

# the REALTOR® Report



News for you from the ND Association of REALTORS®  
January 18, 2017

## 2017 Legislative Session - REALTORS® Legislative Impact Day

REALTORS®! Legislative Impact Day at the Capitol is Wednesday, February 15. REALTORS® and Home Builders will go to the Capitol to meet with legislators and educate them on the value of REALTORS® and Home Builders and the positive economic impact we have on our communities. This also gives us an opportunity to share important policy messages with our legislators and allows us to share statistics and inform them about what has been happening in the real estate industry in their communities. We will have tables for each local board set up in the Memorial Hall so local associations can share information specific to their legislative districts.

*If you are planning to attend, please go to the following link to RSVP:*

<https://ndrealtors.wufoo.com/forms/s14fy53m0mh7hvs/>

We also need to know how many people will need lunch at our meeting with the House and Senate leadership and REALTOR legislators; how many people need a t-shirt (there will be a \$10 cost) and how many people will attend the evening social, so we have enough Chili and Oyster Stew.

For the full schedule & other information:

<http://ndrealtors.com/wp-content/uploads/2016/12/Legislative-Impact-Day-2017-21517-Flier-only.pdf>

We hope to have a great turnout! See you there!

## Statewide Housing Conference – REVIVE, RESTORE, RECONNECT

REVIVE, RESTORE, and RECONNECT at the Statewide Housing Conference, February 7 and 8, 2017 at the Ramkota Hotel, Bismarck, North Dakota.

Join the North Dakota Housing Finance Agency for nationally recognized speakers, educational sessions, and networking opportunities. *Registration* is now open at the following link:

<https://www.regonline.com/builder/site/?eventid=1901059>

The ND Real Commission has approved the conference for a total of seven general education hours for attending all of the sessions listed. Alternately, four hours can be awarded for attending all of the sessions on Tuesday, or three hours for attending all of the sessions on Wednesday. (Certificates will only be provided to individuals who meet the attendance requirements.) For *questions and information* contact the ND Housing Finance Agency or visit the conference website at <https://www.ndhfa.org/About/Conference.html>

## NDAR Board and Committee Meetings February 14 & 16, 2017

Plan to attend NDAR's first committee and board meetings for the year! NDAR Committees will meet on Tuesday, February 14 and the NDAR Board of Directors will meet Thursday, February 16 at the Ramada Inn in Bismarck. These meetings are being held in conjunction with Legislative Impact Day on February 15. Information will soon be posted on the NDAR website at [www.ndrealtors.com](http://www.ndrealtors.com). You don't have to be a committee or board member to attend. All members are invited and welcomed!

## Applications Open for Claus Lembke Political Involvement Award

We are seeking nominations for the Claus Lembke Political Involvement Award. This award is presented every two years during Legislative Session to an individual NDAR member REALTOR, REALTOR Associate or Association Executive in recognition of them having assisted in advancing NDAR's legislative agenda through political involvement both in the public arena and on REALTOR political issues. Recipients only can win the award once. Selection is based on points for advocacy activities on the local level, state level, national level and for RPAC contributions. Deadline to submit nominations is February 3, 2017. The award will be presented during Legislative Impact Day on February 15, 2017.

For more information and for the application form click <http://ndrealtors.com/wp-content/uploads/2016/12/2017-Political-Involvement-Award-Criteria-and-Application.pdf>

## North Dakota Once Again Awarded President's Cup

The National Association of REALTORS has informed NDAR that we once again have met all eight President's Cup goals to qualify for the 2016 President's Cup!

The other 15 states also receiving the award in 2016 are: Alabama, Alaska, Arkansas, Idaho, Iowa, Louisiana, Mississippi, Missouri, Montana, Nebraska, South Dakota, Utah, Vermont, Virgin Islands and West Virginia. (4 out of the 5 states in our region, Region 8, received the President's Cup!)

Thanks to all of you who are committed to RPAC, Issues and the REALTOR Party for helping us to once again shine! Let's wow them once again in 2017!

## Video Instructs on Use of NAR Marks

Are you using NAR marks properly? Watch this video showcasing their proper use.

[https://www.nar.realtor/videos/maintaining-the-realtor-brand-for-the-next-100-years?om\\_rid=AAAY3-&om\\_mid=BYcCmrB9XETRFx&om\\_ntype=INS](https://www.nar.realtor/videos/maintaining-the-realtor-brand-for-the-next-100-years?om_rid=AAAY3-&om_mid=BYcCmrB9XETRFx&om_ntype=INS)

## 21 Steps to Sell Every Listing

Amy Broghamer, a sales associate in Cincinnati, Ohio, and Northern Kentucky, walks through a 21-step process she uses to sell every listing in the latest program in *The Takeaway with Nobu Hata* podcast series.

[https://www.nar.realtor/podcasts/the-takeaway-with-nobu-hata-featuring-amy-broghamer?om\\_rid=AAAY3-&om\\_mid=BYcCmrB9XETRFx&om\\_ntype=INS](https://www.nar.realtor/podcasts/the-takeaway-with-nobu-hata-featuring-amy-broghamer?om_rid=AAAY3-&om_mid=BYcCmrB9XETRFx&om_ntype=INS)

## HUD Cuts FHA Mortgage Insurance Premiums

The Federal Housing Administration (FHA) is reducing annual premiums for mortgage insurance for 30-year fixed mortgages by a quarter of a percent, a move praised by NAR that will save borrowers hundreds of dollars a year on average. "Dropping mortgage insurance premiums will mean a lot more responsible borrowers are eligible to purchase a home through FHA," said NAR President Bill Brown. "That puts more money in the fund to protect taxpayers, and it puts more families in homes so they can live out the American dream." [http://realtormag.realtor.org/daily-news/2017/01/09/hud-lowers-fha-mip-quarter-point?om\\_rid=AAAY3-&om\\_mid=BYdr2lB9XOHJvA&om\\_ntype=INS](http://realtormag.realtor.org/daily-news/2017/01/09/hud-lowers-fha-mip-quarter-point?om_rid=AAAY3-&om_mid=BYdr2lB9XOHJvA&om_ntype=INS)

## NDREC Bill Introduced at NDAR's Request

The NDAR Board of Directors approved requesting that a bill be introduced during this Legislative Session that makes the following changes to North Dakota Century Code as relates to the North Dakota Real Estate Commission. The bill changes the number of brokers on the commission from three to four (since it has been that way for more than 15 years); requires that the brokers on the commission be residents of North Dakota and have held an active license for at least five years; prohibits any two members of the commission to be from the same county and states that the general public member may not hold a real estate license in the state. It also limits commission members terms to two consecutive five-year terms (10 years). The Governor would still appoint the members, there still would be five members and the process for applying for appointment to the commission remains the same. Current commissioners would serve until their terms expire. The bill becomes effective July 1, 2017, which is when commission terms begin. Since most legislation automatically becomes effective August 1, the bill carries an emergency clause because the effective date is one month earlier. (see first link below for bill)

Sponsors of the bill are Representatives Tom Beadle; Josh Boschee, Tom Kading and Steve Vetter and Senators Scott Meyer and Jim Roers. It has been assigned to the House Government and Veterans Affairs Committee. (see the second link below)

<http://www.legis.nd.gov/assembly/65-2017/documents/17-0678-01000.pdf>

<http://www.legis.nd.gov/assembly/65-2017/committees/house/government-and-veterans-affairs>