



SOUTH DAKOTA
REALTORS®

REALTORS® **NEWS**

February 2019 Volume 11 Issue 2



This year marks the 75th anniversary of the South Dakota REALTORS®. Founded in 1944, SD REALTORS® has grown to over 1900 experienced real estate professionals. Over the past 75 years, SD REALTORS® remained committed to representing REALTORS® on important real estate-related issues, creating professional development opportunities, and providing other focused services.

SD REALTORS® will continue to evolve and expand in 2019. From sustaining legislative engagement and advocacy for the protection of home ownership, and committing to provide the best online resources for home buyers, sellers and every SD REALTOR® member.

Mark the 75th Anniversary with commemorative apparel. Order your 75th Apparel now. [Click here for ordering information](#)



State Association Update

Michelle Kleven, CEO

February is coming to a close and the state association remains focused on a prosperous new year. The tracking of legislative activity, the annual dues collection process, finalizing the 2019 education calendar and working with the SD REALTORS® Leadership Academy has made it a busy one.

We are off to a great start and look forward to another year as the 2019 elected officers for South Dakota REALTORS® has the first business meeting of the year in the books.

Unfortunately, old man weather also cut into our meeting schedule as many members were not able to make the trip to Pierre. The educational course and the Leadership Academy session were each cancelled and will be rescheduled. While the weather reared its ugly head, the state committee meetings and Board of Directors meetings were held followed by the annual legislative appreciation night – chili/oyster stew feed. Here are some of the highlights from the Board of Directors meeting:

Kitty Wallace, Major Investor Council Chair of Cle Elum, WA was in attendance representing the National Association of REALTORS®

Mark of Excellence Award Recognition was given to 13 REALTORS® representing seven (7) local associations from across the state

The 2018 PSF Fundraising Awards were handed out to REALTORS® and Local Boards in recognition of their individual and collective efforts in PSF Fundraising

Another successful chili/oyster stew feed was held and without the dedicated volunteers who prepare and oversee the process, this event would be non-existent. Kudos and Thank you to Tom Rau, Dana Vogt, Gayle Chapel, Cathie Ogdie, Kyle Lalim and Bruce Curington!

In looking ahead, there is no shortage of meetings and events taking place over the next few months. The NAR AE Institute is scheduled for late March into early April in Austin, TX followed by the Region 8 Retreat in Minneapolis and the Road Show Caravan scheduled for April 8-11 which will be held in four cities across South Dakota. Details and registration information are elsewhere in this e-news.

This year, NAR is commemorating the 50th Anniversary for RPAC since its inception in 1969. South Dakota is also celebrating RPAC and is proud to share the news that we received notice that South Dakota is one of 17 states to be awarded the 2018 President's Cup Award. We are the only state in the nation to receive this award for eight (8) consecutive years in a row. Congratulations and thank you to everyone who invests and supports RPAC!!



THAT'S WHO WE

For REALTORS®, "That's Who We R®" functions as a rallying cry, instilling pride in their everyday actions and all the ways they go above and beyond to improve the lives of their clients, consumers, and their communities.

For consumers, "That's Who We R®" educates them on the REALTOR® difference and becomes an inherent call to action to work with a REALTOR®, who abides by the Code of Ethics, practices advocacy, and is backed by the nation's largest professional trade association.

"That's Who We R®" will let consumers know that:

- A REALTOR® is the only real estate professional who has vowed to treat their

clients ethically

- A REALTOR® finds you a dream home and protects your right to it.
- A REALTOR® negotiates the best price and uses the industry's leading market data to do it.
- A REALTOR® knows your neighborhood, the neighbors, and volunteers to make it better.
- The REALTOR® Code of Ethics makes REALTORS® your advocate in one of the largest transactions you'll ever make.
- A REALTOR® isn't just a home or business search, it's a human connection to the best property for you.
- A REALTOR® is supported by the nation's largest professional trade organization, protecting your property and community long after the contracts are signed.

SD REALTORS® is beginning work on it' strategic media placement and engaging creatively will put REALTORS® and their ethics, not properties, front and center.

Local Board Update

Meridian Association of REALTORS®

Marie M. Faulk, Association Executive

The Meridian Association of REALTORS® had a great 2018. Sales remain pretty steady over the last 3 years. Days on market, average sales price and number of listings remain mostly unchanged.

In April, the decision was made to switch to Paragon MLS system. A committee has been meeting and working to get the system set up to meet our needs. We look forward to using our completed system!

Many members of the Board participated in REALTORS® Ring Day again this year. Over \$3,200 was raised. We are continuing to look into new ways to meet the Core Standards and raise the bar for our Board.

The citizen-formed group called Dive in Yankton continued to work on making a new outdoor aquatics center become a reality. After a public vote December 11th, a tax opt-out was approved to fund the project. Construction will start the fall of 2019! Another group in Yankton is working on the Port Yankton project. Port Yankton will revitalize some empty commercial space into a hotel, convention center, and casino. The group is currently working to amend the state constitution and allow the issuance of one gaming license to a nonprofit entity that would oversee the project. Their proposal includes 2/3 of profits to benefit veterans' causes and the remaining 1/3 would go to local development. Yankton is moving forward and looking forward to new and exciting projects!

We are looking forward to increased temperatures and Inventory numbers this spring!



Education for Your Business



Military Relocation Professional

March 21, 2019
8:00 a.m.—5:00 p.m.

BW Ramkota
2111 N. LaCrosse St.
Rapid City, SD

NAR's Military Relocation Professional certification focuses on educating real estate professionals about working with current and former military service members to find housing solutions that best suit their needs and take full advantage of military benefits and support. Additional certification requirements are necessary.

Instructor: Jimmy Vercellino, USMC Veteran—Scottsdale, AZ

Details at <http://www.militaryrelocationpro.org/>.

Early Bird Special—\$125
before February 28

Regular Price—\$150
March 1—March 19

At the Door—\$175

2 Required and 6 Elective
CE Credits

Register online

South Dakota REALTORS®

ROADSHOW

2019 Caravan

What's the Big Deal? Managing Risk and Agency Relationships

April 8—11, 2019

Registration begins at 8:30 AM ~ Class starts at 9:00 AM - 4:00 PM

April 8 – Ramkota Hotel , Sioux Falls
April 10 –BW Ramkota Hotel, Aberdeen

April 9 –Watertown Event Center
April 11 – BW Ramkota, Rapid City

Review some of the most common liability challenges that real estate professionals face today. This course will also cover the history and background of agency laws, reviews requirements. Through discussion, case studies and lecture, this course will test your knowledge in the area of risk and understanding of the importance of agency in your day to day real estate business.

Instructor: Diane Disbrow, Tuckerton, NJ

TUITION FEES ~ All Licensees \$60 before 4/1/19 **WALK-INS \$70**

6 REQUIRED Continuing Education hours

[Register Now](#)

Realtors® Release New Vision for Fannie Mae, Freddie Mac Reform

With over 400 people on hand for the National Association of Realtors® Housing Finance Reform Policy Forum, NAR today unveiled a new vision for reforming the GSEs. As featured speakers for the panel titled “NAR’s vision: A plan for secondary finance shaped in the aftermath of adversity for longevity,” co-authors Dr. Susan Wachter, Professor of Real Estate and Finance at the University of Pennsylvania, and Dr. Richard Cooperstein, head of Risk Management at Andrew Davison and Company, presented NAR’s comprehensive GSE proposal to the public for the first time at the Grand Hyatt in Washington.

NAR’s research is intended to provide a pragmatic solution to the challenges facing the housing finance system by prioritizing and protecting a liquid mortgage market for Middle America and underserved borrowers alike. Unlike a recapitalization and release plan, NAR’s vision offers policymakers a responsible framework that protects taxpayers, minimizes costs to consumers and promotes housing accessibility and affordability. “This vision is the result of years of research and collaboration between NAR, our members, our friends in the industry and countless policymakers who have been influential in this arena,” said NAR President John Smaby. “Our hope is that this research will help provide Congressional leaders and administration officials with a credible, deliberate framework as they work to secure reforms that will benefit taxpayers, consumers and the American economy. Ultimately, ensuring the GSEs continue providing liquidity and stability in the mortgage market remains NAR’s priority during these discussions.”

The GSEs of 2019 are not the GSEs of 2005. Today, Fannie Mae and Freddie Mac have

a stronger regulator in the FHFA and are subject to additional Congressional oversight. They are restricted in the products they can purchase, the size of their retained portfolios and their ability to lobby. In addition, they increased and will continue to expand the volume of mortgage credit risk shared with the private sector. These changes have begun to decrease risks tied to the GSEs, injecting private capital and market disciplines to guarantee pricing and mortgage rates for consumers.

Identifying where competition works and where it does not, the research builds on a structure designed to maximize private investment. “This vision of a reformed secondary market for housing finance first recognizes the need for the GSEs to carry out a public mission, the same need that led to their initial creation,” the paper reads. “Second, this proposal builds upon the transformed enterprises under conservatorship, bringing in appropriate levels of private capital and a strong regulator to protect taxpayers. Third, this proposal codifies a structure that is effective, resilient and fair, balancing the tension of private operating companies with the public mission. It builds on what works today and creates a system that will serve the nation for decades to come.”

During the panel discussion, co-author Richard Cooperstein noted, “By addressing the imperfections in the market for housing finance, we can increase competition of private capital to invest in mortgages, keep markets more stable in times of stress and stay mission-focused.”

An executive summary and full copy of NAR’s vision on housing finance reform can be found on nar.realtor.

Co-author Susan Wachter added, “GSE reform is the critical, unfinished business of the Great Recession; we believe the shareholder-owned regulated utility we propose will protect taxpayers and ensure the fulfillment of the mission to serve the nation for the future.”

The National Association of Realtors® is America’s largest trade association, representing more than 1.3 million members involved in all aspects of the residential and commercial real estate industries.

How to Optimize Your Videos for Social Media

Creating videos is labor-intensive. Ensure this sought-after content is ready for prime time so you can make the most of your efforts.

With the rise of platforms such as YouTube, Instagram, and Snapchat, consumers expect more video from businesses to help them learn about products and discover new trends than ever before. This is especially true in the real estate world. In fact, 86 percent of home shoppers say they use video to learn more about a specific community, according to the Google & Complete Home Shopper Survey.

REALTOR[®]
M A G A Z I N E

Can You Change That Contract?

It’s easier than you’d expect to get tangled in the unauthorized practice of law.

In a 2017 Wyoming case, a real estate agent was found to have engaged in the unauthorized practice of law for merely removing inapplicable provisions of a state association’s form. As evidenced in this case, and depending on state law, even minor modifications to a form agreement may constitute the unauthorized practice of law.

What exactly constitutes the unauthorized practice of law varies from state to state.

From behind-the-scenes scoops and expert interviews to live open houses and neighborhood tours, video content engages house hunters and sellers alike. And agents who invest in video that's optimized for social media will get a better return on the time and effort it takes to create this high-value content.

[Click here for get more information on optimizing your videos](#)



Some states even have specific statutes governing what actions real estate agents may undertake during transactions. It's crucial for real estate professionals to be familiar with their state's laws, and applicable rules and regulations, in order to avoid crossing the line. And beyond state law, Article 13 of the REALTORS® Code of Ethics prohibits the unauthorized practice of law and specifically requires NAR members to recommend using legal counsel when the interests of any party to the transaction require it. REALTORS® should be aware of this ethical obligation when navigating their way through this issue.

Protect yourself by incorporating a few key practices into your business. These practices will help you avoid inadvertently participating in the un-authorized practice of law and ending up with either an ethics violation or a lawsuit.

[More information on Changing Contracts](#)



Do you know RPAC?

What is a PAC?

PACs have been around since 1944, when the Congress of Industrial Organizations (CIO) formed the first one to raise money for the re-election of President Franklin D. Roosevelt. A Political Action Committee (PAC) is a popular term for a political committee organized by like-minded people for the purpose of raising and spending money to elect and defeat candidates. The PAC's money must come from voluntary contributions from members rather than the member's dues treasury. PACs represent business, labor or ideological interests.

Why should I invest in RPAC?

RPAC is the muscle behind NAR. RPAC represents more than 1.3 million REALTORS® that members of Congress want as their friends. Recent legislative and regulatory successes include:

- New Condo Policies Signed into Law; Rural Housing Service Loans Streamlined
- CFPB Makes Clear Lenders' Ability to Share Closing Disclosure in Proposed Rule
- Drones Approved for Use in Commercial Real Estate Without Section 333 Waiver

How will my investment be used?

100% of your investment is used to elect candidates at the local, state, and national levels who both understand and support REALTOR® issues. RPAC looks to build the

future by putting dollars in places that will help advance the interests of REALTORS®. RPAC is the only political group in the country organized for REALTORS® and run by REALTORS®. RPAC exists solely to support issues important to REALTORS®. Candidates who receive support from RPAC are not selected based on their political party or ideology, but solely on their support of real estate issues. Our legislative allies are members of the REALTOR® Party. The REALTOR® Party supports the issues that are important to you as a REALTOR®, regardless of political party affiliation.

[Invest in RPAC](#)

[Visit our SD REALTORS® website](#)

