

## 2015 Realtors Conference & Expo

November 13-16

San Diego, CA

Dear Board of Directors & NDAR Members,

It was a great conference with more than 18,000 Realtors and guests in attendance that included education sessions, forums, committee meetings, and the trade expo.

### BOARD OF DIRECTORS (BOD):

The meeting was called to order by President Chris Polychron.

The end of year membership total is expected to be approximately 1,700,000 members.

There are 1355 local boards and associations; a decrease of 131 resulted from Core Standards implementation as of November 15, 2015. Currently, there are 775 MLS's throughout the country.

\*The BOD approved the following motion: That the National Association of Realtors provide the ZipLogix Plus forms software and transaction management system to NAR members. Realtors will have free access to local and state form libraries. Rationale: That Realtors stay ahead of the curve and remain the center of the transaction.

\*Flood Insurance: The board voted to support development by Congress of a private market for flood insurance for home owners who lack access of affordable coverage under the National Flood Insurance Program. Congress will have until September 30, 2017 to reauthorize the federal program, which according to NAR research, is essential to completing half a million property sales per year.

Realtor.com: It was reported that realtor.com has a different energy and spirit with more relevant and engaging content. The traffic on the site is at record levels.

### \*Realtors Property Resource (RPR):

Dale Ross, CEO of RPR reported on its new partnership with UpStreamRE to create a single platform for uploading and managing listing data. The platform is under development and will undergo testing next year in selected markets.

### \*Advocacy:

The board heard a report that NAR's recent Call for Action on guarantee fees was the most successful in the association's history, with almost 19 percent responding. North Dakota's response rate was in the upper 30 percent range.

#### STATE AND LOCAL ISSUES COMMITTEE MEETING:

Agenda topics discussed were issues with Local Ordinances on Rental Restrictions and Livability and Transportation Updates. It was reported that the Federal Highway Trust Fund is about 12 – 14 billion dollars short every year. Debate on whether to raise the federal gas tax and the appropriation part are the bones of contention. NAR Chief Lobbyist, Jerry Giovaniello made an appearance and explained why, based on the current makeup of Congress, it is so difficult to pass any meaningful legislation such as the Transportation bill; the funding mechanism is the issue. He expressed that tax reform legislation may happen in 2017.

#### ADVERTISING CAMPAIGN:

NAR unveiled Get Realtor, the new advertising campaign is scheduled to begin in the first quarter of 2016. It's an attempt to reach today's hyper-connected consumers –mostly millennials-who have access to a lot of real estate information in the virtual world but need help in the real world of real estate transactions.

#### RESIDENTIAL ECONOMIC ISSUES AND TRENDS FORUM:

NAR Chief Economist, Lawrence Yun reported that nationally, conditions are still tough for first-time buyers. For the 88 in the million millennial generation, the combination of high appreciation, low inventories, and credit conditions are keeping many from realizing home ownership. For 2016, Yun is forecasting about 6.25 million new and existing sales, 1.4 million housing starts and an average mortgage rate of 4.5 percent.

#### GENERAL SESSION:

Always a Session highlight is the introduction of the Realtor of The Year recipients from across the country including our own NDAR Realtor of Year recipient Scott Briedenbach. Also recognized were the 2015 Good Neighbor Award winners for their incredible community involvement and charitable efforts.

The Session's keynote address was given by former NFL star, Emmitt Smith. Smith spoke about teamwork and that no person becomes successful by themselves. Smith said: "Every chance you get, you share the spotlight with your teammates."

#### INAUGURAL GALA:

Tom Salomone, Coral Springs, Florida, was sworn in as 2016 NAR President. Salomone's plans for 2016 include a national member-to-member phone bank to boost engagement and fundraising. He also is promoting a strong bond between NAR and the Boys & Girls Clubs of America to help future generations for success.

REGION 8 CAUCUS MEETING:

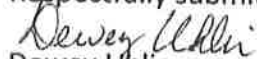
The meeting was called to order by Regional Vice President Jeff Nelson of South Dakota. Reports were given by the presidents of the regional states that include: MN, ND, SD, IA, NE.

A favorable RPAC report was given for participation and contribution goals.

Dewey Uhlir of North Dakota was elected Regional Vice President 2018. I want to thank everyone for your encouragement and support. A special thank you to all NDAR members who were in attendance.

Thank you for the honor and privilege to serve as your National Director!

Respectfully submitted,

  
Dewey Uhlir