



318 W. Apollo Ave  
Bismarck, ND 58503-1412

# ND REALTOR®

## An Interview with the Candidates

The NDAR Nominating Committee met in June and interviewed the following candidates to be presented to the membership to be elected to office at the September 12, 2013 meeting in Rapid City: Greg Larson (Bismarck), President Elect and Cindy Harvey (Minot), Vice President. Vicki Roller (Bismarck) will automatically advance to office of President.

Dewey Uhlir, Fargo, was also interviewed and his name

was brought forward to the NDAR Board of Directors at their June 13 meeting for nomination and ratification. His name will now be forwarded to NAR for appointment to a three year term.

Following are questions answered by each NDAR candidate for office. Please note an absentee ballot can be found on page 21 if you will not be present at the General Membership Meeting in Rapid City.



**Greg Larson**  
Century 21 Morrison Realty,  
Bismarck

### for President Elect

**1. Why do you seek the election of this office?**

One of the philosophies I've grown up with is the thought that there are three legs to any business. The first in Real Estate is listing and selling. What you do to earn your income. Second is your business, how you develop your personal business for yourself and/or your brokerage. Third is the business of Real Estate, what the industry does to develop and protect your ability to do your chosen job. I believe we need to be involved in all three areas of our profession and so I've decided to get involved in state leadership if our membership will allow me to promote those three legs of business.

**2. How (or why) did you get started in Real Estate?**

My mother-in-law, Grace Bennett was a REALTOR® for over 30 years. She had been trying to get me into Real



**Cindy Harvey**  
Preferred Minot Real Estate,  
Minot

### for Vice President

**1. Why do you seek the election of this office?**

I have been involved with the Minot Board of Realtors® since being licensed in 2007, and at the state level since 2010. I feel running for state Vice President would allow me to continue to contribute at a higher level. My years of experience on a local, state, and national level will benefit our members.

**2. How (or why) did you get started in Real Estate?**

My parents purchased and sold many houses throughout their lifetime, and as a child they always included me in the process. I attended showings, lender meetings, and closings with them and enjoyed every second. As an adult, Real Estate just felt like a natural fit for me. My favorite part of being in this business is the relationships I have developed with many of my clients who have become life-long friends.

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*Harvey continued to page 3*

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# President's Message

By Scott Breidenbach , NDAR President



Happy Summer! Business has definitely been as hot as the temperature around our great state! I hope everyone is taking some time to enjoy the summer before it is gone.

NDAR's summer meetings were held in Bismarck on June 12 and 13. Political Affairs, Membership, and Technology met on June 12. After

their meetings, a retirement social was held for Judy Gehrke, the Fargo Moorhead AE. Then a fun evening out was held. A group headed to have supper on the river and riverboat cruise. It was a great chance to network and enjoy the summer weather!

Make sure to register for this year's REALTOR® Convention of the Dakotas being held in Rapid City, SD on September 11-13. This year's theme is "Success: Dream It, Live It". For a full schedule and registration details go to [www.ndrealtors.com/convention13/pdf](http://www.ndrealtors.com/convention13/pdf)

Need some continuing education credits for 2013? The Badlands Board of REALTORS®, along with NDAR and the Dakota CRS Chapter, are sponsoring CRS 103: Mastering Positive Change in Today's World on October 17 in Dickinson. This class covers some great information – time management techniques, how to develop actions plans to achieve your goals, building a rewarding business are some of the topics. For registration information, go to [www.ndrealtors.com/crs103brochure.pdf](http://www.ndrealtors.com/crs103brochure.pdf).

Save the Date – REALTOR® Ring Day has been scheduled for December 6. Volunteer sign-up sheets in each local board should be coming out this fall – make sure to get your name or office on a kettle!

We will be holding state meetings in Minot in October. Please watch for details coming soon! Enjoy the rest of your summer and hope to see you this fall!

To advertise in the

## North Dakota REALTOR®

Contact LaVaughn at 1-800-658-3485.

## North Dakota Association of REALTORS®

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[info@ndrealtors.com](mailto:info@ndrealtors.com)  
[www.ndrealtors.com](http://www.ndrealtors.com)

## 2013 Officers

**President:** Park Co. Realtors®  
Scott Breidenbach PO Box 97  
Fargo, ND 58102  
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Fax 701-237-9109  
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**President Elect:** Aladdin Realty, Inc  
Vicki Roller 533 Airports Rd  
Bismarck, ND 58504  
701-222-6310  
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**Vice President:** Century 21 Morrison Realty  
Greg Larson 201 W Front Ave.  
Bismarck, ND 58504  
701-223-6654  
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**Past President:** Continental Real Estate  
Diana Zietz PO Box 1121  
Dickinson, ND 58602  
701-483-9107  
Fax 701-483-0867  
[dziez@crealestate.com](mailto:dziez@crealestate.com)

**Director at Large:** Preferred Minot Real Estate  
Cindy Harvey 400 4th St. SW  
Minot, ND 58701  
701-852-8151  
Fax 701 838-4195  
[cindyharveyrealtor@gmail.com](mailto:cindyharveyrealtor@gmail.com)



Larson continued from page 1

Estate for some time. I finally was in a position to get into it and she was one of my mentors as I got started. My one regret is that I didn't get into it when she first suggested it. I love this business.

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

In Real Estate, I've been the Bismarck/Mandan Board of REALTORS® Vice President, President Elect, President, Past President as well as chair of several committees (RPAC, Political Affairs, Bylaws and Nominating). On the NDAR level, I'm currently the Vice President and Political Affairs chair. In addition I've been a board member and am past chair of the RPAC committee. On NAR level, I'm on the Housing Opportunity Committee and am a Federal Political Coordinator (FPC).

**4. Your strong points?**

I believe my sense of perspective is very important. As I do the things I do with this organization I strive to remember that I've been put in this position by the members of our association and as such I work for all of us. I have an ability to work with other organizations and groups. This past year, I worked closely with Claus Lembke, our Government Affairs Director, during the legislative session. If elected, I'll be president of the association when the next session is held, and will be able to help our new GAD work lobbying for our association as I'm needed. Finally I've been in state and national leadership in other organizations and know what it takes to lead a board of directors and association staff so that they can be supported in their efforts.

**5. What is your most memorable moment in your Real Estate career?**

I'd have to say that during the 2011 flood I was amazed at the way that local, state and national associations supported and assisted my family. We received assistance from the national disaster assistance within just weeks of being evacuated from our home and it was the only money we got for over 9 months including our insurance policies. In addition the Bismarck/Mandan Board of Realtors® honored me as REALTOR® of the Year. I can't express how affirming that was to me at the time. I think I'm the first homeless REALTOR® of the Year in Bismarck/Mandan.

**6. Your specific plans or ideas for NDAR?**

I'm always looking ahead. I strongly believe in 5 & 10 year plans that are attainable AND within the scope of the association staff. Our current president, Scott Briedenbach, has a goal of partnering with a local board to purchase a building that would provide non dues income for the association. Even though it will take more than his term to accomplish, it's worth continuing

through as many terms as it takes. There should be other long term strategic plans that we agree to develop together.

**Other Comments:** I just want to thank you the state's Realtors® for placing your trust in me, and want to assure you all that I'll continue to work to earn it. As always, I want to hear from each of you with your concerns and suggestions.

Harvey continued from page 1

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

Professional Development committee member NAR (2013)  
Director at Large, NDAR (present)  
Secretary/Vice President, MBOR (2010)  
President Elect, MBOR (2011)  
RPAC, Chair for MBOR (present)  
ALS committee member (present)  
Chamber CLI graduate (2010)  
Magic City/Central Campus PTA Board Treasurer (2008-2010)  
Junior Achievement volunteer (2010)  
PTA member and volunteer at BelAir Elementary (present)

**4. Your strong points?**

I have the ability to listen to others and make informed decisions, putting the member's desires first.

**5. What is your most memorable moment in your real estate career?**

My most memorable experience in my Real Estate career was receiving the Realtor® of the Year award from the Minot Board of Realtors® in 2011. We have so many wonderful, experienced professional Realtors® in our board so to be nominated for this honor by my peers was amazing.

**6. Your specific plans or ideas for NDAR?**

My goal is to develop a leadership program for the state with the key objectives to discover, recruit, educate and empower our members.

**Other Comments:** I appreciate all of the support I have received from my fellow members on a local and state level. I would be honored to serve as Vice President of the state board.

# Did You Know?

By Jill Beck



Jill Beck,  
NDAR CEO

With the advent of the growth of social media and seeing many posts out there regarding buying/selling or posting of new listings I found it best to devote this "Did You Know" to the Advertising rules. North Dakota defines advertising in the North Dakota Administrative Rules for the North Dakota Real Estate Commission in section 70-02-03-02.

## Advertising – as defined in North Dakota Administrative Rules

The terms "advertise", "advertising", and "advertisement" include all forms of representation, promotion, and solicitation disseminated in any manner and by any means of communication for any purpose related to real estate brokerage activity, including, at a minimum, advertising the sale or purchase of real estate or promotion of real estate brokerage services conducted by mail, telephone, the internet, the World Wide Web,

electronic mail, electronic bulletin board, or other similar electronic common carrier systems, business cards, signs, television, radio, magazines, newspapers, and telephonic greetings or answering machine messages.

Remember all advertising must be done in the real estate brokerage agency's trade name as licensed with the commission and the trade name must be prominently displayed and must include information on how the public can contact the real estate brokerage agency.

Advertising by licensees must be under the supervision of the designated broker. Such advertising may include a licensee's name and telephone number or other contact information, provided the real estate brokerage agency's registered business name or trade name and contact information is also clearly included as required in this section.

For those advertising listings on social media, email.... remember the company contact information must be with the ad – "advertising must include information on how the public can contact the real estate brokerage agency." The rule was established to give the consumer an avenue to make contact with the company (not just the salesperson) and this contact information for the company can be any of the following:

- \*the company street address
- \*the company telephone number
- \*the company email address
- \*the company website address

While there is not an exact size that the company information must be in, the rule does read that it be prominently displayed and the company name must be easily read and apparent to the public.

For further information on the advertising rule please go the North Dakota Real Estate Commission website at [www.realestatend.org](http://www.realestatend.org), go to the Licensees tab and then to the Guidelines tab.



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# Housing Incentive Fund set to have big impact

The Housing Incentive Fund (HIF) is set to make a big impact on the affordable housing needs in North Dakota with the support of state taxpayers.

HIF was first created in 2011 to incentivize the development of new multifamily rental housing. The fund was reauthorized in 2013 and is on track to help build hundreds of new homes for essential service workers and low- and moderate-income families across the state. To capitalize the new fund, the Legislature authorized \$20 million in tax credits and supplemented them with \$15.4 million in general fund money.

Taxpayers making a contribution to HIF receive a dollar-for-dollar tax credit that may be used against their state income tax liability and can direct contributions to specific projects, communities or regions. "Contributions into the Housing Incentive Fund not only are a great investment into the housing future of your community, they also allow you to have a say in how your taxes are used," said Jolene Kline, acting executive director of the North Dakota Housing Finance Agency. "There are a lot of benefits of contributing to HIF and we strongly encourage every taxpayer to consider supporting the fund."

Kline said taxpayers should consult their tax professionals about all the benefits including deductibility of contributions from federal income taxes and adjusting estimated quarterly tax payments to account for the anticipated reduced tax liability that will result from applying the HIF tax credit.

"REALTORS® are important housing leaders in North Dakota who know better than anyone the unique challenges our communities face with affordable housing right now," Kline said. "Participating in the Housing Incentive Fund is a great way to continue the ongoing commitment REALTORS® have made to bettering our communities."

Jerry Schlosser, broker owner of Century 21 Morrison in Bismarck, contributed to HIF previously and said other REALTORS® should too. "Making a contribution to the Housing Incentive Fund was an easy decision," he said. "Affordable housing being created through HIF is critical for North Dakota. You are already paying your taxes so why not put those dollars to good use on housing and earn a tax credit?"

HIF funds help make affordable housing development feasible and get projects moving. Income and rent restrictions apply on a percentage of the units in the project based on the amount of HIF funding in the project, which could be 30 percent of development costs up to \$3 million. "Creating affordable housing options for essential service workers like teachers, law enforcement, road maintenance workers and nursing assistants, as

well as individuals and families of modest means is what HIF is all about," said Kline. "These projects are essential to the economic vitality of our communities and state, but they need the support of taxpayers to move forward."

HIF contributions must be received before the end of an individual's or business's tax year, but fund supporters don't need to wait until year's end to make a contribution. "Developer interest in the fund is very high and adequate financial support is required by HIF projects before they can break ground," Kline said. "Now is a great time to make a contribution and earn a credit so that construction on this much needed housing can move ahead quickly."

More information on HIF is available online at [www.NDHousingIncentiveFund.org](http://www.NDHousingIncentiveFund.org) or by calling 800-292-8621.

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# Chips From The Board

## Badlands

### BOARD OF REALTORS®

Things are still hopping in Dickinson and the surrounding areas... Summer has brought out buyers and sellers alike, and it's been great.

We have been busy preparing for our Sweet Social and a Chance night to raise money for RPAC. Sweets will be auctioned off and there will be games to win chances for a \$150 gift card. All money brought in that night goes to individual RPAC investment stats... We will let you know how that goes, but it should be a really fun night. Affiliates and agents can come and have a great social time and invest in their futures, too.

We are in the process of upgrading lock boxes, also. We were able to use some of the money that we made from the Convention to purchase electronic lock boxes and are so looking forward to using them. We should be up and running by the end of August.

Our Board has been extremely busy, but good things are coming from it, so it's worth it; just a few more ways to move forward. I hope everyone is having a wonderful summer. See you at Convention in South Dakota!!

Lorrie Nantt,  
*President*

## Bismarck-Mandan

### BOARD OF REALTORS®

We are in full swing planning for the 2014 REALTOR® Convention of the Dakotas! Watch for an exciting promotion during the convention in Rapid City this September. The theme is "Passport to Excellence" and follows a cruise theme. The target is top-notch education with fresh, new, bold instructors; exciting entertainment and keynote speakers, and a bon voyage blast at the Ice Breaker event!

We are working toward a contract renewal with Supra for updated lockboxes with conversion planned for November.

New members continue to walk in the door and new companies continue to open their doors. Appraisers are moving here from other parts of the country and setting up shop. Some new real estate offices have opened as

well.

The market continues to be "interesting" with average sale prices year to date (thru 6/30/13) at \$216,909, up 13% from the same period last year. The number of units sold year to date is down slightly compared to last year.

Following the largely successful tech CE event in March and a membership survey, the Education Committee is planning for more technology continuing education this fall, possibly late October.

The RPAC Campaign brought success in major investors; however, overall participation is down. The results of the campaign includes 5 Sterling R's (Joe Sheehan, Mary Splichal, Tanya Vetter, Pat Vannett, and Nancy Deichert); 2 Crystal R's (Amy Hullet and Kerry J. Carpenter); and our first Golden R (Chad Wachter).

Daryl Braham was the featured speaker at the Nominating Committee's informational lunch. Eight members who are considering running for a seat on the board were in attendance, in addition to existing leaders and Nominating Committee members. The results were positive with two submitting their nomination forms at the event, and one being delivered to the Board office shortly afterward.

A "White Party" is in the works for the Inaugural Celebration and Awards Ceremony slated for November. It is sure to be a stunning event!

The advertising campaign featuring testimonials from buyers and sellers wrapped up with a final run on tv and on the radio. Feedback from the membership has been very good.

Nancy Deichert, *RCE*  
*Association Executive*

## Fargo-Moorhead Area

### ASSOCIATION OF REALTORS®

It's been a very busy real estate season and we have welcomed many new members. FMAAR said goodbye to our long-time Executive Vice President, Judy Gehrke. We will miss Judy and thank her for 25 years of dedicated service and wish her much happiness in her retirement! We welcomed Marti Kaiser to our staff. Marti is our new Executive Vice President and comes to us from the Lakes Country Association of Realtors® in Detroit Lakes, MN.

FMAAR launched a cable television campaign promoting reasons to work with a professional REALTOR®. Ads will run through September. Thanks to our Public Relations Committee for all their hard work on this promotion.

Our FMAAR 24th Annual Golf Outing will be held Monday, August 5 at The Meadows in Moorhead. This will be a Texas Scramble Best Ball with an 11:00 a.m. shotgun tee time. The FMAAR election of Officers and

*Chips continued to page 7*

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Directors and announcement of the REALTOR® of the Year is August 20 at the Holiday Inn. During the social, we will be tying blankets for Project Linus. North Dakota and Minnesota have both approved 16 hours continuing education for CRS 202, "Effective Buyer Sales Strategies", October 1 and 2 at the Fargo Holiday Inn. Ed Hatch is the instructor and co-author of this highly acclaimed CRS course. We also have several New Member Orientation Classes and Code of Ethics Courses scheduled in July and August. We'd love to have you join us for any of these events. Details are available at the FMAAR Board Office, 701-235-6679.

Have a great summer!

Marti Kaiser, RCE  
Executive Vice President

Grand Forks Area  
Association of REALTORS®

Summer time weather is finally here. Just like the weather the market in the Grand Forks Area is HOT. While the number of sold units is down by 6%, total sales volume is up slightly. But the big news is Average Days on Market is 2 weeks shorter in 2013. If we had inventory this would be a banner year.

In June we held our Annual Golf/Sporting Clays and Barbeque at Valley Golf Course in East Grand Forks. Weather was great and a great time was had by all. Our event was successful thanks to our Affiliate sponsors, Committee Co-Chairs, Chris Letvin, Tammy Howard and the rest of the Program Committee. Ben Jenson stepped in and organized the Sporting Clays for us. After the golf tournament we had our annual RPAC

Raffle. Chris Letvin and the rest of the RPAC did a great job as this year's raffle was very successful.

In July we had our "Stars of 2013" Honors Banquet. Most Outstanding Rookie winner was Katie Marcotte. Affiliate of the Year winner was Shanna Field. 2013 REALTOR® of the Year winner was Jim Dunavan.

John Colter,  
Association Executive

Jamestown  
BOARD OF REALTORS®



The Jamestown Board of Realtors® hosted a Continuing Ed Seminar on June 6th here in Jamestown on the ND Housing First Home Essentials. June 19th Jessica Brewster from the North Dakota Prevention Resource Center spoke to us on Prescription Drug Abuse in ND.

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2013 REALTOR® RING Day

**Save the Date**

**Friday, December 6**



# NORTH DAKOTA REALTOR®

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Gate City Bank
Grand International Inn
Kirkwood Lending
Midcontinent Cable
Minot Guaranty & Escrow
Safety Net Systems
ServPro
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Jamestown Board
A-Team Inspections, LLC
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Docustore	Reiten Television
Doublewood Inn	Rocky Gordon & Company
eLending Now	Security First Bank of ND
First Community Credit Union	Seven Seas Inn
Flash Printing	Starion Financial
Gate City Bank	US Bank Home Mortgage
Hallmark Home Inspections Serv	Vue Credit Union
Kary/Ressler Agency	Wells Fargo Home Mortgage
Image Printing	
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Williston Board	
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Grand Forks Area Association	
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Bank Forward	National Property Inspections
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Choice Financial	Reis Law Firm, PC
Citizen Community Credit Union	Rent-A-Home
Country Financial	Steamatic
First Class Mortgage	The Villiage Family Service Center
Forx Builders	GF Housing & Urban Development
Frandsen Bank & Trust	United Valley Bank
Gate City Federal	US bank
German Law Firm	Vilandre's
GFAFB Housing Referral Office	Wells Fargo Home Mortgage
Grand Forks Abstract	Wintrus Mortgage

Fargo Moorhead Area Association	
20/20 Home Inspection	Mid America Inspection Services
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Compass Land Consultants, Inc.	Superior Insurance Agency, Inc
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First Mortgage Service, Inc	US Title & Closing Services
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Great Plains Inspections, LLC	VISIONBank Mortgage & Loan
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Wahpeton Breckenridge Board	
American Federal Bank	Luther's Appraisal Service
Bell State Bank & Trust	Stillwell Appraisal
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BW Insurance	Smith, Strege & Fredericksen
City Assessors Office	The Appraisal Office
Eagle Appraisal Inc.	TRN Title
Gate City Bank	Wastweet Appraisal
Innovative Abstract & Title	Wells Fargo Home Mortgage
Koziol Appraisal	Wilkin County Assessors

*Chips continued from page 7*

The ND Prevention Resource Center is encouraging all clients to lock their medications up, especially when showing homes and when having an open house. Jessica stressed when getting rid of Prescription Drugs to take them to your local Police Department. She also told us to remind clients throughout the selling process that their home and valuables should always be locked up. We welcomed Lawn Realty out of Valley City as they have joined the Jamestown Board of Realtors®. The Jamestown Board of Realtors® featured a float in the White Cloud Parade on July 6th. Thanks to DeeAnn and Frank Schumacher who built the float for the parade. DeeAnn is the Secretary for the Jamestown Board of Realtors®. The Jamestown Board of Realtors® annual summer gathering will be held at the Jamestown Country Club on July 17th.

Diane Dillman,  
Executive Officer

Minot

BOARD OF REALTORS®

Summer has finally made it to Minot! With the beautiful weather comes the consumer's desire to sell their existing home and relocate to a new one. Minot has 6 new subdivisions making new construction a strong leg

of our business. There are 124 new construction single family homes on the market at this time with the average selling price of \$322,166. Preexisting homes remain the backbone of our business with 208 homes on the market with the average selling price of \$272,210. As Realtors®, it is exciting to be in such a strong, vibrant market.

Ashleigh Collins,  
President

Wahpeton-Breckenridge  
BOARD OF REALTORS®

Things are busy in the Wahpeton-Breckenridge area. We are still short of listings. The Board held a picnic for the REALTORS® and affiliates in June and was well attended. We did a fundraiser for RPAC, local animal shelter and encouraged more people to become 99 Club members. We are starting to plan for the ND-SD convention in September, it's coming fast!

Greetings from our Board and hope to see you at convention!

Steve Diederick  
President



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## Presenting and Negotiating Multiple Offers - White Paper

Do you know how to handle multiple offers? The Code of Ethics offers some guidance. The Code requires REALTORS®, in response to inquiries from buyers or cooperating brokers, with the seller's approval, to divulge the existence of offers on the property. Your actions should be dictated by the seller only after a discussion with the seller about the pros and cons. Other resources available are to search [www.realtor.org](http://www.realtor.org) for NAR Case Interpretations on Disclosure of Existing Offers (Cases 1-29 and 1-30). The article below is from NAR and published on [realtor.org](http://realtor.org)

"When representing a buyer, seller, landlord, tenant, or other client as an agent, REALTORS® pledge themselves to protect and promote the interests of their clients. This obligation to the client's interests is primary, but it does not relieve REALTORS® of their obligation to treat all parties honestly." (from Article 1 of the 2013 REALTORS® Code of Ethics)

"REALTORS® shall submit offers and counter-offers objectively and as quickly as possible." (Standard of Practice 1-6)

Perhaps no situation routinely faced by REALTORS® can be more frustrating, fraught with potential for misunderstanding and missed opportunity, and elusive of a formulaic solution than presenting and negotiating multiple purchase or lease offers and/or counter-offers on the same property. Consider the competing dynamics. Listing brokers are charged with helping sellers get the highest price and the most favorable terms for their property. Buyers' brokers help their clients purchase property at the lowest price and on favorable terms. Balanced against the Code's mandate of honesty is the imperative to refrain from making disclosures that may not, in the final analysis, be in a client's interests. (Revised 11/01)

Will disclosing the existence of one offer make a second potential purchaser more likely to sign a full price purchase offer—or to pursue a different opportunity? Will telling several potential purchasers that each will be given a final opportunity to make their best offer result in spirited competition for the seller's property—or in a table devoid of offers?

What is fair? What is honest? What is to be done? Who decides? And why is there not a simple way to deal with these situations?

As REALTORS® know, there are almost never simple answers to complex situations. And multiple offer presentations and negotiations are nothing if not complex. But, although there is not a single, standard approach to dealing with multiple offers, there are fundamental principles to guide REALTORS®. While these guidelines focus on negotiation of purchase offers, the following general principles are equally applicable to negotiation of lease agreements. (Revised 11/01)

- Be aware of your duties to your client—seller or buyer—both as established in the Code of Ethics and in state law and regulations. (Revised 05/01)

The Code requires you to protect and promote your client's interests. State law or regulations will likely also spell out duties you owe to your client.

- The Code requires that you be honest with all parties. State law or regulations will likely spell out duties you owe to other parties and to other real estate professionals. Those duties may vary from the general guidance offered here. REALTORS® need to be familiar with applicable laws and regulations.

Be aware of your duties to other parties—both as established in the Code of Ethics and in state law and regulation.

- Remember that the decisions about how offers will be presented, how offers will be negotiated, whether counter-offers will be made and ultimately which offer, if any, will be accepted, are made by the seller—not by the listing broker. (Revised 05/01)

- Remember that decisions about how counter-offers will be presented, how counter-offers will be negotiated, and whether a counter-offer will be accepted, are made by the buyer—not by the buyer's broker. (Adopted 05/01)

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Broker

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1401 32nd St. S.  
 Fargo, ND 58103



**OFFERS** continued to page 11

**OFFERS** continued from page 10

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• When taking listings, explain to sellers that receiving multiple, competing offers is a possibility. Explain the various ways they may be dealt with (e.g., acceptance of the "best" offer; informing all potential purchasers that other offers are on the table and inviting them to make their best offer; countering one offer while putting the others to the side; countering one offer while rejecting the other offers, etc.).

Explain the pluses and minuses of each approach (patience may result in an even better offer; inviting each offeror to make their "best" offer may produce a better offer[s] than what is currently on the table—or may discourage offerors and result in their pursuing other properties).

Explain that your advice is just that and that your past experience cannot guarantee what a particular buyer may do.

Remember—and remind the seller—that the decisions are theirs to make—not yours, and that you are bound by their lawful and ethical instructions.

• When entering into buyer representation agreements, explain to buyers that you or your firm may represent more than one buyer-client, that more than one of your clients or your firm's clients may be interested in purchasing the same property, and how offers and counter-offers will be negotiated if that happens. (Adopted 05/01)

Explain the pluses and minuses of various negotiating strategies (that a "low" initial offer may result in the buyer purchasing the desired property at less than the listed price—or in another, higher offer from another buyer being accepted; that a full price offer may result in the buyer purchasing the desired property while paying more than the seller might have taken for the property, etc.). (Adopted 05/01)

Explain to the buyer that sellers are not bound by the Code of Ethics. Sellers, in multiple offers situations, are not prohibited from "shopping" offers. Real estate brokers may - unless prohibited by law or regulation - "shop" offers. Therefore, REALTORS® assisting purchasers in formulating purchase offers should advise those purchasers it is possible that the existence, terms and conditions of any offer they make may be disclosed to other purchasers by sellers or by sellers' representatives except where such disclosure is prohibited by law or regulation. (Adopted 05/05)

Remember—and remind the buyer—that the decisions

are theirs to make—not yours, and that you are bound by their lawful and ethical instructions. (Adopted 05/01)

• If the possibility of multiple offers—and the various ways they might be dealt with—were not discussed with the seller when their property was listed and it becomes apparent that multiple offers may be (or have been) made, immediately explain the options and alternatives available to the sellers—and get direction from them.

• When representing sellers or buyers, be mindful of Standard of Practice 1-6's charge to ". . . submit offers and counter-offers objectively and as quickly as possible." (Revised 05/01)

• While the Code of Ethics does not expressly mandate "fairness" (given its inherent subjectivity), remember that the Preamble has long noted that ". . . REALTOR® has come to connote competency, fairness, and high integrity. . . ." If a seller directs you to advise offerors about the existence of other purchase offers, fairness dictates that all offerors or their representatives be so informed.

• Article 3 calls on REALTORS® to ". . . cooperate with other brokers except when cooperation is not in the client's best interest." Implicit in cooperation is forthright sharing of information related to cooperative transactions and potential cooperative transactions. Much of the frustration that occurs in multiple offer situations results from cooperating brokers being unaware of the status of offers they have procured. Listing brokers should make reasonable efforts to keep cooperating brokers informed. Similarly, buyer brokers should make reasonable efforts to keep listing brokers informed about the status of counter-offers their seller-clients have made. (Revised 05/01)

• Realize that in multiple offer situations only one offer will result in a sale and one (or more) potential purchasers will be disappointed that their offer was not accepted. While little can be done to assuage their disappointment, fair and honest treatment throughout the process; coupled with prompt, ongoing and open communication, will enhance the likelihood they will feel they were treated fairly and honestly. In this regard, ". . . REALTORS® can take no safer guide than that which has been handed down through the centuries, embodied in the Golden Rule, 'Whatsoever ye would that others should do to you, do ye even so to them.' "(from the Preamble to the Code of Ethics).

(Revised 05/05)



September 11 - 13, 2013

Registrant Information

Convention Headquarters

**Rushmore Plaza Civic Center**

**Rushmore Plaza Holiday Inn**

(605) 348-4000

**Additional Hotels Available**

Howard Johnson 605-737-4656

Hotel Alex Johnson 605-342-1210

LaQuinta Inn & Suites 605-854-1855

Mark Porter, CRS, GRI



Mark Porter has been a real estate agent, investor, and broker for more than two decades. Mark has made a career out of helping professionals develop their businesses by learning to manage shifting markets to better serve their clients. Since conquering the tough Wisconsin market of the early 90s with an average market time of 10 days at 99 percent of list price, thousands of real estate professionals have attended his education courses. Mark's efforts have contributed to the successes of the largest and most prestigious designations in real estate industry history, CRS – Certified Residential Specialist and GRI – Graduate REALTORS® Institute.

Mark's courses lay emphasis on discovering the best solution for each individual by developing technology skills which translate into easy to implement and effective action plans. His courses teach agents and business owners the skills needed to help GROW THEIR BUSINESS.

Michael J. Maher, MBA



America's most referred Real Estate Professional and best-selling author of (7L) *The Seven Levels of Communication: Go from Relationships to Referrals* will be instructing two of our educational classes. He has sold over \$40 million in real estate and earned over \$1.4 million in commissions in just his third year of real estate. Even more impressive is

that his business is over 90% referral with a business that attracts over 500 referrals per year.

Klein as Abraham Lincoln



Considered one of the nation's foremost Lincoln actors, Richard F. (Fritz) Klein makes Lincoln and his period of history come alive. Klein was born in 1948 and raised in Southern California. He graduated from Concordia College in Ft. Wayne, Indiana in 1970 and began acting as a hobby in 1975. The

first time he was asked to portray Abraham Lincoln was in 1976 at a municipal celebration of the nation's bicentennial. He began acting full-time in 1980. Since then, the role has taken him to some 35 states for film and television, on stage, and as a motivational speaker. He now resides in Springfield, Illinois with his wife and family, where he performs for some of the city's 500,000 annual visitors. From there he also travels to points across the nation on tours, and by special invitation.

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Contact Phone \_\_\_\_\_

Email \_\_\_\_\_

Local Board \_\_\_\_\_

Registration Fees - Full registration includes all convention activities and education except An Evening with Abraham Lincoln, Golf and CRS Dakota Chapter Education.

REALTOR® Early Bird Registration (09/15/12 - 7/31/13)	\$210.00 _____
REALTOR® Registration After July 31, 2013	\$225.00 _____
An Evening with Abraham Lincoln* (per person)	Sold Out
Licensee Non-Member Registration Fee	\$250.00 _____
Additional Registrants** (affiliates/vendors/sponsors)	\$125.00 _____
Non-Licensed Spouse/Guest**	\$100.00 _____
Wednesday Downtown Breakfast - FREE	Planning to attend _____
Golf	see separate registration form
Total	_____

Check (Payable to: BHAR 2013 Convention)       Credit Card

Card # \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_ Exp date \_\_\_\_\_ - \_\_\_\_\_ CSC \_\_\_\_\_

Authorized Signature \_\_\_\_\_

(Required for Credit Card Charges)

**Refund Policy:** With a written cancellation prior to July 15, 2013, the Black Hills Association of REALTORS® will refund your registration fee minus \$40.00 administrative processing fee. After July 15, 2013, one-half of the registration fee will be refunded. No refunds available after August 15, 2013. No shows will not be refunded. All refund requests will be processed following the convention.

\*Not included in registration fee

\*\*Requires completion of separate form



September 11 - 13, 2013

Tentative Schedule

**Convention Headquarters**

**Rushmore Plaza Civic Center**

444 Mt. Rushmore Road N.  
Rapid City, SD 57701

4:00 PM 8:00 PM  
4:30 PM 9:00 PM

**Rushmore Plaza Holiday Inn**

505 N. Fifth Street  
Rapid City, SD 57701  
(605) 348-4000

8:30 AM 9:00 AM  
9:00 AM 1:00 PM  
9:00 AM 11:00 AM  
8:00 AM Noon

**Additional Hotels Available**

Howard Johnson 605-737-4656  
Hotel Alex Johnson 605-342-1210  
Fairfield Inn & Suites 605-718-9600

8:00 AM 6:00 PM  
11:30 AM 1:00 PM  
Noon 6:00 PM  
1:30 PM 4:30 PM  
4:00 PM 6:00 PM  
6:30 PM 8:00 PM  
8:00 PM Midnight

Tuesday, September 10

Pre-registration  
\*An Evening with Abraham Lincoln, Mt. Rushmore

Wednesday, September 11

\*Golf Registration, Red Rock Golf Course  
\*Golf Tournament with luncheon to follow, Red Rock Golf Course  
Presidential Walk – coffee & bagels, Downtown Rapid City  
Exhibits set up, Civic Center  
Registration, Civic Center Vendor Area  
Dakota CRS Chapter Luncheon  
Exhibits Open, Civic Center  
\*\*Dakota CRS Chapter Course  
Vendor Social, Golf Awards  
Ice Breaker Reception  
Ice Breaker Entertainment

Thursday, September 12

Pre-registration, Civic Center  
Exhibits open  
Continental Breakfast  
Education class  
Education class  
REALTOR® of the Year Luncheon  
Exhibits open  
SD Board of Directors & General Membership Meeting  
ND Board of Directors & General Membership Meeting  
RPAC Reception (Invitation Only)  
Grand Banquet – Installation of Officers  
Grand Banquet Entertainment

Friday, September 13

ND/SD Omega Tau Rho Breakfast (Invitation Only) (Coffee Only)  
Closing Breakfast, Remarks & Drawing for prizes  
Exhibits open  
Education Class

Mark Porter, CRS, GRI



Mark Porter has been a real estate agent, investor, and broker for more than two decades. Mark has made a career out of helping professionals develop their businesses by learning to manage shifting markets to better serve their clients. Since conquering the tough Wisconsin market of the early 90s with an average market time of 10 days at 99 percent of list price, thousands of real estate professionals have attended his education courses. Mark's efforts have contributed to the successes of the

largest and most prestigious designations in real estate industry history, CRS – Certified Residential Specialist and GRI – Graduate REALTORS Institute. Mark's courses lay emphasis on discovering the best solution for each individual by developing technology skills which translate into easy to implement and effective action plans. His courses teach agents and business owners the skills needed to help GROW THEIR BUSINESS.

8:00 AM Noon  
7:30 AM Noon  
7:30 AM 8:30 AM  
8:30 AM 11:30 AM  
8:30 AM 11:30 AM  
Noon 2:00 PM  
2:00 PM 5:00 PM  
2:15 PM 4:30 PM  
2:15 PM 4:30 PM  
5:00 PM 6:30 PM  
7:00 PM 9:00 PM  
9:00 PM 11:00 PM

Fritz Klein as Abraham Lincoln



Considered one of the nation's foremost Lincoln actors, Richard F. (Fritz) Klein makes Lincoln and his period of history come alive. Klein was born in 1948 and raised in Southern California. He graduated from Concordia College in Ft. Wayne, Indiana in 1970 and began acting as a hobby in 1975. The first time he was asked to portray Abraham Lincoln was in 1976 at a municipal celebration of the nation's bicentennial. He began acting full-time in 1980. Since then, the role has taken him to some 35 states for film and television, on stage, and as a motivational speaker. He now resides in Springfield, Illinois with his wife and family, where he performs for some of the city's 500,000 annual visitors. From there he also travels to points across the nation on tours, and by special invitation.

7:00 AM 8:15 AM  
8:00 AM 9:00 AM  
7:30 AM 11:00 AM  
9:15 AM 12:15 PM

\*Not included in registration fee

\*\*Dakota CRS Chapter Education -  
Chapter Members - Free

Non-Chapter Members - fee TBD

# Legislative Update

By Claus Lembke, Government Affairs Director  
Greg Larson, Political Affairs Chair

NDAR closely monitored 70 plus bills this session and took a position of support on 15 of these bills. This is the second segment in a 3-part series. All parts of the legislative report can be found at <http://ndrealtors.com/legislation13.htm>.

**House Bill 1020:** Provides funding and loans for a variety of water projects such as Western Area Water Supplies, Red River Valley Water Supplies, and Fargo Flood Control Project Funding. These appropriations are subject to certain matching federal funds and conditioned on interim reports to the State Legislative Management Committee in conjunction with the State Water Commission.

We supported this bill in coalition with the Fargo-Moorhead Area Diversion Authority. This bill is the starting point for Fargo-Moorhead flood protection and is dependent on future Federal and State appropriation.

**House Bill 1029:** Extends \$20 million tax credits for contribution to the Housing Incentive Fund which is managed by the ND Housing Finance Agency (NDHFA). 25% of these funds are to be allocated to developing communities with urgent housing needs. Projects to be scored by: 1. Housing for essential workers. 2. Housing for low or moderate income people.

We supported this bill which is in effect for the years 2013 and 2014, or whenever it reaches the maximum of \$20 million.

**House Bill 1083:** The ND Industrial Commission may authorize the ND Housing Finance Agency (NDHFA) to provide refinancing of loans previously made under the ND Home Mortgage Finance Program.

We supported this bill which is in effect today.

**House Bill 2064:** Allows the Bank of North Dakota (BND) to establish by bank policy an expansion of its Rural Residential Mortgage Loan Program provided that such loan applicants have been referred to the BND by a local financial institution or credit union.

We supported this bill which will be in effect in August, 2013 or by the date that BND will have established its rules.

**Senate Bill 2079:** Allows the North Dakota Housing Finance Agency (NDHFA) to conduct a wholesale

service mortgage lending business. The NDHFA may not directly solicit mortgage applications directly from mortgage loan applicants. The NDHFA may only purchase loans from mortgage loan organizations, pools these loans and sells them to private or governmental investors while retaining the servicing rights.

We supported this bill which will be in effect August of 2013.



**Diane Duchscher**  
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Individuals who take this course will earn 8 Education credits towards the CRS Designation.

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Presented by:  
Badlands Board of REALTORS®  
ND Association of REALTORS®  
Dakota CRS Chapter

Course location:  
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701-456-5000

For registration information go to  
[www.ndrealtors.com/crs103brochure.pdf](http://www.ndrealtors.com/crs103brochure.pdf)

ABOUT CRS



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With the CRS Designation, you become part of a network of more than 33,000 Certified Residential Specialist Designees and Candidates/General Members. To learn more about the Designation and about CRS courses coming to you, visit [WWW.CRS.COM](http://WWW.CRS.COM).

CRS one-day courses also earn you credit toward the industry's premier designation in residential real estate.

Dakota CRS Members can apply for a \$25 discount when taking this class!

Additionally, this course is good for 6 hours of continuing education credit in ND (CE1314-021).

# Spare Key helps families in crisis



Spare Key is a Minnesota-based 501(c)(3) nonprofit dedicated to helping parents with a seriously ill or critically injured child remain part of their son or daughter's care team in the hospital. We provide housing grant assistance so parents can focus on their child's recovery.

Spare Key made its first North Dakota family mortgage grant payment in April of 2013. Our first North Dakota Spare Key family, the Hatlens, live in Fargo\*. We have assisted seven families in North Dakota so far, with many more expected.

For more information about how Spare Key helps families in crisis "Bounce and Not Break," please visit us online:

- <http://www.sparekey.org/>
- <https://www.facebook.com/sparekey>
- <https://twitter.com/sparekeymn>
- [http://www.linkedin.com/company/spare-key-foundation?trk=top\\_nav\\_home](http://www.linkedin.com/company/spare-key-foundation?trk=top_nav_home)

\* To learn more about the Hatlens and how Spare Key can help North Dakota families in need, please click here: [http://bismarcktribune.com/news/local/charity-helps-cover-mortgage-while-kids-are-hospitalized/article\\_fc89d6b2-ae94-11e2-a947-001a4bcf887a.html](http://bismarcktribune.com/news/local/charity-helps-cover-mortgage-while-kids-are-hospitalized/article_fc89d6b2-ae94-11e2-a947-001a4bcf887a.html)

Since 1997, Spare Key has offered mortgage assistance to Minnesota families with a seriously ill or critically injured child. In 2013, we expanded our program to include families in North Dakota, South Dakota, and Wisconsin. We also added two pilot programs in 2013: one for families who rent, and the other for families who are two months (or fewer) behind on mortgage payments.



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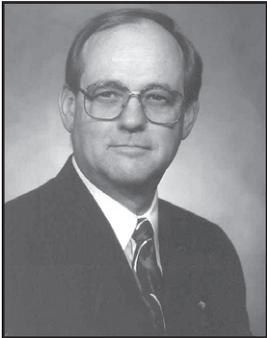
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# RPAC Corner



Larry Louser,  
Preferred Minot Real Estate  
RPAC Trustee

As a Realtor®, do you have auto insurance, homeowners insurance, maybe health insurance, how about life insurance? You more than likely said yes to all of the above. It should then follow that you have Career Insurance.

Washington is looking at tax reform that will potentially eliminate some, many or all deductions, including property taxes, professional expenses (car repairs, gas, computers, etc.). You get the picture.

What is Career Insurance? Realtors® call it RPAC. Your investment in RPAC does not buy a vote but it does open the door to senators and congressmen. Keep that in mind that NAR is more than a million strong.

When you compare the cost of all the insurances one has, RPAC is your best buy. Thanks for your RPAC investment.

## Director's Reports

Any NDAR member who has received money to attend National meetings is required to submit a report of the meetings' happenings. In an effort to save space in this newsletter, these reports are posted on our web site at [www.ndrealtors.com/nationalreports.pdf](http://www.ndrealtors.com/nationalreports.pdf).

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# North Dakota Statistics

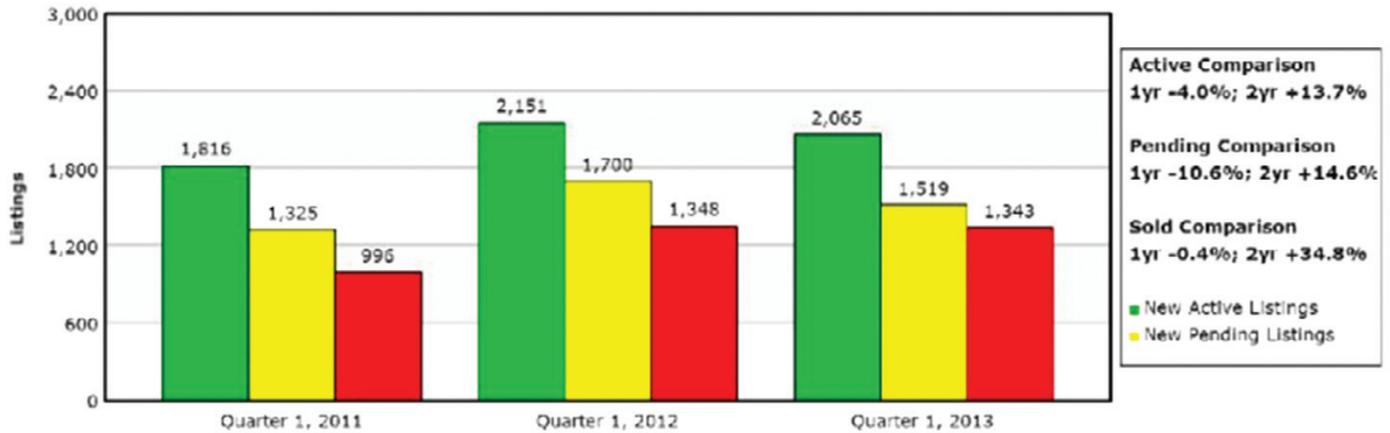
Figures presented:

Are deemed reliable, but not guaranteed;

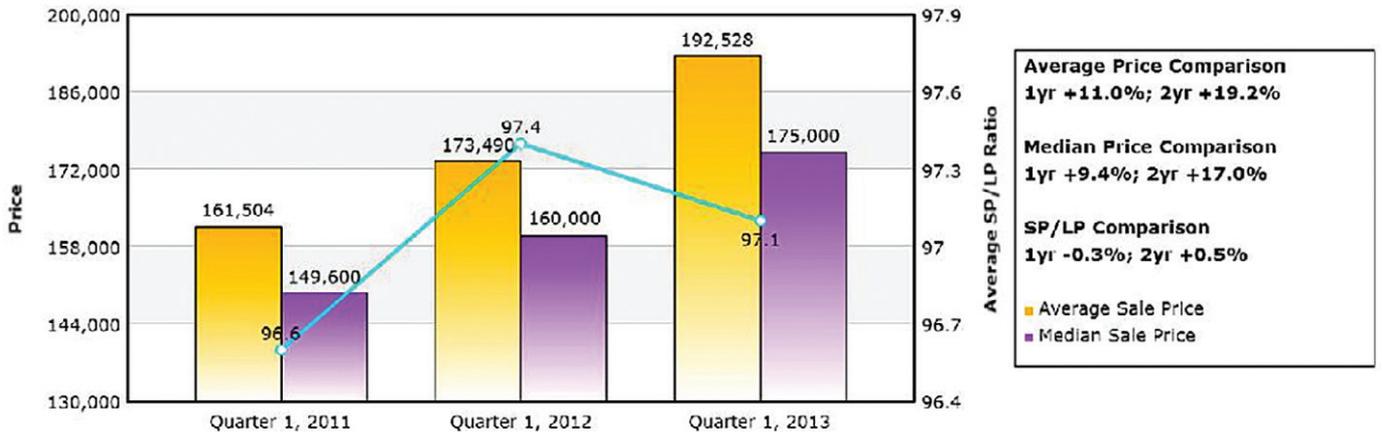
Are based on information received from the eight local boards/associations in the state;

Do not necessarily reflect all activity in a market.

Listing Activity Comparison for Quarter 1



Sold Price Comparison for Quarter 1



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# GRI courses needed

As many of you may be aware Kaplan stopped offering the GRI classes last summer without knowledge to NDAR and left our members trying to acquire the designation in a bit of limbo. We apologize that this happened and have been working with the Minnesota Association of REALTORS® in getting a program back together to meet the NAR requirements. If you have started on the designation and would like to get it completed please send an email to Robyn ([info@ndrealtors.com](mailto:info@ndrealtors.com)) with the courses you have completed and we will let you know what you may need to complete it.



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**NDAR's 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®.**



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# Calendar of Events

Updated 6/20/13

**2013**

Aug 26-27	NAR Leadership Summit, Chicago, IL
Sept 11-13	REALTOR® Convention of the Dakotas, Rapid City, SD
Oct (TBA)	NDAR BOD and Committee Mtgs, Minot
Oct 17	CRS 103, Dickinson
Nov 6-11	NAR Convention, San Francisco, CA
Dec 4-5	December Education, Bismarck
Dec 6	REALTOR® Ring Day

**2014**

Mar 12-15	AE Institute, Baltimore, MD
May 12-17	NAR Midyear Mtgs, Washington, DC
Aug 18-19	NAR Leadership Summit, Chicago, IL
Sept 10-12	REALTOR® Convention of the Dakotas, Bismarck
Nov 5-10	NAR Convention, New Orleans, LA
Dec 5	REALTOR® Ring Day

**2015**

Mar 13-16	AE Institute, Vancouver, BC
May 11-17	NAR Midyear Mtgs, Washington, DC
Aug 20-21	NAR Leadership Summit, Chicago, IL
Sept 16-18	REALTOR® Convention of the Dakotas, Watertown, SD
Nov 11-16	NAR Convention, San Diego, CA

**2016**

Mar 11-14	AE Institute, San Antonio, TX
May 9-14	NAR Midyear Mtgs, Washington, DC
Aug 25-26	NAR Leadership Summit, Chicago, IL
Sept 14-16	REALTOR® Convention of the Dakotas, Fargo, ND
Nov 2-7	NAR Convention, Orlando, FL

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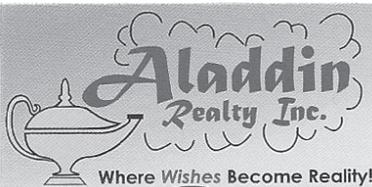


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