

# ND REALTOR®

August 2024

Summer/Fall Issue

## Interview With The Candidates

The NDAR Nominating Committee and Executive Committee met in June and interviewed the following candidates to be presented to the membership to be elected to office at the September 12, 2024, Board of Directors meeting in Bismarck: Kristin Oban (Bismarck Mandan) – NDAR President Elect. Desri Neether (Bismarck Mandan) NDAR Vice President). Jamie McLean

will automatically advance to the office of NDAR President.

Following are questions answered by each NDAR candidate for office. Please note an absentee ballot can be found on page 14-15 if you will not be present at the General Membership Meeting in Bismarck, ND during the Dakotas Convention.

**1. Please share why you have decided to submit your name to run for office to serve your peers and the real estate industry as a whole?**

I am running for the position of President Elect for NDAR because I am motivated by a passion for the real estate industry and a strong desire to make a positive impact on our profession. My experiences, both as a real estate professional and as an engaged member of our local, state and national associations, have provided me with valuable insights and an appreciation for the challenges and opportunities we face. Throughout my career, I have witnessed the transformative power of real estate in people’s lives, and I believe it is our responsibility to uphold the highest standards of professionalism, integrity, and innovation. This is an opportunity to give back to the profession that has enriched my life and to serve our members with integrity, dedication, and a genuine desire to elevate the real estate industry. I am committed to promoting the importance of our industry, advocating for our members, and fostering an environment of collaboration and excellence. As President Elect, I believe in the importance of supporting the



**Kristin Oban**  
Century 21 Morrison Realty  
Bismarck Mandan  
**For President Elect**

*Kristin Oban see page 3*

**1. Please share why you have decided to submit your name to run for office to serve your peers and the real estate industry as a whole?**

There is no better time than now. In a moment marked by rapid change, uncertainty, and a flood of information (and misinformation) within the real estate industry, I felt a strong calling to step up and serve at a higher level of leadership within our state association. My decision to run is driven by a deep commitment to enhancing our state association as a whole and delivering tangible value to our members. With experience at the local, state, and national levels, I believe I am uniquely positioned to help navigate these challenges and seize the opportunities that lie ahead for our industry. Serving my peers and the real estate industry has always been a passion of mine, and I am eager to contribute to its continued growth and success.



**Desri Neether**  
Capitol Real Estate Partners  
Bismarck Mandan  
**For Vice President**

*Desri Neether see page 3*

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

I currently serve as the Director-At-Large on our NDAR Board of Directors and Executive Committee. I have served as President,

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# President's Message



Nick Olson  
2024 NDAR President

Hello NDAR members!

By now, we have hopefully grasped the NAR settlement requirements and the changes that need to be in place for that moving forward by August 17th. The NDAR forms committee has done a great job ensuring that our forms changes are made in time for the settlement and are compliant with

the settlement terms. HUGE kudos to the committee for their dedication to our association and the members that we serve. THANK YOU all!

You will notice that the changes to forms are fairly minimal, in my opinion, with the addition of a few new forms to allow us to do business effectively. With minimal changes, this simply tells us that our forms were in a good position in the first place. Countless hours went into each form and much thought was given to numerous circumstances.

Recently, Daryl Braham traveled the state with Jill Beck, our CEO, to give updates to each local association on the settlement and forms. His presentation was much appreciated and received very well from the comments that I had heard. This is a great time for us to continue to articulate our value to not only our membership but also to the public in which we serve. We will get through this together!

Enough about the settlement! Let's chat about what is coming up. In September, we have the Convention of the Dakotas being held in Bismarck. This year's convention will prove to be the best one yet, in my opinion. We have a phenomenal event planned with top tier presenters, educators and events. Golf and alternate event registration just opened, so please be sure to sign up for those before they sell out. We have the honor of having Dr. Lawrence Yun in person, he is our NAR Chief Economist and is arguably one of the most sought-after presentations at NAR

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events. He is funny, down-to-earth and gives a great Economic Update that you will not want to miss. You will also have the opportunity to earn your CE credits over the 3-day event. Kim Allard will offer 2 courses and Harrison Beacher will offer 1 course plus he will keynote during our luncheon. I have had the privilege of getting to know Harrison over the past couple of years while serving at NAR.

Looking even further ahead, November will bring us back to Boston for the annual NAR NXT. If you have never attended a NAR event, I encourage you to consider Boston. It was a great experience for me a few years ago when I attended and a great city to explore if you have downtime between events/sessions.

It has been an honor to serve as your 2024 NDAR President, challenging at times, but overall, a great experience thus far. It is hard to fathom that 2024 is more than half over! I wish you nothing but the best for the remainder of the year!

## North Dakota Association of REALTORS®

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## 2024 Officers

### **President:**

Nick Olson

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### **President Elect:**

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### **Vice President:**

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### **Past President:**

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### **Director at Large:**

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*Kristin Oban continued from page 1*

vision of the Board of Directors and the mission of the association. My focus will be on addressing key challenges, promoting professional growth, and fostering a supportive environment for all members. I believe that we need a strong voice to represent our interests and concerns and it is vital to continue to actively engage in conversations with our legislators and policymakers. By ensuring our voices are heard, we can protect our profession and collaborating with officials helps to shape legislation that supports the real estate industry and promotes home ownership. I believe that collaboration is vital to achieving our association's goals. Working together, we can leverage the collective strength of our association to overcome challenges and achieve common goals. I believe that with the support of our members, we can continue to strengthen our profession and elevate the value we bring to our clients and communities that we serve.

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

I have served in several leadership positions for our local and state associations including the Government Affairs Committee (local and state), Professional Standards Committee (local and state), Realtor of the Year Committee and the Building Task Force (local). I served on the Board of Directors for local and state for several years as I moved through the local positions of Vice President, President Elect, President, and Past President as well as through my positions on various committees. I am also currently the group leader for the Safety Course for the NAR Safety Advisory Committee. I have served on several community boards including the Wisdom Team for the Young Professional Network and the Optimist Club.

**3. How (or why) did you get started in real estate?**

With a background in Criminal Justice and being in stressful positions, I began my real estate career because it was interesting to me and I thought that it would be a fun, stress-free job! Of course, it did not take long to learn that was not always the case. Even with the tough lessons, I quickly appreciated the dynamics of the real estate market and the incredible impact it had on people's lives. Helping clients find their dream home or sell their current home has brought me immense joy and fulfillment. I value the sense of satisfaction that comes from guiding clients through complex transactions and witnessing their happiness as they achieve their real estate goals.

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

Reflecting on my real estate career brings to mind a long list of memorable and significant moments, however there is one situation that stands out. Early in my career, I had the privilege of working with a wonderful couple who were both deployed overseas. They were facing challenges in finding a property for several reasons, including finding a REALTOR® who would work with them. I was incredibly happy for the opportunity as we navigated through the home buying process. When we finally met and they saw their new home in person for the first time, I could see their excitement and feel their emotion. It was heartwarming to witness their dreams coming to fruition and I was grateful to be a part of their journey.

*Desri Neether continued from page 1*

Past President, President-Elect, and Vice President for the Bismarck/Mandan Board of REALTORS®. I have served on the NDAR Board of Directors and am active in NAR, NDAR, and BMBOR committees and Presidential Advisory Groups.

**3. How (or why) did you get started in real estate?**

I got started in real estate because I am an entrepreneur at heart. After 10 years as a pharmacist, working for big corporations and climbing the leadership ladder, I decided it was time to invest in myself and become a real estate agent. (My parents thought I was crazy!) I was persistent in creating my own success and had bought and sold several homes prior to getting my real estate license. I left my pharmacy world and dove in, feet first, and full time as a real estate agent. My healthcare background equipped me with a strong desire to help people, while my attention to detail as a pharmacist helped me in negotiating contracts and all the fine details this job requires. There are so many opportunities in the real estate industry and that is what I love! In addition, this career has allowed me to be more active in my community, meet like-minded business people, and engage with a diverse group of individuals to help them achieve their dream of homeownership.

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

Receiving NDAR REALTOR® of the Year Award in 2019.



**McKissock  
Learning**

**Take the 2024 ND  
Mandatory Topics Online!**

McKissock has the approved classes for ND Continuing Education this year. Link can be found at the ND REALTORS® website here Education – North Dakota Association of REALTORS® (ndrealtors.com) or you can go directly to the McKissock Learning Site set up for North Dakota here: North Dakota Real Estate Continuing Education - McKissock Learning.

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## August 17<sup>th</sup> Is Almost Here: Here's What You Need to Know About the Settlement Practice Changes

For months, we've been talking about changes coming to the real estate industry as the result of a national settlement agreement related to broker commissions.

That time is finally here.

Starting on August 17, 2024, there are two important changes related to how we conduct our business.

First, offers of compensation will be prohibited from appearing on Multiple Listing Services (MLSs).

It's important to understand that home sellers and brokers may still offer compensation off MLSs. Compensation can include a range of options, including a fixed-fee commission paid directly by consumers, concessions from the seller such as buyer closing costs, or a portion of the listing broker's compensation.

What doesn't change is that commissions and fees have been and continue to be negotiable.

The second change will require that agents working with

a buyer enter into a written agreement before touring a home. The agreement must clearly and specifically set out the amount or rate of compensation. The written agreement requirement does not require any type of professional relationship between real estate professionals and buyers.

Change can be tough, but these new rules help move our industry in a positive direction. They raise the bar on transparency and fairness, and they emphasize the importance of clear, negotiated agreements that protect both agents and buyers.

Another thing that won't change per this agreement? REALTORS® will continue to provide invaluable services, guiding clients through complex and emotional transactions with expertise and dedication.

REALTORS® have been and will always remain committed to offering exceptional service and building trusted relationships with the buyers and sellers we work with—now with even clearer guidelines to support us.



### SHOW COMMITMENT AND VALUE TO YOUR BUYER-CLIENTS

BECOME AN ACCREDITED BUYER'S  
REPRESENTATIVE (ABR®) TODAY

NAR has announced that it will provide its members with no-cost access to the Accredited Buyer's Representative (ABR®) designation course, helping REALTORS® communicate their value to buyers in this ever-evolving real estate landscape.

The ABR® course, a \$295 value, focuses on "the key information and skills you need today when working with buyers, so you can

be prepared to articulate and demonstrate your value and help buyers understand written buyer representation agreements," says NAR President Kevin Sears.

From late February through the end of the year, members can complete the course via a live interactive webinar or online at their own pace.

## Did You Know?



Jill Beck  
NDAR CEO

### We are Family!

While it is the theme of this year's convention it has more meaning than that. With the changes happening in our industry due to the class action lawsuit and inquiries by the DOJ there are changes coming that

we must all work together for. More communication on your part, as well as with other industry partners, will be required. In the long run please look at this as a strength and it will make our industry better and more transparent to the consumers.

Change is hard! It has been a long five months since the announcement of the settlement of the class action lawsuit that started in 2019. Lots of work has been put in by your local boards and state association. Our NDAR Forms Committee revamped six forms and created three new ones (see Forms Update explaining these changes elsewhere in this newsletter). It has also been sent to brokers and members at the end of July).

Local boards/associations have dealt with their own changes and removing the offers of compensation from their MLS. Please thank your local board staff for their work as many things have had to be put on hold to address this.

There are many resources available to keep you updated on these changes. The first one you should reference is Facts. REALTOR. There you will find the Settlement FAQ that is continually being updated. You will also find resources for homebuyers and home sellers as well. There is a document to help you when meeting with your clients and explaining

your compensation and your worth called "179 Ways Agents Who Are REALTORS® Are Worth Every Penny of Their Compensation". Go search for this information and be ready for the changes.

The 2024 REALTOR Convention of the Dakotas will be held in Bismarck on September 11-13 in Bismarck. There are great speakers lined up including updates on the settlement. Lawrence Yun, NAR Economist, will be joining us and he always gives us great takeaways and watches the Dakotas economy closely. Join in some YPN Karaoke, golf, riverboat cruise to see the river and beautiful homes and scenery along the Missouri River, Family Feud and recognition of our peers. Registration is open and you know you want to be there. Check our website NDRealtors.com for schedule and registration.

Also included in this newsletter is an update about the property tax measure. NDAR, along with six of our local boards/associations, have joined as coalition partners to help defeat. While we know property tax reform is necessary and needed this is not the route to take. Our local communities depend on us to get this defeated.

It's been a busy summer and hope you have taken the time to enjoy it.

Hope to see many of you in September at the REALTOR® Convention of the Dakotas!

## LET US HELP YOUR CLIENTS RELOCATING TO FARGO!

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# Chips From The Board

## Badlands BOARD OF REALTORS®



Current Membership Count: 126

Primary: 104

Secondary: 22

Badlands Board of REALTORS® hosted a successful RPAC Cornhole and Inflatable Obstacle Course event on June 26th. Members, Business Partners, and friends enjoyed an afternoon of lunch, cornhole, and cheering on their fellow REALTORS® and business partners in our first ever Inflatable Obstacle course. The winner of the obstacle course was Brady Dutchak (Century 21), and our cornhole winner was Tom Raynor (AVG).

Moving into August, we are preparing for our REALTOR® of the Year Awards Luncheon which will be held August 15th. We have also begun preparing for our final RPAC event of the year. Lastly, we are excited to see everyone at the Convention of the Dakotas in September in Bismarck!

Candace Ewald,  
*Association Executive*

## Bismarck-Mandan BOARD OF REALTORS®

Several BMBOR members attended the NAR Legislative Meetings held in Washington DC, May 4-9.

Our members attended several great advocacy sessions as well as governance meetings.

The trip included a visit to Capitol Hill to meet with our ND Congressional Delegation and a tour of the Capitol building.

This year, the lead-up to the primary election was a busy one for our RPAC Distribution Committee!



The committee interviewed 18 candidates for legislative and local races. The committee put in some long days and met several times to conduct the interviews.

On June 12th, we had a Family Fun Night for our Member Connection at Sertoma Park.

As part of the evening, pizza from A&B pizza was served and we had the FOMO Creamery ice cream truck serving up ice cream treats. Members who attended could also purchase discounted wristbands for unlimited rides at the Super Slide Amusement Park. This is the second year BMBOR has held a Family Fun Night for its members.

A Broker Roundtable was held on June 5th and several updates were given on the NAR Lawsuit and Implementation, Statewide Forms, and Great North MLS changes coming to rules and policies as a result of the Lawsuit Settlement.

Wendy Spencer  
*Association Executive*

Fargo-Moorhead Area  
ASSOCIATION OF REALTORS®



FM REALTORS® 35th Annual Golf Outing took place on Monday, June 17th! This year’s outing was entirely funded by sponsorship dollars and all funds collected from entry fees went directly toward each individual’s 2024 Issues Mobilization investment total. Through this investment-based approach, we were able to raise \$19,650 for Issues Mobilization!

This year’s annual Membership Appreciation Week was July 22-26 and was a great success! We had a great time celebrating our members and surprising them in fun ways. The highlight of our week was “Wet Your Whistle Wednesday,” a mixer at the West Fargo Junkyard! We had nearly 100 members in attendance and enjoyed food, drinks, and live music.

The Communications Committee created a campaign feature called “Member Spotlight,” inviting our members to complete a survey about themselves and submit a headshot to be featured on our social media! We have had nine members featured so far and the campaign has been a huge success. On top of the chance to be on our social media, each member who is featured receives a piece of FMR swag of their choosing. One member spotlight is posted every Wednesday – check it out!

The FMR Awards Celebration, where our awards like ROTY and Business Partner of the Year are given, is a happy hour scheduled

for Thursday, August 8th at the Holiday Inn. We have four great candidates for FMR’s ROTY award: Josh Boschee, Jen Mansour, Mehgan Oye, and Brook Riley. We love having the opportunity to recognize those members of ours who often go unrecognized! Consider joining us this year to celebrate.

Marti Kaiser,  
Association Executive

Grand Forks Area  
BOARD OF REALTORS®

We moved into our new building on March 15th. We still have some little projects that need to be completed before we schedule our Open House.



Our Military Appreciation event was held on March 28th. We purchase, pack, and ship items to military personnel from our area that are stationed overseas.

We held our Affiliate appreciation event at the Ground Round on May 23rd.

We held the following CE classes:

- Offers to purchase contract law on February 28th.
- Vacant land/seller impersonation fraud on May 9th.
- REALTOR code of ethics on June 5th with Daryl Braham.

***Chips*** continued from page 7

Our golf/cornhole tournament and supper is scheduled for July 17th. We will hold it at Valley Golf course in EGF again this year. We will also draw the winners of our raffle items after supper. Proceeds from ticket sales are going to RPAC.

We participated in “Feed my starving children” on April 26th.

St Joseph’s summer lunch program started for us June 5th.

Our agents and affiliates are always busy helping the community. Some of their recent and ongoing activities.

- Senior citizen center’s “Meals on wheels” – We deliver meals to Grand Forks residents who are 60+ and homebound.
- Mission backpack program – Provides local elementary students with food every weekend during the school year.
- Feed my starving children.
- St Joseph’s summer lunch program – Provide free lunches to local children during the summer, when children are out of school.
- Mission Barbecue – We purchase & grill food for residents from and around the Mission.
- Yard of the week.

Mike Thompson,  
Association Executive

**High Plains  
Association OF REALTORS®**

HPAR is glad summer is finally here and we’re sure you are too!

Our Membership Involvement Committee has partnered with Jamestown Parks and Rec and their Adopt-A-Park program. We have cleaned up Meidinger Park twice so far. Meidinger Park has playground equipment, benches, a shelter with picnic tables, a basketball court and a huge green space with a walking path, and all those things needed good scrubbing, sweeping or raking! We also planted a few lovely flower baskets and placed edging around the park sign. Meidinger Park is where the annual Kite Fest takes place every June, and we wanted it to look awesome



for the event. Thanks for all your hard work team! See photos of our busy crew.

High Plains Summer Event was on Wednesday, June 19. It was at Drift Prairie Brewery in Jamestown this year. We served scrumptious food and drinks and then there was kuchen for dessert, sponsored by Gate City Bank. Members teamed up to play in an exciting corn hole tournament. We raised money for a local charity, The Daily Bread, along with RPAC



and Issues/Mobilization using a punch board full of local gift cards to win and a squares board to win a Blackstone Griddle, sponsored by the Great North MLS. Thanks to the Summer Event Committee for all your time spent planning and hosting! See photos of all the fun. 😊

We are looking forward to events and meetings in the upcoming months and announcing our 2024 local ROTY. We hope you have an enjoyable summer soaking up all the sunshine! ☀️

Laura Stafslein,  
Association Executive



Shirley Dukart



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### Minot Association of REALTORS®



Happy Summer 2024!

On May 23rd, we held our Q2 General Membership Meeting at the Roosevelt Park Zoo. Our featured speaker was Scott Louser who filled us in and answered questions on the nuances of the Wholesaling Bill that passed last year. He also spoke about the Property Tax initiatives and our board’s stance.

We just wrapped up our Senior Essentials Drive to benefit the Souris Valley United Way. A huge thank you to our Public Relations Committee and especially Erica Alstad for organizing this successful, much needed supply initiative. Thank you so much!

The 2024 Golf Social and Mixer will be held on June 24th at the

Minot Country Club---though I realize no one will read this before that date ☹—I want to point out the weather is supposed to be wonderful! We are looking forward to a great day with great people. The request is in for similar weather on August 15th for our 5th Annual Cornhole for RPAC tournament. Fingers crossed that we will replicate the experience from last year. Registration will be open soon.

Beth Mayer,  
Association Executive

### Williston BOARD OF REALTORS®

The Williston Board of REALTORS® has been going nonstop for the last couple of months. The 2024 Don Bintliff Golf Social was a huge success raising funds for 4 local families in need. WBOR showed up and showed out on the golf course sporting a Christmas in June theme.



In addition to raising funds for local families WBOR has taken steps to immerse themselves in the community. WBOR has joined the Williston Chamber of Commerce and has made volunteering in our community a priority. We are currently holding a school supply drive for WBSD7 and continue to help with Mobile Food Bank. It has been such a blessing to spread some love to our community and help get these kiddos ready for school!

WBOR held our annual REALTOR® and Business Partner of the year event on July 31st. We are proud to announce our 2024 REALTOR® of the year is Angela Cymbaluk and the 2024 Business Partner of the year is Kendra Baldt.

Congratulations to all!

Abby Steen,  
Association Executive



## Congratulations

To the recipients of the  
2023 Champion of Affordable Housing  
Homeownership Performance Award

Aruna G. Hagen, Fargo  
Olivia Wellenstein, Dickinson





**Learn from acclaimed speaker  
Harrison Beacher**



**Hear an update from NAR's Chief  
Economist Lawrence Yun**

**Enjoy golf, karaoke, and so much  
more!**



## **Prices Go Up August 15th: Register today for the REALTOR® Convention of the Dakotas!**

Don't miss out on this groovy event! Featuring national speakers, education courses, networking events, an awards banquet, and so much more, you won't want to miss out! Learn from acclaimed national speakers Harrison Beacher, Kim Allard, and NAR's Chief Economist Lawrence Yun. Enjoy some friendly competition at our golf tournament, get in the groove at karaoke night, or kick back and relax on a

cruise down the beautiful Missouri River. Whatever your style, come join us for a totally radical convention!

The REALTOR® Convention of the Dakotas will take place September 11-13, 2024, at the Bismarck Event Center in Bismarck, ND. For more information and to register, visit [realtorconventionofthedakotas.com](http://realtorconventionofthedakotas.com). Prices go up August 15th, so register today!



Ready to get **groovy**?! Join us for the 2024 REALTOR® Convention of the Dakotas from September 11-13, 2024, at the Bismarck Event Center in Bismarck, ND. Break out your **tie-dye** and **peace signs** for this **totally radical** three-day event featuring education, speakers, golf & more!

### ADVANCED PRICING

- REALTOR® Advanced Registration - \$200
- Non-Member Licensee Advanced Registration - \$250
- Business Partner/Unlicensed Guest Registration - \$130

*Advanced pricing ends April 30, 2024.*

Scan here to register:



**REFUND POLICY:** With a written cancellation before July 31, 2024, the North Dakota Association of REALTORS® will refund your full registration fee, minus the administrative processing fee of \$40. After July 31, 2024, one-half of the registration fee will be refunded, minus the administrative processing fee of \$40. No refunds available after August 15, 2024. No shows will not be refunded. All refund requests will be processed following the convention. All requests for refund must be sent to the North Dakota Association of REALTORS® at 1616 Capitol Way, Bismarck, ND 58501, or emailed to Robyn O'Gorman at [robyn@ndrealtors.com](mailto:robyn@ndrealtors.com).

# Help North Dakota become the most financially literate state!

In April 2024, Governor Burgum along with officials from 11 state agencies, announced the statewide goal of North Dakota becoming the most financially literate state by 2027. By taking an all-hands-on-deck approach, we believe that great strides will be made.

SmartWithMyMoney.nd.gov is a state-sponsored website that is free. It is unique in that not only does it have information to help with financial decisions from the ages of 15 through retirement, but the site also includes a research-based tool to help individuals learn about their money personality and how it influences their approach to finances.

What makes it interesting for realtors is the robust section on buying a home, renting vs. buying, choosing a lender and mortgage options as a start – and in a variety of easy-to-understand short articles, videos

and webinars to suit a person's learning style. Your clients will appreciate you for directing them to the site, and you save time explaining financing basics to them. Take a few minutes to check it out.

Regular interaction with the site has encouraging results. During the heights of the COVID-19 Pandemic, 32% of users experienced a decrease in financial stress, 59% built up a three-plus month emergency fund, and 28% were able to pay their credit card balance in full monthly.

People who create a login for the site will not be solicited by any state agencies and lists will not be sold. If you are interested in downloading a PDF with Smart with My Money information that you can personalize with your contact information, click here. If you have questions or other ideas how this site can be shared, please contact Janel Schmitz at [janelnschmitz@nd.gov](mailto:janelnschmitz@nd.gov).



## ONLINE NORTH DAKOTA REAL ESTATE COURSES

### 90 Hour Salesperson Pre-Licensing Course

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### CE Courses

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NORTH DAKOTA  
LEADERS IN ACTION

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## **Update from N.D. Real Estate Commission – for NDAR newsletter** **August 1, 2024**

<https://www.realestatend.org/licensees/education-2/>

### **CE requirements – Nov. 16, 2023 through Nov. 15, 2024 (NDAC 70-02-04)**

For the current CE cycle (Nov. 16, 2023 through Nov. 15, 2024), to renew as active for 2025, licensees need **12 hours total:**

Brokers – mandatory 3 hours on broker responsibility with a focus on earnest money, NDREC-required office policies, and advertising, plus 9 hours on elective topics for a total of 12 hours

Broker associates – mandatory 3 hours on broker responsibility with a focus on earnest money, NDREC-required office policies, and advertising, plus 9 hours on elective topics for a total of 12 hours

Salespersons licensed before Jan. 1, 2024 – mandatory 3 hours on contract law with a focus on purchase/purchase agreements, plus 9 hours on elective topics for a total of 12 hours

Licensees can renew as inactive if they did not complete CE by Nov. 15, 2024. They can then take the CE and activate their license after Jan. 1, 2025, to avoid potential disciplinary action.

### **Exemptions**

New salesperson licensees who completed the 90-hour pre-licensure course are exempt from the CE requirement for their first renewal.

Newly licensed brokers are exempt from the CE requirement for this renewal if they passed the broker license exam this CE cycle (Nov. 16, 2023 through Nov. 15, 2024).

Licensees who have been continuously licensed since Jan. 1, 1969 are exempt from CE.

### **Renewals and CE audits**

Annual renewals will begin in October.

NDREC will conduct CE audits as part of the renewal process.

**Approved courses** – See the approved CE courses

here: <https://www.realestatend.org/licensees/education-2/approved-courses/>

<https://www.realestatend.org/about-us/commissioners/> and

<https://www.realestatend.org/about-us/commission-meeting-information/>

### **2024-2025 N.D. Real Estate Commission (NDREC)**

At their June 2024 meeting, the commission elected Scott Breidenbach as Chair and Sandra Meyer as Vice Chair for 2024-2025. Other commissioners are: Steven Bitz, Tate Cymbaluk, and Steven Link, who was reappointed by the Governor to another 5-year term.

Chair Scott Breidenbach is simultaneously serving as president of the Association of Real Estate License Law Officials (ARELLO) through December 31, 2024.

2024-2025 meetings begin at 8:30 a.m. on the following Thursdays in 2024 – August 22 and October 17, and in 2025 – January 30, March 27, and May 8. Check the website for any changes in times and dates.

Meetings are held at the NDREC office conference room, on Teams online, and are open to the public.

 <p>REALTOR® SAFETY PROGRAM</p>	<h1>SAFETY IS NO ACCIDENT</h1> <p>Stay safe on the job with videos, webinars, articles, tips and more.</p> <p>Visit <a href="http://www.NAR.realtor/Safety">www.NAR.realtor/Safety</a></p>	 <p>NATIONAL ASSOCIATION of REALTORS®</p>
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## OFFICIAL NOTICE OF MEETING

ALL REALTOR® members of the NDAR are hereby notified of the Annual General Membership Meeting as follows: Thursday, September 12, 2024 – 2:15 pm at the Bismarck Event Center.

### ELECTION OF OFFICERS

#### The Election

The election of officers and Bylaws change recommendation shall take place electronically from Tuesday, August 13<sup>th</sup> – Monday, September 2<sup>nd</sup> with election results to be announced on Thursday, September 12<sup>th</sup> at the General Membership Meeting.

#### ARTICLE VIII. Section 1. Nominations Task Force

The Task Force shall nominate at least one candidate for each office and position on the Board of Directors, which is filled by election of the membership. Additional candidates, who must be members in good standing, may be placed into nominations by submitting a nominating petition, provided by the Association that contains signatures of at least 50 members in good standing. Such petitions must be received at the Association office no later than 45 days before the election.

Nominations by the Nominating Task Force and by petitions shall be disseminated to the general membership at least 30 days prior to the election. The election is held during the Annual Membership Meeting of the Association.

As the need should arise, the Task Force shall additionally nominate candidates for the position of Director to the National Association of REALTORS®.

#### ARTICLE VI. Section 1. Annual Membership Meeting

The Association shall have an Annual Membership Meeting for its Members in the month of September at a time and place as has been designated by the Board of Directors. The meeting will always be held in conjunction with the Annual Convention of the Association. Members, as listed in Article II, section 1, B, C, and D, and who are considered to be in good standing per Article III, Section 3, are entitled to fully participate and vote on all matters which come before the Annual Membership Meeting without any further restriction as to qualifications.

#### Section 1(A). Voting procedures for REALTOR® Members. Voting in Person

REALTOR® and REALTOR® Associate members who are present at the annual or special membership meeting and who are members in good standing (Article III Section 3) shall be entitled to vote at such meetings.

#### Absentee Voting

REALTORS® and REALTOR® Associates who are members in good standing (Article III, Section 3) and who are not present at the annual or special membership meeting may vote by absentee ballot. Absentee ballots will be published for members by the Association with descriptions of the substance of any proposals at least 30 days prior to a membership meeting.

#### Section 1(B). Absentee Ballots

Absentee ballots must be received by the Association office 10 days prior to the annual membership meeting.

### 2024 ABSENTEE VOTING BALLOT

Any REALTOR® member who will **not** be able to attend the General Membership Meeting on September 12, 2024, at 2:15 pm may vote via the electronic link below. **ALL ELECTRONIC BALLOTS MUST BE RECEIVED AT THE NDAR OFFICE NO LATER THAN THE CLOSE OF BUSINESS ON SEPTEMBER 2, 2024.**

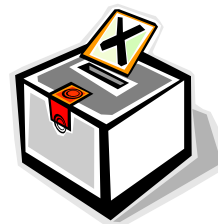
### NDAR Election of Officers

The Nominating Task Force places in nomination the following REALTORS®:

**\*Note: Jamie McLean automatically advances to President per Bylaws.**

**For President Elect:**      Kristin Oban

**For Vice President:**      Desri Neether



**Absentee Electronic Voting Link:** <https://rogorman.wufoo.com/forms/z1xg04860foa3c4/>

## Official Notice of Bylaw Change Proposal

All REALTOR® members of the NDAR are hereby notified of the General Membership Meeting as follows:  
Thursday, September 12, 2024, at 2:15 pm at the Bismarck Event Center

### **Bylaws Change Proposal – As a whole**

**\*Prior to Voting on Bylaws Changes please review: [HERE](#)**

Yes, I approve the Bylaws Change

No, I do not approve the Bylaws Change

I hereby certify that I am a REALTOR® in good standing.

---

*Print Name*

*Local Board*

---

*Signature*

*Date*

**Absentee Electronic Voting Link: <https://rogorman.wufoo.com/forms/z1xg04860foa3c4/>**

**Mail in Ballots must be received at the NDAR office no later than September 2, 2024.**  
NDAR ♦ 1616 Capitol Way ♦ Bismarck, ND 58501 ♦ Phone: 701-355-1010 ♦ e-mail: [robyn@ndrealtors.com](mailto:robyn@ndrealtors.com)

## NDAR Urges Members to “Keep It Local” by Opposing Property Tax Ban

North Dakota Association of REALTORS® is proud to be part of the Keep It Local coalition, a movement which aims to defeat the ballot measure that would end North Dakota property tax. NDAR has joined with over 70 organizations around the state to oppose the measure and educate North Dakotans on the measure's many pitfalls.

Property taxes play a vital role in our local communities. When we pay property taxes, a significant share goes toward our schools to educate our children. Through property taxes, firefighters and police officers are equipped to keep our communities safe and respond during emergencies. Tax-funded snow removal makes it possible for us to go to work during the winter months. Public libraries, parks, and pools bring us together, provide family activities, and help make North Dakota a wonderful place to call home.

Not only do property taxes benefit our local communities, but the proponents of the measure have also failed to provide a sufficient plan to make up the funds that would be lost because of this measure. North Dakota would lose about 1.329 billion dollars in revenue every year if property taxes were abolished. Additionally, our legislators would spend

much of the upcoming legislative session trying to plan for the budget change, rather than acting on other pressing statewide concerns.

Paying taxes is never fun, and there are ways in which North Dakota property taxes can and should be reformed. However, abolishing property taxes altogether is a short-sighted, temporary solution that will ultimately cost taxpayers in other ways, whether through other tax increases, fewer local amenities, or decreased emergency preparedness.

In North Dakota, we know that nothing truly worthwhile is ever free, and we pride ourselves on taking care of each other. Abolishing property taxes would strip us of the ability to act on our values, maintain our local communities, and continue to make North Dakota communities flourish.

Join us in the fight for our local communities: vote NO in November to the proposed measure.

Follow the coalition on Facebook at Keep it Local ND for the latest coalition news. You can also visit [keepitlocalnd.org](http://keepitlocalnd.org) to learn more, get involved, or donate to the coalition.

**NDAR is proud to be part of the Keep It Local Coalition!**

The Keep it Local coalition is a dedicated statewide group united **against** the initiated ballot measure seeking to abolish property taxes in North Dakota.

**KEEP IT LOCAL**

**PROPERTY TAXES GO TOWARD:**

- SCHOOLS
- PUBLIC SAFETY
- PUBLIC WORKS
- COMMUNITY SERVICES

The measure would cost ND **1.329 BILLION** each year

**NDAR**  
North Dakota Association of REALTORS®

Help our local communities thrive:  
**vote NO in November!**





North Dakota Association of REALTORS®

# Calendar of Events

# 2024

## 2024

- Aug 22** NDREC Meeting, Bismarck, ND
- Aug 26-27** Leadership Summit, Chicago, IL
- Sept 11-13** REALTOR® Convention of the Dakotas, Bismarck, ND
- Oct 15-16** October Education, Bismarck, ND
- Oct 17** NDREC Meeting, Bismarck, ND
- Nov 5** General Election, Election
- Nov 6-11** NAR Convention, Boston, MA
- Dec 6** ND Ring Day, Statewide

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## 2025

- Mar 18-21** AE Institute, Denver, CO
- April 22-23** Region 8 Retreat, Tentative
- May 31-June 5** REALTORS® Legislative Mtgs., Washington, DC
- Aug 11-12** Leadership Summit, Chicago, IL
- Nov 12-17** NAR Convention, Houston, TX

October						
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**NDAR 2024 Education Caravan**  
April 23<sup>rd</sup> – May 2<sup>nd</sup>

**NDAR October Education - Bismarck**  
October 15-16

**2024 NDREC Meetings**  
August 22 & October 17

**2025 NDREC Meetings**  
January 30, March 27, May 8

# Forms Update 8/5/2024

*This form approved by the North Dakota Association of REALTORS®, which disclaims any liability out of use or misuse of this form. This form is only for use by licensed REALTORS® in the State of North Dakota.*

The following information is being provided to all NDAR members about our forms updates. Attached you will find watermarked copies of forms showing changes highlighted in yellow. The forms that were created as new forms are not highlighted but will be explained below.

## **EXCLUSIVE RIGHT TO SELL LISTING AGREEMENT**

- Lines 87 – 88: As part of the Settlement, verbiage was added to stress that broker commissions are not set by law and are fully negotiable.
- Lines 92 – 99: The compensation section was defined and cleaned up.
- Line 171: Nondiscrimination was updated to mirror the other forms and cleaned up per legal.

## **SELLER'S COOPERATIVE COMPENSATION DISCLOSURE**

- NEW FORM
- THIS FORM CANNOT BE LOADED ONTO ANY MLS.
- This form mirrors the compensation sections on other forms. The intent is to assist in disclosing the cooperative compensation being paid by a Seller(s) to a Buyer's Agent.
- Signed at the time of the listing, this form can be used to notify a Buyer's Agent of any cooperative compensation.

## **EXCLUSIVE RIGHT TO REPRESENT BUYER AGREEMENT**

- Line 30 – 33: As part of the Settlement, verbiage was added to stress that broker commissions are not set by law and are fully negotiable, and that broker may not receive compensation from any source that exceeds the amount or rate agreed to by buyer(s).
- Line 39: Transaction fee option was added.
- Line 120 – 124: Nondiscrimination was updated to mirror the other forms and cleaned up per legal.

## **BUYER'S BROKER COMPENSATION DISCLOSURE**

- Lines 8 – 10: Lines added for Settlement verbiage.
- Line 21: Transaction fee option was added.

## **NON-REPRESENTATION ACKNOWLEDGEMENT**

- Line 3: Included the word "not" as a clarification.
- Line 17 – 20: This section was added to clearly define that the Broker is not representing the Customer and now includes the language to seek professional services.

## **SELLER(s) CUSTOMER SHOWING AGREEMENT**

- NEW FORM
- Developed to aid in a for sale by owner or facilitator type transaction. Used when the Seller(s) does not want representation but may agree to pay compensation.
- Covers all the important issues to the Seller(s) before entering into a transaction.
- Form is to be used with Agency Relationship Disclosure and Non-Representation Acknowledgement.

## **BUYER(s) CUSTOMER SHOWING AGREEMENT**

- NEW FORM
- To be used as a short-term showing agreement if Buyer(s) is not ready to sign an Exclusive Right to Represent Buyer Agreement (or does not want to be represented) and wishes to be shown a property as a Customer.

- Form is to be used with Agency Relationship Disclosure and Non-Representation Acknowledgement.

**PURCHASE AGREEMENT**

- Line 58 – 60: Contribution section was updated to include special assessments and governing authority.
- Line 61 – 64: Lines added for Settlement verbiage.
- Line 157 – 169: For clarity, the Real Estate Taxes section was split out to divide real estate taxes from special assessments.
- Line 201 – 212: The “Completion Date” from the paragraph above the grid and the heading “Alternative Completion Date” have been removed to clear up confusion this section was causing. Now, a completion date will be entered into column 3 (labeled “Completion Date”) for each requested contingency. Each requested contingency will still need to be initialed. This section’s verbiage was also cleaned up regarding the cancelation process.
- Line 289 – 291: Removed the “disclosures attached” verbiage to avoid it being considered an addendum to the purchase agreement.
- Line 413: Line bolded to draw attention to when a counteroffer is used.
- Line 421: Line was added to allow the purchase agreement to be rejected by the Seller(s) while also acknowledging that the offer was presented. Seller(s) may acknowledge presentation/rejection by initialing the line.

**LEAD-BASED PAINT DISCLOSURE**

- Form was updated per the federal changes made in 2024.
- Line 25: Additional option if Purchaser has not received info.
- Line 35 – 36: The Buyer’s Agent will now initial the form.

There is a video located on the NDAR YouTube channel that will help you understand the forms and the updates that we are explaining above.



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Grand Forks, ND 58201

**Skip Greenberg**  
Realtor/Broker, ABR, CRB, (RS, GRI)



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www.greenbergrealty.com




**Diane Duchscher**  
ABR, CRS, GRI

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dianeduchscher@homeandlandcompany.com

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**Business Hours**  
Mon - Thurs 8am-5pm  
Friday 8am - 1:30 pm

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[www.ndrealtors.com](http://www.ndrealtors.com)

Phone: 701.355.1010

# OCTOBER EDUCATION

## SAVE THE DATES!

12 Hours CE including Mandatory  
Topics for 2024

OCTOBER

# 15TH & 16TH

Held in Bismarck at the Heritage  
Center Auditorium

Watch [www.ndrealtors.com](http://www.ndrealtors.com) for  
detailed info!

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or email:

[sarah@nordaknorth.com](mailto:sarah@nordaknorth.com)

## NDAR BUSINESS PARTNERS

PLEASE PATRONIZE THESE BUSINESSES WHEN POSSIBLE AND THANK THEM FOR THEIR SUPPORT OF THE REALTOR® ORGANIZATIONS

### Badlands

Assure Home Mortgage  
Benchmark Mortgage  
BMO  
Bravera  
Dacotah Bank  
Dakota Community Bank  
Dickinson Area Chamber  
Great North MLS  
Jons Home Comforts  
Kirkwood Bank & Trust  
Kubik, Bogner, Ridd, & Selinger  
ND Housing Finance Agency  
Prairie Marketing Association  
Stark County Development  
The Dickinson Press  
The Title Team  
U.S. Bank

### Bismarck/Mandan

Assure Home Mortgage  
Baymont Inn & Ramada  
BenchMark Mortgage  
Bismarck/Mandan Chamber EDC  
Bis-Man Home Builders  
Bismarck Title/Morton Co Title  
BNC National Bank  
Bravera  
Bremer Bank  
Capital Credit Union  
Chapman & Chapman P.C.  
Choice Bank Home Loans  
Country Financial  
Dakota Community Bank & Trust  
eLending Now  
Fairway Independent Mortgage  
First Community Credit Union  
First International Bank & Trust  
First Western Bank & Trust  
Flash Printing  
Gate City Bank  
Great North MLS  
Haga Kommer, PC  
Kirkwood Bank & Trust  
Mountain State Financial Group  
ND Housing Finance Agency  
Next Mortgage  
Northwestern Bank  
Quality Title, Inc  
Rocky Gordon & Company  
Security First Bank of ND  
Starion Bank  
Superior Insurance Agency  
The Real Estate Magazine  
The Title Team  
Vue Credit Union

### Fargo Moorhead

Alerus Mortgage  
Alliance Mortgage  
American Federal Bank  
Balzum, Cullen Construction  
Barnesville Economic Development  
Bell Bank of Fargo  
BenchMark Mortgage  
Border Bank  
Brady, Martz & Associates, P.C.  
Bremer Bank  
Brookstone Property  
Capital Credit Union  
Cass Clay Community Land Trust  
Cass County Abstract  
Cass County Director/Equilization  
Chapman & Chapman  
Choice Bank  
City of Moorhead  
City of West Fargo  
Country Financial (Andy Dunphy)  
Country Financial (Nick Woodard)  
Country Financial (Todd Clark)  
Dakotah Bank  
DJ Colter Agency, Inc.  
Dwella Inspections  
Edward Jones (Kelsey Cullen)  
Edward Jones (Cindy Magnuson)  
Fargo City Assessor  
Fargo Roofing & Siding  
Financial Business Systems  
First Class Mortgage  
First Community Credit Union  
First International Bank & Trust  
First Western Bank & Trust  
FM Title  
Gate City Bank  
Great North Insurance Services  
Heritage Homes  
Homes HQ

House Master Serving F-M  
Jordahl Custom Homes  
Koda Bank  
Lake Agassiz Habitat ReStore  
Magnifi Financial Credit Union  
Mountain State Financial  
ND Housing Finance Agency  
Nick's Inspections  
Nordic Home Inspections  
Northern Title  
Northwestern Bank NA  
OnPoint Insurance Services  
Park Co. Mortgage  
Rebuilding Together F-M  
Regency Title, Inc.  
River Cities Home Inspection  
Robin Swanson Insurance  
Secure Title, Inc  
Starion Bank  
TCI Insurance  
Terracon Consultants, Inc.  
The Title Company  
The Title Team  
Thomson Homes  
Town & Country Credit Union  
Trail Co. Equilization  
TRN Abstract & Title  
U.S. Bank  
United Savings Credit Union  
Valley Mortgage  
VISION Bank  
Wells Fargo Home Mortgage  
Western State Bank

## NDAR BUSINESS PARTNERS

PLEASE PATRONIZE THESE BUSINESSES WHEN POSSIBLE AND THANK THEM FOR THEIR SUPPORT OF THE REALTOR® ORGANIZATIONS

### Grand Forks

1st State Bank  
 Alerus Financial  
 American Family Insurance  
 American Federal Bank  
 Bank Forward  
 BenchMark Mortgage  
 Blue Door Home Inspections  
 Bluepeak Fiber Internet  
 Bremer Bank  
 Choice Financial  
 Country Financial  
 Elle Interiors  
 Farmers Insurance Agency  
 Farmers Union Insurance  
 First Class Mortgage  
 First Community Credit Union  
 First International Bank & Trust  
 Fox Builders  
 Frandsen Bank & Trust  
 Gate City Bank  
 Grand Forks City Assessor  
 Insurance Brokers of MN  
 Koda Bank  
 National Property Inspections  
 Nations Lending  
 NextStep Home Inspection  
 ND Housing Finance Agency  
 North Star Inspections  
 Northern River Home Inspection  
 Priority Title  
 Pro-Tech Home Inspections  
 Sunrise Home Inspection  
 The Title Team  
 Trail County  
 United Valley Bank  
 Vilandre's  
 Wintrust Mortgage

### Jamestown

Bank Forward  
 Dacotah Bank  
 Fairway Independent Mortgage  
 First Choice Home Inspection  
 First Community Credit Union  
 Gate City Bank  
 Great North MLS  
 ND Housing Finance Agency  
 Ostlie Insurance  
 Quality Title  
 Stutsman/Barnes Title  
 The Jamestown Sun  
 Unison

### Williston

701 Title  
 American State Bank  
 Benchmark Mortgage  
 Eye Spy Inspections, LLC  
 Fairway Mortgage  
 First State Bank & Trust  
 Gate City Bank  
 Great North MLS  
 Major Mortgage  
 ND Guaranty & Title  
 NDHFA  
 Nortana Property Inspections  
 The Title Team  
 Unify Home Lending  
 U.S. Bank  
 Western Area Builders Assn  
 Western Co-op Credit Union  
 Williams County Abstract

### Minot

Allstate  
 Aspire Credit Union  
 Benchmark Mortgage  
 Central Home Inspections  
 Dacotah Bank  
 Elite Property Inspection  
 Fairway Mortgage  
 Farmers Union Insurance  
 Farmers Union, Inc. (Reosler, Sigma, Baechler)  
 First International Bank & Trust  
 First Western  
 Gate City Bank  
 Great North MLS  
 Guaranteed Rate  
 Minot Commercial Appraisal, LLC  
 ND Housing Finance Agency  
 The Title Team  
 Town & Country Credit Union  
 Venable Enterprises

## F.A.Q. on Continuing Education Requirements

---

### 1. How many hours of continuing education (CE) do I have to take?

Licensees with active licenses need a minimum of 12 hours of approved continuing education hours each renewal period. This must include three hours on the mandatory topic, plus another 9 hours on elective topics totaling 12 hours. Mandatory topic: Contract Law with a Focus on Purchase/Purchase Agreements.

Brokers & Brokers Associates must complete the 3 mandatory hours on Broker Responsibility with a Focus on Earnest Money, NDREC Required Office Policies, and Advertising and 9 hours on elective topics for a total of 12 hours.

Please see the ND Real Estate Commission website at [www.realestatend.org](http://www.realestatend.org) for information on continuing education if you plan to activate an inactive license or were first-time licensed within the past 12 months, and for a list of all approved continuing education courses.

**Note: CE hours must be taken between November 16, 2023 and November 15, 2024 to renew your license as active for 2025.**

### 2. Can I take on-line/correspondence courses? Is there a maximum number of hours?

Licensees can take approved online/virtual live, classroom, or hybrid courses for continuing education hours. There is no restriction on the number of CE hours that can be taken.

### 3. If I take more CE hours than is required, can I carry the extra hours over to the next continuing education cycle.

Continuing education hours cannot be carried over from one CE cycle to the next.

### 4. Who is responsible for tracking my continuing education hours?

**YOU ARE.** The ND Real Estate Commission requires CE hours for license renewal. Course sponsors are responsible for maintaining copies of CE slips for the courses they sponsor. As a service to its members, the NDAR maintains copies of CE slips of the classes sponsored by NDAR, some local boards, and some of the other sponsoring agencies. However, licensees bear the responsibility for tracking the total number of CE hours they have accrued and submitting proof of CE attendance to their Broker. Licensees may be audited on verification of CE by the ND Real Estate Commission. **Click here** for a form to track your CE.

### 5. How do I find out about Continuing Education available to me?

The ND Association of REALTORS®, other Boards of REALTORS®, and other affiliated entities provide continuing education opportunities for members (non-member licensees may attend for a higher registration fee). Courses are announced in newsletters, emails to members, information shared with brokers. Visit [www.ndrealtors.com/education](http://www.ndrealtors.com/education) for information, as well as the ND Real Estate Commission website at [www.realestatend.org/licensees/education-2](http://www.realestatend.org/licensees/education-2) for all education information.

### 7. What about the required Code of Ethics training?

The Code of Ethics training is required by the National Association of REALTORS® and is a requirement to maintain membership in the local board of REALTORS®, the ND Association of REALTORS® and the National Association of REALTORS®. The Code of Ethics training is a triennial requirement – each member must take an approved course every three years. The current triennial cycle is January 1, 2022 to December 31, 2024. All members must have completed an approved Code of Ethics course of at least 2 ½ hours by December 31, 2024 to continue their membership in the local, state, and national association.



# NDAR

North Dakota Association of REALTORS®

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