** Dawn Lahlum  
**Past Chair:** Denise Messmer  
**Dir. In Charge:** Cindi Kouba  
 Beth Posey, Bismarck Mandan  
 Suzy Shook, Bismarck Mandan  
 Todd Anhorn, Fargo Moorhead  
 Vivian Thingelstad, Fargo Moorhead  
 , Grand Forks  
 Geni Holben, Jamestown  
 Clyde Thorne, Minot  
 Guy Miller, Wahpeton Breckenridge  
 Jessie Tschakert, Wahpeton Breckenridge  
 , Williston

### NAR COMMITTEES

Jill Beck  
 Board of Directors  
 Leadership Academy Advisory Board  
 Daryl Braham  
 Board of Directors  
 Executive (Political Fundraising Liaison)  
 REALTOR® Party Coordinating Committee  
 RPAC Fundraising Forum  
 RPAC Trustees Committee  
 Professional Standards Committee  
 MLS Issues & Policies Committee  
 Political Fundraising Liaison  
 Scott Breidenbach  
 Business Issues Committee  
 Shirley Dukart  
 Diversity Committee  
 Jim Dunavan  
 Land Use Property Rights and Environment  
 Barb Grande  
 Professional Standards Committee  
 Dave Lanpher  
 MLS Issues & Policies Committee  
 Larry Louser  
 Issues Mobilization Committee  
 Scott Louser  
 Board of Directors  
 Executive (VP & Liaison to Govt Affairs)  
 Public Advocacy Advisory Group/Core  
 Risk Management  
 Sharon Lunski  
 Federal Housing Policy Committee  
 Denise Messmer  
 Conventional Finance & Lending Comm  
 Vicki Roller  
 Housing Opportunity Committee  
 Mary Splichal  
 Communications Committee  
 Dewey Uhlir  
 State & Local Issues Committee  
 Board of Directors  
 Arlene Volk  
 Membership Policy & Board Jurisdiction  
 Ron Volk  
 REALTORS® Political Involvement Comm  
 Jerry Youngberg  
 Global Business & Alliances  
 Public Policy Coordinating Committee  
 Diana Zietz  
 Membership Policy & Board Jurisdiction  
 Board of Directors  
 Risk Management

## 2012 Committee Accomplishments

Each main committee was assigned the following goals with accomplishments for the year as outlined.

### RPAC Fundraising

Chair: Kevin Fisher                      Chair Elect: Laurel Haake                      Director in Charge: Vicki Roller

- 100% participation for RPAC challenge
- Set goals for state-wide fundraising

<u>Goals</u>	<u>Achieved:</u>
Per member goal: \$ 30	\$72.77
Member % goal: 75%	65%
Major Donors: 2% (28)	31
Presidents Club Members: 1.5% (21)	15
Capital Club Members: 5% (73)	62
99 Club Members: 15% (220)	182

Fund completion date: July 1, 2012 (still accepting funds through October)

- RPAC website workgroup was started
- Encouraged local boards/Association to donate to RPAC and become Major Investors. Thank you to Minot, Fargo Moorhead, Grand Forks, Bismarck Mandan, and NDAR for their Major Investment
- Established a written agreement for Major Investor pledge for payments
- Local Board Recognition
- Worked with NAR on email campaign to non-contributors

### Professional Development

Chair: Marsha Mugass                      Chair Elect: Lynnell Strothman                      Director in Charge: Scott Breidenbach

- 84% participation for RPAC challenge
- Code of Ethics classes to meet the Quadrennial requirement
  - Offered in Grand Forks and Bismarck
- Classes offered in 2012
  - ABR in Bismarck
  - Spring Caravan - Closing Killers and Social Media on Steroids in Dickinson, Williston, Minot, Jamestown, Fargo, Grand Forks, and Bismarck
  - GRI 1 & 2 in Fargo
  - Convention Education (Dickinson) - How To Make This Your Best Year Ever, It's A Price War to the Door, Mastering the Art of Listing FSBO's and Expireds, and Negotiations: The Games People Play
  - December Education - It's More Than Words, Closing Killers, and Code of Ethics in Bismarck
  - Professional Standards and Code of Ethics in Bismarck
  - SFR in Bismarck

### Membership Services

Chair: Bob Karn                                      Chair Elect: Connie Osowski                      Director in Charge: Cindi Kouba

- 100% participation for RPAC challenge
- 2<sup>nd</sup> annual REALTOR® Ring Day raised \$60,131.92 for 2011 – 10 states joined the day
- Marketing Co-op program was continued with 4 boards participating
- Approved Life Membership applications for 5 REALTOR® members
- REALTOR® Involvement Award program was discontinued due to low participation. The program was no longer serving the purpose of which it was intended
- Voluntary line item for REALTOR® Relief foundation continued on dues billing



### Technology

Chair: Kipp Harris                      Chair Elect: Dawn Lahlum                      Director in Charge: Cindi Kouba

- 100% participation for RPAC challenge
- Sent out a technology survey to all members
- Continued Bytes and Bits, with committee members contributing ideas
- Set-up workgroup to re-vamp NDAR's website

### Equal Opportunity Committee

Chair: Mike Swartz                      Chair Elect:                      Director in Charge: Scott Breidenbach

- October 2012 this committee, voted on by the Board of Directors, was combined with the Membership Services committee

### Nominating Committee

Chair: Daryl Braham

- 100% participation for RPAC challenge
- Submitted one candidate to Board to Directors for Vice President (Greg Larson) and President Elect Position (Vicki Roller)
- Updated committee job description

### Political Affairs Committee

Chair: Greg Larson                      Chair Elect: Dave Lanpher                      Director in Charge: Vicki Roller

- 97% participation for RPAC challenge
- Actively opposed and defeated Measure 2
- Took a position (oppose) on Clean Water act (It was later removed from ballot due to petition fraud)
- Worked with local boards and Land Title Association on changes to definition of Good Funds
- My REALTOR® Party representative Bill Malkasian gave a presentation on programs available through My REALTOR® Party
- Karl Eckhart, NAR Political Rep, did a mini-North Dakota tour about political policy advocacy
- Started the discussion from banning a transfer tax in North Dakota
- Started priority list for 2013 legislative session
- Became Sterling "R" Major Investor

### REALTOR® of the Year Committee

Chair: Shirley Dukart                      Director in Charge: Cindi Kouba

- 91% participation for RPAC challenge
- Selected Vicki Roller as the 2012 State REALTOR® of the Year. For more information, please see page 16

### RPAC Trustees

Chair: Shirley Dukart

- 100% participation for RPAC challenge
- Inducted one new member in ND RPAC Hall of Fame – Arthur "Skip" Greenberg, Grand Forks
- Set policy to fund only one candidate per open seat for each race at state and local level
- Set policy to strongly encourage local boards to have their State RPAC Trustee representative sit on their local committee that does their local distribution of funds
- Set splits of in-state funds, 75% /25%
- Interviewed and funded candidates for state office
- Recommended to NAR RPAC Trustees on federal candidates
- Discussed independent expenditures
- Encouraged local boards to have a procedure in place when interviewing local candidates



**Leadership/Board of Directors/Executive Committee**

President: Diana Zietz      President Elect: Scott Breidenbach      Vice President: Vicki Roller

- 96% participation for RPAC challenge
- Leadership attended Region 8 Leadership Retreat in Iowa
- Invested funds with SmithBarney/Morgan Stanley
- Became Sterling Major Investor
- Instituted a non-dues Presidential Advisory Group
- Promoted and encouraged members to attend NAR’s first REALTOR® Rally in Washington, DC
- Received NAR’s President’s Cup

	Goal	Actual (as of 10-31-12)		
		A*	B*	C*
FPC for CFAs	100%	100%	100%	100%
CFA response	15%	33%	18%	24%
Broker Involvement	1,171	1,171		
Fair Share Goal	\$6,584	\$30,226 (459%)		
Major Donor	25	31		
Presidents Circle	4	4		
Participation	37%	86%		
<i>*2012 Calls For Action:                      A. Do No Harm to Housing                      B. Keep the Housing Recovery on Track                      C. Tell Congress to Preserve Access to Safe &amp; Affordable Mortgages (RHS)                      Shaded = goal met</i>				

- October 2012 voted to combine Equal Opportunity with the Membership Services committee
- Made Professional Standards chair a two-year position
- Re-certified local boards with NAR for Board Organizational standards
- Endorsed Mike McGrew, Kansas, for 2014 NAR Treasurer
- Held a Brokers meeting via conference call – had updates from NDAR and NAR
- Joined Keep It Local coalition to defeat Measure 2. Were also part of the Steering Committee
- Actively opposed and defeated Measure 2.
- Planning Retreat for 2013
- FPC appointments – Tate Cymbaluk for Senator John Hoeven, Greg Larson for Congressman Kevin Cramer, and Mary Splichal for Senator Heidi Heitkamp
- Voluntary line item for REALTOR® Relief foundation continued on dues billing
- Participated in REALTOR® Spirit Day at NAR Convention in Orlando, FL. “Small But Mighty” t-shirts were worn by participants
- Update from RPR at convention
- Worked with NAR on a staff assessment
- Approved Life Membership applications for 5 REALTOR® members
- 34 members served on NAR committee for 2012
- Supported Administrative Rule changes at the ND Real Estate Commission
- Funded Casey Chapman, Legal Counsel, to attend NAR legal seminar
- Ratified local board committee appointments to RPAC Trustees, Issues Mobilization, and Real Estate Trust Account (RETA)
- President Diana Zietz and Jill Beck attended the ARELLO conference in Rapid City
- Joined People First Coalition to defeat Clean Water Act
- Took a position (oppose) on Clean Water act (It was later removed from ballot due to petition fraud)
- Worked with NAR on polling the citizens and membership on the banning of transfer taxes in North Dakota

- Gary Thomas, 2013 NAR President, attended the 2012 ND/SD REALTOR® Convention in Dickinson. Karl Eckhart, Political Field Rep, and Jo Jenkins, 2012 Region 8 RVP were also in attendance
- Endorsed Jeff Nelson, South Dakota, for 2015 Region 8 RVP
- Endorsed Bill Brown (CA) for 2015 NAR 1<sup>st</sup> Vice President
- Endorsed Elizabeth Mendenhall (MS) for 2016 NAR 1<sup>st</sup> Vice President

## Membership Statistics

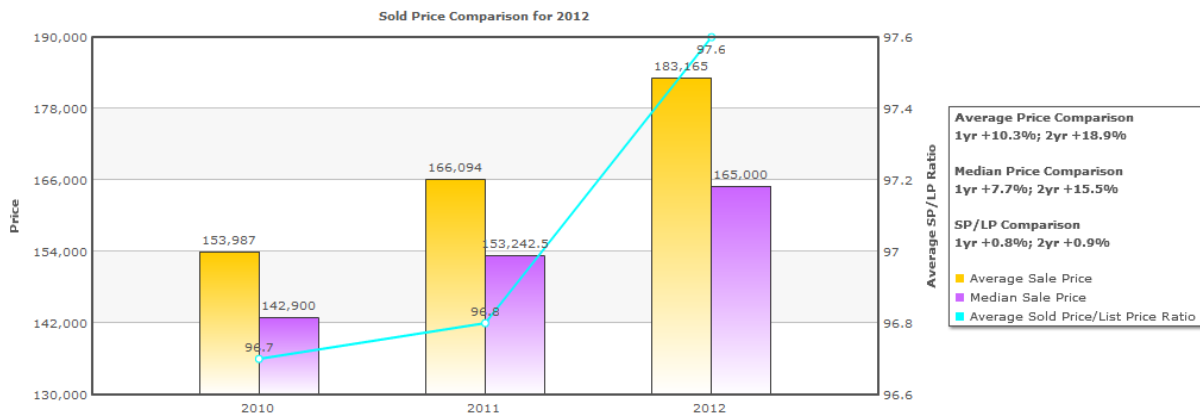
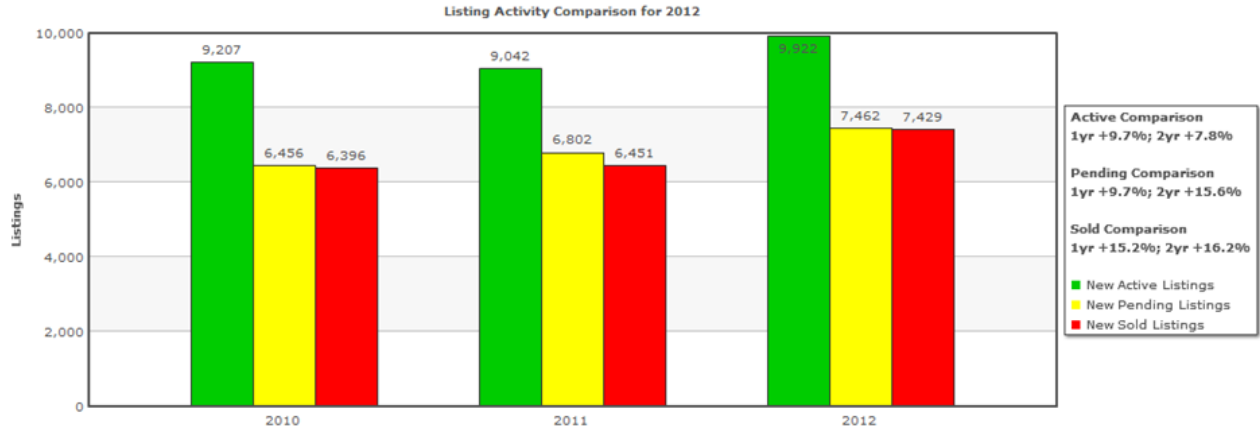
<i>As of 11/19/12</i>	Qty	Age Decade	Qty
Total Records	1507	18-29	89
Records including birth date	1439	30-39	243
Youngest Member	19	40-49	290
Oldest Member	87	50-59	365
Median Age	52	60-69	325
Average Age	51	70-79	106
Males	755	80-90	13
Females	752		

Year of Birth	Age	Qty	Male	Female
1991-	21	8	6	2
1985-1990	22-27	55	27	28
1980-1984	28-32	97	35	62
1975-1979	33-37	132	77	55
1970-1974	38-42	149	68	81
1965-1969	43-47	138	62	76
1960-1964	48-52	153	69	84
1955-1959	53-57	194	91	103
1950-1954	58-62	206	108	98
1945-1949	63-67	160	88	72
1940-1944	68-72	80	50	30
1935-1939	73-77	40	23	17
1930-1934	78-82	14	6	8
1925-1929	83-87	9	7	2

## REALTOR® Members *(year-end paid members, not removing drops throughout the year)*

BOARD	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Badlands	56	56	59	63	67	67	73	79	79	80	84	102
Bismarck/Mandan	257	238	228	275	285	311	319	312	310	298	311	315
Fargo/Moorhead	372	379	404	486	532	566	583	579	571	589	587	563
Grand Forks	142	142	145	162	181	178	190	191	197	199	211	197
Jamestown	41	40	33	37	39	41	45	47	45	39	38	39
Minot	130	138	133	155	154	156	172	182	184	189	190	166
Wahpeton/Breckenridge	12	12	11	13	15	20	19	19	20	16	16	14
Williston	39	37	30	33	32	35	35	38	37	39	36	38
Members At Large	16	18	18	24	32	32	32	42	39	49	45	40
<b>TOTAL</b>	<b>1,065</b>	<b>1,060</b>	<b>1,061</b>	<b>1,248</b>	<b>1,337</b>	<b>1,406</b>	<b>1,468</b>	<b>1,489</b>	<b>1,482</b>	<b>1,498</b>	<b>1,518</b>	<b>1,474</b>

## Housing Statistics



Board	2012 Closed Sales	2011 Closed Sales	Closed Sales % Change	2012 Avg Sale Price	2011 Avg Sale Price	Avg Sale Price % Change	2012 SP/LP* Ratio	2011 SP/LP* Ratio	SP/LP* Ratio % Change	2012 Avg DOM	2011 Avg DOM	Avg DOM % Change
Badlands	597	481	+24.1%	\$221,266	\$177,276	+24.8%	97.5	97.3	+0.20%	66	55	+19.7%
Bismarck Mandan	1,645	1,587	+3.7%	\$212,374	\$165,173	+28.6%	98.7	96.7	+2.0%	64	84	-23.4%
Fargo Moorhead	3,371	2,685	+3.74%	\$190,902	\$192,923	-1.0%	98.5	97.7	+0.80%	69	98	-29.6%
Grand Forks	991	916	+8.2%	\$171,944	\$153,995	+11.7%	95.4	96.4	-1.0%	81	103	-21.7%
Jamestown	228	199	+14.6%	\$121,519	\$99,798	+21.8%	95.4	95.3	+0.10%	107	66	+62.7%
Minot	1,273	1,096	+16.1%	\$212,441	\$162,354	+30.9%	97.0	95.1	+1.90%	116	90	+28.4%
Wahpeton-Breck	162	167	-3.0%	\$148,024	\$209,433	-29.3%	88.7	92.1	-3.40%	271	147	+84.4%
Williston	329	309	+6.5%	\$234,899	\$213,751	+9.9%	93.2	98.4	-5.20%	44	29	+51.6%
ND Statewide	7,429	6,451	+15.2%	\$201,656	\$174,375	+15.6%	97.3	96.7	+0.60%	72	83	-13.3%





Residential properties sold in ND. \*Percentage of original list price received at the sale of the property














Figures presented:

- Are deemed reliable, but not guaranteed;
- Are based on information received from the eight local boards/associations in the state;
- Do not necessarily reflect all activity in a market.

## Political Advocacy

The National RPAC trustees with NAR & NDAR Leadership would like to THANK our 2012 Major Investors from ND for their continued support of RPAC at the highest levels.

<b>Golden "R"</b> Full = \$5,000, Sustain = \$2,000 or \$1,000 + Pres Circle		
	*Daryl Braham, <i>sustain</i> Fargo Moorhead NAR Hall of Fame, 2010 ND Hall of Fame	
*Shirley Dukart, <i>sustain</i> Badlands NAR Hall of Fame, 2008 ND Hall of Fame		
	*Larry Louser, <i>sustain</i> Minot NAR Hall of Fame, 2009 ND Hall of Fame	
*Scott Louser Minot ND Hall of Fame		
*Also contributed to NAR's President's Circle (\$2,000 directly to federal candidates in addition to Major Investment)  ND Hall of Fame = \$10,000 lifetime total NAR Hall of Fame = \$25,000 lifetime total		
<b>President's Club</b> (\$500-999)		
Darcy Fettig Bismarck Mandan	Karin Haskell Bismarck Mandan	Sue Jacobson Bismarck Mandan
Jack Kavaney Bismarck Mandan	Howard Malloy Bismarck Mandan	Joe Sheehan Bismarck Mandan
Barb Grande Fargo Moorhead	Diane Nordhogen Fargo Moorhead	Randy Schwartz Fargo Moorhead
Jodi Tollefson Fargo Moorhead	Linda Jacobson Fargo Moorhead	Vicky Matson Fargo Moorhead
Gloria Palm Fargo Moorhead	Rita Schuster Grand Forks	Wahpeton Breckenridge Board of REALTORS®

<b>Crystal "R"</b> Full = \$2,500, Sustain = \$1,500		
	Mike Blazek Bismarck Mandan	
Bismarck Mandan Board of REALTORS®		 Arthur "Skip" Greenberg Grand Forks ND Hall of Fame
		 Sharon Lunski, <i>sustain</i> Grand Forks ND Hall of Fame
<b>Sterling "R"</b> \$1,000		
	Ninetta Wandler Badlands	
Amy Hullet Bismarck Mandan		
	Renee Bailey Badlands	
Kevin Fisher Fargo Moorhead		
	Scott Breidenbach Fargo Moorhead	
Mike McEown Minot		
	Greg Larson Bismarck Mandan	
Peggy Isakson Fargo Moorhead		
	Kris Sheridan Fargo Moorhead	
Suzy Shook Bismarck Mandan		
Fargo Moorhead Area Association of REALTORS®		
<b>ND Association of REALTORS®</b>		

## Political Advocacy (continued)

Capital Club (\$500-999)					
Lorrie Nantt Badlands	Naomi Rossow Badlands	Kerry Carpenter Bismarck Mandan	Nancy Deichert Bismarck Mandan	Lori Doerr Bismarck Mandan	Kathy Feist Bismarck Mandan
Amy Helpfrey Bismarck Mandan	Lunette Lipp Sando Bismarck Mandan	Judy Maslowski Bismarck Mandan	Bill Schlosser Bismarck Mandan	Mary Splichal Bismarck Mandan	Pat Vannett Bismarck Mandan
Tanya Vetter Bismarck Mandan	Denise Ziegler Bismarck Mandan	Mary Shelkey Miller Bismarck Mandan	Ron Volk Bismarck Mandan	Ginny Corwin Bismarck Mandan	Carol Simenson Bismarck Mandan
Jerry Schlosser Bismarck Mandan	Casey Chapman Bismarck Mandan	Kipp Harris Fargo Moorhead	Sharon Hilgers Fargo Moorhead	Kimberly Keller Fargo Moorhead	Hollie Kietzer Fargo Moorhead
Dawn Lahlum Fargo Moorhead	Steve Lunde Fargo Moorhead	Darin Milbrath Fargo Moorhead	Shirley Moen Fargo Moorhead	Kari Myhre Fargo Moorhead	Todd Randall Fargo Moorhead
James Roers Fargo Moorhead	Jennifer Sturlaugson Fargo Moorhead	Betty Wieland Fargo Moorhead	Terry Ellingson Fargo Moorhead	Valerie Fiske Fargo Moorhead	Mark Vanyo Fargo Moorhead
William Richter Fargo Moorhead	Jeff Shipley Fargo Moorhead	Todd Anhorn Fargo Moorhead	Sally McCravey Fargo Moorhead	Dewey Uhler Fargo Moorhead	Judy Gehrke Fargo Moorhead
Willy Jacobson Fargo Moorhead	Bruce Johnson Fargo Moorhead	Sara Hockhalter Fargo Moorhead	Lori Gerhardson Fargo Moorhead	Jeff Botnen Fargo Moorhead	Lynn Kvidt Grand Forks
Patsy Dombovy Grand Forks	David Blumkin Grand Forks	John Colter Grand Forks	Jim Dunavan Grand Forks	Jerry Youngberg Grand Forks	Bruce Christianson Minot
Judy Hoskin Minot	Gary Kramlich Minot	Marsha Mugaas Minot	Clair Watne Minot	Delton Strube Minot	Blake Krabseth Minot
Duane Peterson Minot	Roger Cymbaluk Williston				

### 2012 ND RPAC Hall of Fame

#### Arthur “Skip” Greenberg, Greenberg Realty, Grand Forks

RPAC investments annually must result in an aggregate lifetime total of at least \$10,000. Skip is the 6<sup>th</sup> ND Hall of Famer, joining Daryl Braham, Shirley Dukart, Larry Louser, Scott Louser and Sharon Lunski. Skip was licensed in the late 70’s and opened Greenberg Realty in 1981. Greenberg Realty is located Grand Forks, ND.



### Braham Appointed 2012 RPAC Fundraising Liaison

Daryl Braham, CEO and Broker of Prudential Premier Real Estate was appointed as 2012 REALTOR® Political Fundraising Liaison for the National Association of Realtors® (NAR).



Braham’s role as RPAC Fundraising Liaison focuses on helping the North East territory, consisting of fourteen states, to raise funds for political issues that NAR supports by working directly with the State Presidents, the Regional Vice Presidents, and the RPAC Trustees.

## State Awards

### Highest Percentage of Participation

1. Wahpeton Breckenridge Board of REALTORS® 106%
2. Badlands Board of REALTORS® 100%
3. Bismarck Mandan Board of REALTORS® 75%

### Per Capita

1. Wahpeton Breckenridge Board of REALTORS® \$89.19
2. Badlands Board of REALTORS® \$115.76
3. Bismarck Mandan Board of REALTORS® \$86.43

## NAR Awards

**Participation**  
37% of Membership



**North Dakota – 86%**



**Major Investors**  
Champions over 1%



**North Dakota – 2.1%**



**Challenge Award**  
\$25/member



**North Dakota  
544 % of Trustee Goal**



**President's Circle**  
10% of Major Investors



**North Dakota – 100 %**



**TRIPLE CROWN AWARD**

Met or exceeded for:

- Trustees' Goal
- Participation

•Major Investor & President's Circle

**NORTH DAKOTA -  
TRIPLE CROWN  
AWARD WINNER**



**PRESIDENT'S CUP WINNER**

Triple Crown plus:

- Call to Action Goal
- Broker Recruitment Goals
- 100% FPC Participation

**NORTH DAKOTA -  
PRESIDENT'S CUP  
AWARD WINNER**



## Broker Involvement Program

A major component of the REALTOR® Party theme of Vote, Act, Invest, includes the Broker Involvement Program. The success of the Broker Involvement Program has clearly demonstrated that when Broker Owners/Managers alert their agents to key issues, agents listen and take action. NAR's Broker Involvement Program provides the Broker with a quick and effective tool to rally agents and send a clear united voice to our Congressional leaders on critical legislative issues affecting our industry. Calls for Action response rates are significantly higher when agents receive their message from their Broker.



By utilizing this tool to the extent we have, the vast majority of our membership is more informed through this program than any other state to date.

If you would like to join this group, please send an email to [info@ndrealtors.com](mailto:info@ndrealtors.com)

### ND Companies participating:

1 <sup>st</sup> Realty of Greater Grand Forks	Keller Williams Roers, Bismarck
Action REALTORS® Ltd., Wahpeton	Keller Williams Roers, Fargo
Advantage, Inc. REALTORS®, Fargo	Keller Williams Roers, Grand Forks
Aladdin Realty, Inc., Bismarck	LaDuke & Associates Real Estate Inc., Dickinson
Alliance Real Estate, Bismarck	Midstate Realty, Inc., Jamestown
AM REALTORS®, Fargo	Miller Realty, Inc
American West Real Estate, Dickinson	NAI North Central, Fargo
Basin Brokers, Inc., Williston	Naomi Rossow Realty, LLC, Dickinson
Bekk's Realty, Inc., Williston	ND Real Estate Brokers, LLC, Bismarck
Bianco Realty, Bismarck	Northwest Realty Group, Bismarck
Bismarck Mandan Board of REALTORS®, Bismarck	Oaktree REALTORS®, Bismarck
Brokers 12, Inc., Minot	Oxford Realty, LLC, Grand Forks
Century 21 Gold Key, Fargo	Park Company REALTORS®, Fargo
Century 21 Heritage Realty, Jamestown	Pifer's Auction & Realty
Century 21 Landmark Realty, Bismarck	Preferred Minot Real Estate
Century 21 Morrison Realty, Bismarck	Property Resources Group, Fargo
Century 21 Red River Realty, Grand Forks	Prudential Crary Real Estate, Grand Forks
Coldwell Banker 1st Minot Realty, Minot	Prudential Premier Real Estate, Fargo
Coldwell Banker First Realty, Fargo	RE/MAX Legacy Realty, LLC., Fargo
Coldwell Banker Forks Real Estate, Grand Forks	RE/MAX Realty 1, Fargo
Continental Real Estate, Inc., Dickinson	Realty 2000, Fargo
Dakota Comm & Development, Grand Forks	Realty Executives North Plains, Fargo
Dakota Realty – Williston	Results Realty, Inc., Lisbon
Dardis Realty - Jamestown	Reuben Liechty REALTORS®, Jamestown
Duemelands Commercial, Bismarck	Signal Inc. REALTORS®, Minot
Eid-Co, Fargo	SK Realty Inc., West Fargo
Everett Real Estate, Dickinson	The Aspen Group, Bismarck
Fredricksen Real Estate, Williston	The Real Estate Company, Dickinson
Greenberg Realty Inc., Grand Forks	Town & Country Realty, LLC
G.T. Geiszler & Associates - Dickinson	Trademark Realty LLC., Bismarck
Hammer Realty, Wahpeton	Turtle Mountain Real Estate, Bottineau
Home and Land Company, Dickinson	Watne REALTORS®, Minot
Homesmart REALTORS®, Fargo	West Plains Realty, Inc., Dickinson
	Western Edge Realty, Inc., Bowman



## Awards and Recognition

### ND REALTOR® of the Year Award Vicki Roller, Aladdin Realty



Vicki Roller of Aladdin Realty in Bismarck 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 REALTOR®'s 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 8 candidates nominated by their local Board of REALTORS®.

Roller was born in Hazen, ND and raised in Dickinson, ND. In 1989 she received her real estate license and joined Logan Hill Realty, which is now Aladdin Realty. In 2007 she also received degrees in Accounting and Business Administration. She has served as President of the Bismarck Mandan Board of REALTORS® and been involved with the local, state and national REALTOR® organizations. At this same meeting, she was also elected President-Elect of the ND Association of REALTORS®. Vicki is married to Randy and they have two grown children, Jennifer and Travis.

Each Local Board of REALTORS® submitted a candidate for the State REALTOR® of the Year. This honor is presented to members who have provided outstanding service to the real estate profession and their community. They are rated on a combination of REALTOR® spirit, civic and association involvement, and business accomplishment. The following REALTOR® members were forwarded on from their local board to be in the running for the state award. Congratulations to all candidates!



Badlands  
Susie Lefor



Fargo Moorhead  
Bob Lee



Grand Forks  
Cindi Kouba



Jamestown  
Geni Holben



Minot  
Clair Watne  
(posthumously)



Wahpeton Breck  
Jared Miller



Williston  
Nancy Hoffelt

#### Previous REALTORS® of the Year:

2011	Rita Schuster	1994	Neal Messer	1977	Claus Lembke
2010	Dave Lanpher	1993	Larry Louser	1976	Vernus Loberg
2009	Daryl Braham	1992	Betty Wieland	1975	Robert Freeberg
2008	Dewey Uhlir	1991	Mick Bergeron	1974	George W. Platt
2007	Shirley Dukart	1990	Joe Frenzel	1973	Reuben Liechty
2006	Scott Louser	1989	Craig Peterson	1972	J. Dan Halvorson
2005	Ann Cichy	1988	Kay Schlosser	1971	J. Roland Gorder
2004	Ninetta Wandler	1987	Janet Wright	1970	Ricahrd Kluzak
2003	Arlene Volk	1986	Bill Schlosser	1969	James Jensen
2002	Roger Cymbaluk	1985	Kris Sheridan	1968	Harry R. Arneson Jr.
2001	Lona Anderson	1984	Sandi Frenzel	1967	Oral Holm
2000	Perry Weekes	1983	Bob Karn	1966	Clair Watne
1999	Ron Volk	1982	Chuck Hendrickson	1965	T. Clem Casey
1998	Jack Kavaney	1981	Bob Willer	1964	Robert Lander
1997	Gene Eggen	1980	Einar Olafson	1963	Roger Odell
1996	Doris Hill	1979	Barbara Buchanan	1962	Raymond A. Fladland
1995	Muriel Hurt	1978	Betty Lou Alberts	1961	Ernest Szarkowski

## Omega Tau Rho

### Nancy Deichert, Bismarck Mandan Board of REALTORS®

In November of 1950, the National Association of REALTORS® established an honorary fraternity named Omega Tau Rho. Membership in this fraternity is represented by a Medallion of Service which 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® (NAR) and its affiliated Institutes, Societies and Councils.

The award is made to a member upon completion of their term of office as a State President, State REALTOR® of the Year, Committee Chairperson or Director of the National Association of REALTORS®, or to Executive Officers of local boards or State Associations who have completed 10 years of service to a REALTOR® Association. It is also given to REALTOR® members who have been recognized by NAR with Emeritus status. This status is granted to any person who has held membership in NAR for a cumulative period of 40 years. 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 North Dakota Association of REALTORS®, at the annual REALTOR® Convention of the Dakotas in Dickinson ND, recognized and awarded Nancy Deichert, with this honor. She earned this highly esteemed award in recognition of her leadership abilities and peer admiration.

For a list of past recipients please go to [www.ndrealtors.com](http://www.ndrealtors.com), click on Membership Services and then go to Omega Tau Rho.



## Dewey Uhlir Graduates NAR Leadership Academy

Dewey Uhlir, Park Co. REALTORS®, Fargo, ND was among seventeen REALTORS® who demonstrated personal and professional success in their respective local markets recently and were selected to participate in the 2012 class of the National Association of REALTORS® (NAR) Leadership Academy, an initiative designed to nurture and inspire new leaders in the real estate industry.

The 2012 Leadership Academy class was comprised of REALTORS® from 11 states, and the first ever international participant from Southern Brazil. The participants gained and expanded upon existing leadership skills and abilities while learning more about NAR as the voice for real estate.

Academy participants, who had to undergo an application and interview process conducted by the Academy Advisory Board, underwent a challenging series of team-building exercises and workshops scheduled over six months.

Uhlir has been licensed since 1990 and prior to that was with a construction company for 18 years and a math teacher. He was President of the Fargo Moorhead Area Association of REALTORS® in 2002 and the North Dakota Association of REALTORS® in 2006. Uhlir has also served as a National Director with the National Association since 2008.



## 2012 NAR Vice President & Liaison to Government Affairs

### Scott Louser, Preferred Minot Real Estate, Minot



Scott Louser, a REALTOR® from Minot, N.D., was the 2012 Vice President and Liaison to Government Affairs for the NATIONAL ASSOCIATION OF REALTORS®. Louser, a REALTOR® for more than 14 years, is a broker/owner of Preferred Minot Real Estate, specializing in residential brokerage. He holds designations as a Certified Residential Specialist (CRS), Certified Real Estate Brokerage Manager (CRB), and Accredited Buyers Representative Manager (ABRM). He is a Graduate of the REALTOR® Institute (GRI), Short Sale and Foreclosure Resource Certified (SFR) and a certified e-PRO. Please note that this is the highest appointment any member from North Dakota has had within our REALTOR® family.

## Good Neighbor Award

### Randy Clark, Park Co REALTORS®



Randy Clark of Park Company REALTORS®, Fargo was the recipient of the North Dakota Association of REALTORS® Good Neighbor Award at the REALTOR® Convention of the Dakotas in Dickinson, ND. The Good Neighbor Award recognizes REALTORS® for their efforts in community and charitable service and is awarded every other year during the REALTOR® Convention.

Diana Zietz, President of the North Dakota Association of REALTORS® states, “We created the Good Neighbor Award to recognize REALTORS® efforts to make their communities a better place to live.” She further explained, “REALTORS® are generally very involved in their communities and often times, it goes unnoticed. We want to recognize our members who are not only business people, but also give back to their communities, dedicating themselves to community services projects while serving the needs of their real estate clients.”

Clark commits much of his volunteer efforts to the Fargo Moorhead Challengers baseball league. The Challengers was formed due to the necessity for more athletic opportunities for children with special needs in the Fargo-Moorhead area, particularly in the age range of 5 to 18. Clark has donated the services of a photographer and a graphic designer to produce baseball cards for each of the children involved to make them feel as special as they are and has also provided shirts, treats and Red Hawks tickets. Clark also volunteers at Challengers games and is there to cheer on the children.

The Fargo Moorhead Challengers are close to Randy’s heart and his enthusiasm for the children and their love of baseball is obvious. He has great joy in seeing that the children in the FM Challengers are included in America’s favorite pastime.

As a co-worker stated, “The FM Challengers are near and dear to Randy and he has stepped in numerous times when there is a need – to Randy it is all about making the kids happy and making sure they are having fun”.

Clark was chosen from among four nominees from across North Dakota.

## Bob Karn on Stage in Orlando

Early last fall NAR President Moe Veisi put out a request to State Associations looking for members who could play in an "All REALTOR® Band" in Orlando during the NAR Convention. Bob Karn, The Real Estate Group, Dickinson made the contact and was able to rehearse with other musically talented REALTORS® and the REALTOR® band played prior to the general session on Saturday afternoon.

Good job Bob - you made us proud!



## Defeating Measure 2 and Preserving Local Control

NDAR played a large role in the defeat of this measure. We joined a Coalition (Keep it Local ND) of more than 90 groups from across the political spectrum to form the largest public policy coalition in state history. It was to educate North Dakotans about the dangers of Constitutional Measure 2, which would have eliminated property taxes in the state. The campaign was one of the largest mobilization efforts in North Dakota history and one of the most successful - an overwhelming majority of 77% of voters rejected this fatally flawed measure.

We would like to thank NAR and our local boards for their services, financial support and feet on the ground attitude we received in this fight. It could not have been so easily defeated without all of your work.



With the failure of this measure, we are going into a legislative session with one of the big issues being the reduction of property taxes. There are several proposals being floated around and we are following all of them and offering input. There will be some kind of relief just not sure what form yet.

## Rally to Protect the American Dream



On May 17<sup>th</sup>, 13,800 REALTORS® gathered at the Washington Monument to celebrate home ownership and that REALTORS® are there to Protect the American Dream. The rally showed consumers that, when it comes to something as important as home ownership, “you’re in it with them and for them. Whenever you do those things in life, you know you’ve accomplished something great.”

In addition to the members and others who attended the rally, 13,600 people attended virtually, at RealtorRally.org. Twelve members of Congress attended, including two of our own, Senator John Hoeven and Representative Rick Berg. 29 major media outlets, including CNN and CNBC, covered the event.

To show the importance of this NAR and NDAR coordinated a bus from Bismarck to Washington DC so more members could attend. Thank you to the sponsors who helped make the trip work.



THANK you to all the great sponsors who help make our bus trip a fun time!

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**Thank you to our volunteers –  
 we couldn’t have done it without you.**

**Congratulations to the award winners.  
 We are proud to have you as members!**