

South Dakota

Volume 24 Issue 3 Fall 2018

REALTOR[®] Highlights

A Publication of the South Dakota REALTORS[®]

Celebrating South Dakota's Good Neighbor



Good Neighbor Joy Nelson
Founder Joy Ranch



Features

Presidents Message Bart Miller	03
Home on the Ranch	04-05
Being a Real Estate Professional	06
2017 RPAC Major Investors	07
Rising Stars	08
NAR Board Report	10
NAR Adopts Business Oriented Strategic Framework	11
RPR 3 Creative Ways	12-13
5 Risky Off-MLS Scenarios	14
Coming Events	15

In The Beginning





BART MILLER

2018 SD REALTORS® PRESIDENT

PRESIDENT'S MESSAGE

WOW- time flies when you're busy, traveling, and having FUN!!! I cannot believe this year is already over, it seems like it just started the other day!! I tell people everyday there are 2 things that I don't like about getting older: 1) the cold and winter and 2) how fast time slips right past us.

This year we have been busy: meeting with Boards across the state, task force meetings with the Real Estate Commission, finishing up the construction of our New Association building in Pierre, Committee and Leadership Meetings, Conventions in Minot, ND and Boston, MA, Legislative Expo in Washington, DC., and many more meetings and events. We have accomplished a lot and believe our wins in 2018 will continue to propel the REALTORS in the future.

Thank you to Your 2018 Team-

- **Leadership Team:** Angie Uttecht, David Kniep, Bud Hannah, Joan Coata, Tom Rau, and Kyle Lalim
- **Committee Chairs and Vice Chairs:** Stuart Martin, Brandon Martens, Nancy Jark, Laurie Smith, Kevin Kuehn, and Rick Tysdal
- **State Staff:** Michelle Kleven, Dana Holben and Jena Gordon
- **State Board of Directors**
- **Local Leadership Teams**
- **Local Association Executives**

They truly deserve all the credit. If you see any of this people after you read this make sure to give them a high 5 or Thank them because they all put in a lot of time and sacrifice to make our industry better!

As we enter 2019 we have lots of opportunity to do good for our clients and our industry. There will always be disrupters and negativity in our business but we will continue to rise above it with great leadership and involvement. If you have time or the opportunity to serve in the future GO FOR IT!!! You will not be disappointed I promise you.

Throughout my year I have challenged you to run your business like a business. Enjoy some family time or take a little time off. So this will be the last time I will asking this favor of you- take some time for your family, take a vacation, do something on your bucket list, and enjoy life because it goes by so very quick!!!

Truly it has been my absolute honor and pleasure to serve YOU! Thank you all for this opportunity!!

Merry Christmas and Happy New Year!!





REALTOR® Joy Nelson's 126-acre property lives up to its name as a magical respite.

The girl, just 5 years old, was recovering from sexual abuse and wouldn't say a word during her usual counseling sessions. She had shut down as a way to cope with her trauma, and the emotional walls she built made therapeutic treatment difficult. But after three sessions communing with horses in an equine therapy program, "she just opened up," says REALTOR® Joy Nelson. "She's such a confident little girl now. It's really amazing to see that change."

For Nelson, founder of Joy Ranch in Watertown, S.D., which operates the equine therapy program known as Hope, Healing, and Horses, it's one of countless examples of how the powerful connection between animals and people can turn lives around. "I believe in the healing power of horses. They're so intuitive, and somewhat spiritual," she says. "I've been around them so long, I can tell when that horse-human connection happens. That horse will hook onto that person and just kind of take care of them. It's almost magical."

"Horses don't judge," agrees Mark Dunn, whose son Lincoln, 11, has spina bifida and participates in equine activities at the ranch. "They don't see a kid with special needs; they see a child. You can feel the connection right away. The horses have such a calming presence on each individual child. It's truly a magical experience."

A Barrier-Free Western Town

"Magical" is the word most people who have experienced Joy Ranch use to describe it. The 126-acre ranch in Watertown, a community of about 22,000 in northeastern South Dakota, plays host to corporate retreats, church outings, children's camps, weddings, and family reunions. One of four sites operated by Lutherans Outdoors in South Dakota, the facility is outfitted like an 1880s Western town.

What makes the ranch unique is that it was built to be completely ADA accessible, indoors and out, including the riding arena and paths to a nearby lake. "[Before construction] we talked to folks with various disabilities and compiled all the barriers they run into when trying to go places, and then we built that all into the design before we put a shovel in the ground," says Nelson. Because of this feature, Joy Ranch is known for the camps and retreats it hosts for people with physical disabilities, veterans suffering from PTSD, nursing home residents, and others with special needs.

Beyond fulfilling the medical and therapeutic aspects, the ranch strives to give the people it serves a place where they can enjoy life and be themselves.

"We do archery, BB guns, paintball," says Marilee Kontz, children's camp coordinator at Sanford Health Medical Center, who brings groups of children with spina bifida and cancer to the ranch each year. "We go tubing and have inspirational bonfires every night. We have yoga and drama. This year, we added an escape room adapted for children with wheelchairs, and that's been one of their favorite things."

For parents of a child who is medically compromised, says Kontz, “being able to tour [the facility] and everything being very transparent and accessible, it means the world to them.”

“A Much Grander Scale”

The eponymous ranch bespeaks the passionate feelings it engenders in participants. The owner and president of Haugan Nelson Realty in Watertown, Nelson purchased the 100-acre ranch in 1989 as a place to raise her show horses. Soon, she recognized how her land and animals could fill a need, as churches, Special Olympics, and Big Brothers/Big Sisters approached her to use the indoor riding arena.

“I’ve been involved with horses all my life and understand what they can do for people, especially people with afflictions. So I started with children’s therapeutic riding, staging everything for them,” recalls Nelson. “Soon, it wasn’t just a few rides now and then. It got to be on a much grander scale. There was no way I could continue to do these programs by myself, and I knew there was so much more we could do if we could get the right facilities.”

In 2002, Nelson donated the property to Lutherans Outdoors as a life estate and then partnered with the Watertown Area Community Foundation to facilitate donations. Those funds allow Joy Ranch to offer scholarships for people in need and also allow doctors, nurses, and other caregivers to accompany children with disabilities to summer camp. Several South Dakota colleges bring their nursing and physical therapy students to Joy Ranch for on-the-job training. In addition, the camp employs counselors who have physical disabilities and other adults with developmental or intellectual impairment.

Helping Her Community Thrive

Over the years, Nelson has donated more than \$3 million to Joy Ranch and raised millions more, recently soliciting donations for a therapeutic saddle to accommodate people who are completely immobile. She still lives on the ranch and remains deeply involved in daily operations, from fundraising to promoting Joy Ranch’s benefits to caring for the horses and other animals on weekends.

“I’ve always had that strong sense of motivation in my career, and the same goes for what I do for nonprofits—whatever I do, I do 100 percent. I don’t know how to do it any other way.”—Joy Nelson

But the ranch is hardly her only commitment. Nelson sits on the boards of at least 10 other local organizations, including Habitat for Humanity, Sanford Healthcare System board, and the Codington County Historical Society. She was instrumental in starting Watertown Artwalk to help revitalize the downtown area. “We’re involved in a lot of different community events [with Joy],” says Dunn, a banker with Watertown’s First Premier Bank who also has been Nelson’s colleague and client. “Joy is always present, if not one of the top contributors to whatever project is going on. She wants to see Watertown do well, and truly believes in the goodness in each person in our community.”

Nelson acknowledges that navigating the demands of her brokerage and the ranch can be challenging. “Typically, Monday through Friday, I’m at my real estate office. But when I go home, I change clothes and go right down to the barns and see what needs to be done. Sometimes, I’ll have clients on weekends, so I have to shuffle and get someone to fill in for me. It’s a balancing act for sure.”

Nelson’s dedication to helping others is a reflection of how she approaches her life, and she actively encourages clients, real estate colleagues, and neighbors to do the same.

“There’s a mythical law of nature that the three things we crave most in life are happiness, freedom, and peace of mind,” Nelson says. “I believe the way to attain those things is to give them away to someone else.”

Contact Joy Nelson at nelsonjoyc@yahoo.com and learn more about Joy Ranch at losd.org/summer-camp/joy.

[Watch 2018 Joy Nelson Good Neighbor Award Video.](#)



Being a Real Estate Professional

The real estate industry encompasses a wide range of professionals including brokers, team leaders, salespeople, trainers, property managers, appraisers, and more. Most practitioners concentrate in either the residential or commercial side of the business, though some work in both areas. It's important to remember that not all real estate professionals are REALTORS®, a trademarked term which specifically identifies someone as a member of the National Association of REALTORS® who pledges to abide by a strict Code of Ethics and Standards of Practice.

REALTORS® are required to complete ethics training of not less than 2 hours, 30 min. of instructional time within a two-year cycle. The training must meet specific learning objectives and criteria established by the National Association of REALTORS®.

Ultimately, it is the local association where the individual holds membership that will determine if the training taken meets the required learning objectives and criteria. Failure to complete the required ethics training shall be a violation of a membership duty for which membership is suspended and subsequently terminated.

SD REALTOR® members have many different options to complete this course work; by taking Spring Caravan, online and through other local boards hosting the COE course throughout the year.

Take the online course either the CE option or for only membership by [clicking this link](#).

Code of Ethics training must be completed by December 31, 2018.



2019 South Dakota National Board-Committee Appointments

DAWN ASPAAS

Commercial Real Estate Research Advisory Board and Research Committee

JOAN COTA

Professional Standards Committee

LISA DiROSE

Research Committee

BUD HANNAH

Risk Management Issues Committee

MICHELLE M KITZMAN

MLS Technology and Emerging Issues Advisory Board and Multiple Listing Issues and Policies Committee

MICHELLE KLEVEN

Membership Policy and Board Jurisdiction Committee

DAVID KNEIP

RPAC Major Investor Council

KEVIN KUEHN

Data Strategies Committee

KYLE LALIM

Board of Directors, Small State Forum and State Leadership Idea Exchange Council

CHARLES LARKIN

Commercial Federal Policy Committee

LARRY LUETKE

State and Local Issues Policy Committee

ANDY MAHOWALD

Board of Directors and Reserves Investment Advisory Board

BRANDON MARTENS

REALTOR® Party Member Involvement Committee and Young Professionals Network Advisory Board

BART MILLER

REALTOR® Party Member Involvement Committee

LISA MUELLER

Multiple Listing Issues and Policies Committee

TOM MURPHY

Executive Committee

JEFF NELSON

Executive Committee

TOM RAU

Board of Directors and RPAC Participation Council

ANGELA UTTECHT

Board of Directors and Broker Involvement Council

MICAH VOLMER

Member Communications Committee



THANK YOU

2018 Major Investors

GOLDEN R

David Kneip*

Andy Mahowald*

Brandon Martens*

Thomas Murphy*

Jeff Nelson*

Tom Rau*

Corporate Investor

South Dakota
REALTORS®

CRYSTAL R

Gayle Chapel

STERLING R

Steven Anderson

Amy Bochman

Bruce Curington

Ed Dreyer

Mel Dreyer

Yanni Georgas

Patrick Hall

Tony Hensley

Kelly Howie

Dave Jones

Amanda

Kirschenman

Luke Lester

Chris Long

Stuart Martin

Bart Miller*

Lisa Mueller

Dana Vogt

Troy Ward

Diane Wilcox

Marty Wilcox

Meredith Lee

Cathy Sonnenschein

Kelan Bludorn

Matt Krogman

Ryan Krogman

Dean Krogman

Anita Thomas

Kari Westlund

Angie Uttecht*

Micah Volmer

Jim Alcorn

Bud Hannah

Brandy Purcell

Hartman

Kyle Lalim*

Michael Luken

Lynn Morris

Dawn Aspaas

Joan Cota

Gregg Gohl

Beth Jamison

David Kerkhove

Ashley Lindquist

Brad Stearns

Rick Trapp

Michelle Kleven

Corporate Investor

Black Hills

Association of

REALTORS®



* Indicates NAR President's Circle member.
NAR Hall of Fame members are in red. South
Dakota Hall of Fame members are in blue.
RPAC Major Investors as of 11/26/2018



RISING STARS

Congratulations

On being recognized for your professionalism, enthusiasm and by exemplifying the Code of Ethics in the short time that you have been a REALTOR® member.



Jessica Slettedahl
Aberdeen Area Association
of REALTORS®



Shelly Larson
Black Hills Association of
REALTORS®



Tarrah Sonnenschein
Central SD Board of
REALTORS®



Jeremy Paulson
East Central SD REALTORS®



Tony Haarstad
Huron Board of REALTORS®



Colleen Hunt
Mitchell Board of REALTORS®



TJ Larson
Mount Rushmore Area
Association of REALTORS®



Ann Schmidt
Northeast SD Association of
REALTORS®



Beth Meyer
REALTOR® Association of
the Sioux Empire



The participants of the CRS 210 course was treated to a special visit from former SD Licensee #1 and Lieutenant from WWII, Claude Hone, on Veteran's Day. Everyone was impressed with this young 89 year old!



Introducing NAR's Commitment to Excellence Program

Commitment to Excellence is a cutting-edge program that empowers REALTORS® to evaluate, enhance, and showcase their highest levels of professionalism. Log-on to c2ex.realtor to assess your knowledge in 10 core competency areas such as advocacy and technology. Through this easy to use, self-directed platform, REALTORS® can set themselves apart in an increasingly competitive market and raise the bar on professionalism for the industry as a whole. Be an advocate for the future of our industry. Be committed to excellence.

[LEARN MORE](#)



NAR Board of Directors Report

The Board took a number of other actions to align the association with the challenges facing its members in the years ahead:

Customization of Core Standards for Commercial Overlay Boards

Commercial associations are given some flexibility in how they meet their Core Standards requirements to reflect the unique services they provide to their members. The change reflects the fact that the examples and terminology in the Core Standards certification form apply to residential real estate. Core Standards ensure that state and local associations maintain a standard level of professionalism in their service to members.

New Policy Supporting Remote Notarization

NAR Directors went on record in support of laws, regulations, and standards that advance notarization. The policy calls for rules that focus on the completion of the notarial act, regardless of the technology used, and support the adoption of remote notarization across all U.S. states and territories, while protecting consumers' personal information. The policy also urges federal agencies to facilitate the adoption of remote notary services across the mortgage system.

Proceeding With Ethics Complaints When Criminal Litigation is Also Involved

Associations are allowed to continue to process ethics complaints when there is criminal litigation pending that involves the same facts and circumstances.

Enforcing Cooperation via MLS Through Written Certification of Offer Presentations

The Board amended MLS Policy Statement 7.73 regarding the rights of cooperating brokers in the presentation of offers. The policy reinforces cooperation and brings MLS policy in line with the Code of Ethics. Under the rule, listing brokers will be required to provide written affirmation or notification to cooperating brokers on the disposition of their offer. The requirement gives associations the ability to impose disciplinary action against a listing broker who fails to present either written confirmation that the offer was presented or evidence that the seller waived the obligation to have the offer presented.

Patent Infringement Liability Policy

The Board approved purchase of insurance for 2019 to protect the association, state and local associations, and association-owned MLSs from patent infringement actions, typically brought by so-called patent trolls that use overly generalized patents to extract fees from businesses.

New Policy Supporting Indexing of Tax Bases of Capital Assets

The new policy puts NAR on record in support of indexing the tax bases of capital assets, including real estate, for inflation. Doing so could lower capital gains taxes due on sale of the asset.

New Policy Supporting Opportunity Zones

NAR went on record in support of the Opportunity Zones tax incentive that was included in the 2017 tax reform

act. Opportunity Zones have the potential to have a large impact on economically depressed areas by using capital gain tax reductions to attract long-term investment capital. The zones are designated by states and approved the U.S. Treasury Department.

Strengthened Credentials and Campaign Rules

NAR Directors strengthened and broadened the requirements for candidates for elected NAR office, which were established in 2013. Going forward, candidates must now have a credit score of at least 650, up from 580. In addition, candidates may not display campaign materials on television channels distributed to hotel rooms or on video screens in public areas of hotels during NAR events. The Credentials and Campaign Rules Committee will provide all responses to campaign-related questions regarding rules—but not campaign strategy—to all candidates.

Legal Case Funded to Defend Allegations of Copyright Infringement

Approved \$60,000 to help defray legal expenses incurred by several brokerages and listing agents to defend themselves against a lawsuit filed by a firm that owns copyright registrations for architectural home designs and related technical drawings. The defendants created or hired a third party to create floor plans for the properties and submitted those drawings to the MLS and realtor.com®, and the plaintiff alleges that those floor plans violate its copyrights.

Issues Mobilization Reforms

The Mobilization Program policy was amended to:

- Increase from \$50,000 to \$100,000 the limit on grant requests that are eligible for consideration through the consent agenda process. The change will enable associations to move more quickly on fast-advancing local government policy actions.
- Increase the association contribution requirements to ensure associations have “skin in the game” when using mobilization funds.
- Limit grants for coalition campaigns to no more than 50 percent of the total campaign budget unless the applicant association is active in the coalition campaign, and set expectations that associations will take an active role in coalition campaigns, regardless of the level of funding.

Require grant applicants to provide more detailed guidance to help the Issues Mobilization Committee determine whether the requested funds will serve REALTORS®' interests. To date in 2018, NAR has awarded 36 grants of \$50,000 or less and 10 grants between \$50,000 and \$100,000.

Financial Education in Schools

State and local associations are encouraged to support financial education for school-age children and young adults. The plan is an opportunity for NAR to show its commitment to ensuring greater access to the tools needed for financial stability and, ultimately, sustainable homeownership.

NAR Adopts Business-Oriented Strategic Framework

The NAR Board of Directors—led by 2018 President Elizabeth Mendenhall—adopted a five-year strategic framework to provide a more visionary, holistic, and business-oriented approach reflective of NAR’s expanding role in technology and other arenas critical to real estate.

“The new strategic framework represents a common focus and direction for NAR leaders, volunteers, and staff,” Heather Ozur, chair of the Strategic Thinking Advisory Committee, told the Board. “It provides clear answers to several fundamental questions: Where are we going? What do we stand for? How do we agree to operate? And it captures the essence of both who the organization is and who it seeks to become, and what unique, core value it delivers.”

Also at the meeting, the Board approved policies supporting remote notarization, Opportunity Zones, and inflation indexing for capital assets. It also passed Core Standards changes for commercial boards, changes to enhance cooperation among brokers, and a rule change on evaluating ethics complaints while a criminal action is pending.



NAR Strategic Framework for 2019-2023

The NAR Strategic Framework for 2019-2023 replaces the strategic plan launched in 2014. Among the framework’s values:

- People have a right to safe, decent, and affordable housing.
- Thriving commercial and residential markets are critical economic engines of the country and key to healthy communities.
- Private property rights are foundational to the country.
- The opportunity for homeownership should be as broadly shared as possible.
- Entrepreneurs should have the freedom to pursue their business goals and succeed in creating the quality of life they desire.
- All REALTORS® ascribe to the highest standards of ethics and professionalism. In 2019, NAR will develop a new vision statement.

[More details about NAR's new Strategic Framework.](#)

RPR

3 CREATIVE WAYS TO GENERATE LISTINGS



1 Farming neighborhoods

Real estate farming is possibly the most proactive position an agent can take to build inventory. Overall, you'll want to choose an area with attributes you find personally appealing as well as professionally rewarding. Create personas for your perfect clients using data such as income, education, leisure activities and more. For example, an agent who is athletic and enjoys leisure time at coffee houses might find it easier to relate to homeowners with similar interests. The goal is to choose a farm area that you feel comfortable representing and one that will produce revenue.

Step 1: Research

Begin by assessing local demographics and psychographics: who they are, what they do and how they behave. You can do so easily by using RPR commercial data to find a neighborhood whose attributes most resemble your ideal client.

RPR's commercial data reveals an area's average age and income, net worth, marital status, education, and age, in addition to where they work, where and how they spend their money, and even how much time they spend exercising each week. The platform's neighborhood data includes home values, list/sales price vs. list/sales volume, price per sq. foot, own vs. rent, local amenities and commuter times—all worth knowing.

Here's how to find your ideal client using RPR Commercial data.

Visit narrpr.com/commercial

Select *Go to Analysis* or create your own area by

choosing *Go to Maps*. For our purposes, we will use the analysis section.

Enter the geographic area, and then select the attributes you would like to search your area by. Each attribute you choose will reveal a new set of drop downs to glean your data. Add additional attributes by selecting the *Add more criteria*, or you can search by clicking *Run Analysis*.

From the Map, use the Analysis Panel to adjust the size of geographies and parameters. Once you've found a few neighborhoods that are a good fit, research recent sales to determine whether one agent has a dominant presence in the area. You can also use recent sales to predict your average commission.

Step 2: Calculate the area's turnover rate

Now that you've landed on a potential farm area based on demographics, psychographics and average commission, it's time use RPR Residential to determine the turnover rate, a calculation that helps to identify whether the area has enough sales activity to make it worthwhile.

RPR has developed a simple, surefire way to use its data in your calculations. Download this [quick start guide](#) to walk you through the steps.

To configure turnover rate, divide the number of homes in your farm area by the number of homes sold in the last 12 months and then multiply by 100. See the graphic below.

$$\frac{\# \text{ sales last 12 months}}{\# \text{ of homes in area}} \times 100 = \text{Turnover Rate}$$

2 Build your pipeline from open house traffic

Open houses can be another fantastic way to meet new buyers and generate listings. As the agent showcasing a home, you have an advantage. You get to showcase your skills to potential buyers and sellers through how you market the home. So create opportunities by casting a wide net.

Offer a special neighbor preview

Consider marketing an exclusive showing for neighbors with a special evening tour. This would not only be ideal for a postcard, but provides great content for a neighborhood door knocking strategy.

When questions from neighbors come up about their own value, answer them with the RPR app. When you can't, set the pre-listing appointment. Is there another thought here regarding "set the pre-listing appointment?"

Be the resource

At the open house, be sure to engage with prospects as they enter and leave the property. Not every person entering the home will be a

match. Ask questions. Are they interested in the property? If so, use the RPR app to text or email a branded Mini-Property Report. If not, ask a few questions that get to where they are in the buying process. Questions like, "How long have you been looking?" and "Is your house for sale right now?" or "What characteristics are you looking for in a home?" Now, share an RPR Market Activity Report which is configured to showcase new local listings and open homes for the weekend.



Facebook. Statistics don't lie: Facebook remains the primary platform for most Americans according to a survey conducted by [Pew Research Center](#) (January 2018). Roughly two-thirds of U.S. adults (68%) are Facebook users, with approximately three-quarters of those people accessing the social site on a daily basis.

Facebook also happens to have a sophisticated advertising platform with powerful audience selection tools, allowing you to target people likely to match your ideal client. The ads deliver true leads information when using the Facebook Lead Ad.



These are unique in that they can be customized to place your offer — such as RPR's local Market Activity or Property Report — in front of potential prospects. It's all possible because lead ads come with simple forms that capture a prospect's information within Facebook. The forms will even pre-populate a prospect's information such as name, email or phone number, allowing the person to quickly complete the form.

Now that we've talked about the vehicle for your ad, let's discuss a few possible offers for your prospects that involve an RPR report. The offer could be:

1. A detailed report on local market activity, customized for target market area.
2. A home valuation and detailed property report using the Realtor Valuation Model® (RVM®).

Once the offer is set for your Facebook Lead Ad, it's time to move on to audience selection. Facebook ads can be targeted by location, demographics, interests, and behaviors or even your own contacts such as sphere of influence, past clients or prospects.

It's worth noting here that Facebook recently announced that soon it will be phasing out the use of all third-party targeting capabilities, both private and public.

View this article and infographic here: <http://blog.narrpr.com/tips/creative-ways-generate-listings/#>

3 Facebook Lead Ads

In 2018, we can't have a list about creative ways to generate listings without including www.sdrealtor.org



Like us on
Facebook

South Dakota REALTORS

5 Risky Off-MLS Scenarios

Watch your ethical responsibilities when taking part in a pocket listing, or you could land yourself in trouble.



If you or your client is interested in proceeding with an off-market listing, be aware of the potential peril of compromising your fiduciary and ethical responsibilities. Here are five scenarios to avoid, along with ways to reduce your risk.

1. The real estate agent or broker, not the seller, is the one pushing for an off-MLS listing. Ensure the decision is made voluntarily, solely by an informed seller. Have a signed listing agreement that spells out to clients the limitations of not listing on the MLS (such as that it may reduce their chances of getting the highest and best price for their home by reducing its exposure more widely to the public).
2. “Coming soon” marketing that limits the listing’s availability to a specified group of brokers during the premarketing period. Be certain all brokers and buyers have equal access to the listing.
3. An agent fails to notify their member MLS when a client opts to keep the listing private. Most MLSs require that after a listing agreement is signed, the agent must file a certification—signed by the seller—noting the listing is not to be disseminated to other brokers using MLS. Typically the notification

must be filed within two to three business days after a listing agreement is signed. Agents can be fined for failing to do so.

4. An agent faces accusations of breaching fiduciary duty in order to earn a double commission. Off-market listings can lead to more dual agency transactions, as the agent may actively advertise the property only to his or her clients. While not illegal, the practice can be problematic if the prospect of a double commission is the reason an agent suggested an off-MLS listing. Agents risk being sued by a buyer client, for example, who might believe you didn’t seek the best price since you also represented the seller.

Agents are accused of antitrust or fair housing violations by limiting listing exposure to a narrow buyer segment. Be sure you are fulfilling your duty to “cooperate with other brokers except when cooperation is not in the client’s best interest,” as stated in Article 3 of the REALTORS® Code of Ethics.

by Melissa Dittmann Tracey

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South Dakota REALTORS®

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Black Hills Association of REALTORS®

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Huron Board of REALTORS®

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Northeast SD Association of REALTORS®

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Black Hills Association of REALTORS®

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Black Hills Association of REALTORS®

Brandon Martens, Vice Chair

REALTOR® Association of the Sioux Empire

STAFF

Michelle Kleven, Chief Executive Officer

Dana R. Holben, Member Programs Administrator

Jena Gordon, Finance and Operations Assistant

Chartered by the
National Association of REALTORS® in 1944

Coming Events

January 29, 2019

GRI 106—Construction Junction

Ramkota Hotel, Pierre

January 29-30, 2019

SDAR Business meetings

Pierre

January 30, 2019

Legislative Appreciation Night

Pierre

January 31, 2019

Leadership Academy

Pierre

March 21, 2019

Military Relocation Professional course

Rapid City, SD

April 8-11, 2019

Spring Caravan

Sioux Falls, Watertown, Aberdeen and Rapid City

May 13-18, 2019

REALTORS® Legislative Meetings

Washington D.C.

June 12, 2019 (Tentative)

SDAR Business meetings

Pierre

South Dakota REALTORS® Office Closures

December 24, 2018—Christmas Eve

December 25, 2018—Christmas Day

January 1, 2019—New Year's Day

January 21, 2019—Martin Luther King Day



This course is being sponsored by the South Dakota REALTORS®



Construction Junction...



WHAT'S YOUR FUNCTION?

Tuesday, January 29, 2019

RAMKOTA HOTEL & CONVENTION CENTER
920 W. SIOUX AVE, PIERRE, SD 57501

Registration begins at 7:30 AM
Class starts at 8:00 AM - 5:00 PM

CONTINUING EDUCATION

Pending

This is a required course in the SD GRI Designation Program, GRI 106.

All payments must be received at SDAR

PO Box 1175, Pierre, SD 57501

Fax 605-224-8975

To Register online or for more information go to www.sdrealtor.org and click on

EDUCATION / SDAR Sponsored Education

WHAT THIS COURSE WILL COVER:

- ▶ Residential Construction
- ▶ The legal obligations delineated in federal, state, and municipal laws and regulations regarding possible and detected environmental hazards
- ▶ When to refer a client to an environmental professional
- ▶ Identify options and agencies responsible for and useful in determining environmental hazards and health issues.
- ▶ Compare and contrast the advantages and pitfalls of home inspections.
- ▶ How to identify components of a thorough home inspection.

Morning Session

4 hours—8:00 am—12:00 pm \$60.00

Afternoon Session

4 hours—1:00 pm—5:00 pm \$60.00

Both Session—GRI Credit

	Before Jan. 5th	After Jan. 5th	Onsite Registration
SDAR Member	\$110	\$135	\$160
REALTOR® w/GRI	\$55	\$67.50	\$80
Non-SDAR Member	\$150	\$175	\$200

To register online go to www.sdrealtor.org and click on Education / SDAR Sponsored Education or fax to 605-224-8975 or email to dholben@sdrealtor.org

REGISTRANT INFORMATION: Name (please print): _____

Company: _____ RE License Type/Number: _____

Business Mailing Address: _____

City: _____ State: _____ Zip: _____

Business Phone: _____ FAX: _____

E-mail: _____ NRDS# (IF KNOWN) _____

Designations held?: GRI ABR CRS Other (specify): _____ Are you working towards a GRI Designation? YES / NO

Is this the first GRI course you have attended? YES / NO Would you like more information about the GRI Designation? YES / NO

METHOD OF PAYMENT: By Check for \$ _____ (enclosed) **Paid tuition fees required prior to class placement**

I would like SDAR to charge my (MC) (VISA) (DISCOVER) for the amount of \$ _____

Account Number: _____ - _____ - _____ Exp. Date: _____ - _____ CCV: _____

Billing Address: _____ City: _____ State: _____ Zip Code: _____

Name On Account: _____ Signature: _____

Please check here if disabled or require special services. Attach a written description of services needed.

SDAR REFUND POLICY: All requests for refunds need to be submitted in writing to SDAR by mail, fax, or e-mail and should include all pertinent information and reason for the refund. Requests for refunds received 14 calendar days prior to the event will receive a full refund minus a processing fee of \$20. Refunds requested less than 14 calendar days prior to the class will receive a 50% refund minus a processing fee of \$20. Refunds requested the day of the class or those registrants who do not attend (no-show) will not be given a refund unless the reason is deemed unavoidable. All approved refunds will be processed within one week following the date of the course. \$25 additional fee for registering at the door.