

South Dakota REALTORS®

Government Affairs Committee Meeting

9:00 AM – 10:15 AM CDT

Wednesday, June 12, 2019

SD REALTOR® Building, 2302 Patron Parkway, Pierre, SD

AGENDA

as of June 3, 2019

Call to Order

Roll Call

Minutes

January

February Conference Call

Introduction of Guests

Melissa Miller, Executive Director, SDREC

Unfinished Business

Reports from Task Forces

Task Force on Seller's Property Condition Disclosure

Task Force on Statewide Real Estate Forms

Broker Trust Account Update

New Business

Report from SD Real Estate Commission

Statute of limitations for real estate licensees, SDCL 15-2-14.6 - 3 years

vs Preservation of Records, SDCL 36-21A-74; 82; 83 - 4 years

Open Forum

Informational Items

- 2019 Legislative Hill Visit Report; Talking Points
- PSF Fundraising Reports & Major Investor List
- President's Cup Status Report
- Mark of Excellence Form
- Broker Summit
- REALTORS® Convention of the Dakotas – September 11-13 - Deadwood, SD
- GRI 111 – Planning a Real Estate Career/Understanding Finances – September 16 - Sioux Falls, SD
- Professional Development Conference – October 22 - Pierre
- Fall Caravan – October 28-31 – Sioux Falls, Watertown, Aberdeen and Rapid City.
- C2EX Flyer
- 50/50 for RPAC 50th

Additional Items (posted on website, not included in packet)

- NAR & SDR Future Meeting Schedules

Future Meeting Date - October 22, 2019

South Dakota REALTORS®

Government Affairs Committee Meeting Minutes

Tuesday, January 29, 2019

Ramkota Hotel, Pierre, SD

Members present included Lisa Mueller, Meredith Lee, Ryan Krogman, Vice Chair; Alan Hess, Shawn Harvey, Michelle Maloney, Mark Buck, Rick Tysdal, Chair; Jason Tysdal, Kyle Lalim and Jim Costello

Excused members included Cartor Carlson, Kevin Kuehn, Tony Hensley, Kaye O'Neal, Lynn Morris, Jeff Nelson, Larry Luetke and Kristen Gulson.

Guests present included SDAR Lobbyist Matt Krogman; President Angie Uttecht, Past President Bart Miller, President Elect David Kneip, Tom Rau, Mary Wilcox, Diane Wilcox, Andy Mahowald, Bud Hannah, Steve Anderson, Gayle Chapel and Brandon Martens

Chair Rick Tysdal called a meeting of the SDAR Government Affairs Committee to order on January 29, 2019 at the Ramkota Hotel, Pierre, SD at 6:32 P.M.

NEW MEMBER WELCOME

Chair Tysdal welcomed the members of the Committee to the meeting. He thanked the members of the committee for their participation on the conference calls held prior to this meeting.

MINUTES

A motion was made and seconded to approve each of the October 2018 meeting minutes and the January 24, 2019 conference call meeting minutes as disseminated. Motion carried.

INTRODUCTION OF GUESTS

Chair Tysdal welcomed Matt Krogman, SDAR Lobbyist to the meeting.

UNFINISHED BUSINESS

Report of the Declaratory Ruling on Trust Accounts – It was reported that Legal Counsel Brett Koenecke and representatives from Unclaimed Property Division of the State Treasurer's Office will be attending the Owner/Broker meeting to provide a report of the process and overview of how to remit monies to their office.

Report of the Task Force on Seller's Property Condition Disclosure Statement – The first meeting of the Task Force was cancelled due to the weather and will be rescheduled for a later date.

NEW BUSINESS

State Legislative Issues – Lobbyist Krogman began with a report on HB1076, legislation addressing real estate teams and revisions to the advertising statutes. Discussion was held regarding remarks being made by those in opposition to the bill. The opposition has identified three areas of the bill they find not appropriate. In light of the comments from the opposition, Lobbyist Krogman met with the members of the Executive Committee and drafted an amendment to address concerns raised found in Section 2 of the bill. The committee members were presented the amendment for discussion and Lobbyist Krogman was given the direction to proceed with the bill as presented but authorized him the latitude to offer the amendment to the advertising section, if need be, based upon the testimony and direction of the committee hearing.

Additional bills reviewed during the meeting included:
SB37 – to revise certain provisions regarding association health plans.

HB1126 – to revise real estate licensure requirements for the sale of businesses.

State Legislative Contacts – A request was received to discuss the merits of creating a state legislative contact program similar to the FPC program of the national Association. In the past, the state association had a similar process in place and it seemed by the time the information was passed on to the legislators, the message was often not the same message that the committee intended. The proposed program would identify one (1) REALTOR® to serve as the point of contact for a member of the State House of Representatives and State Senate in which the member would be expected to follow any duties and/or responsibilities of serving in this capacity.

Report of the Work Group on REALTOR® Party Trustees – A work group is being formed based upon NAR's focus and creation of the REALTOR® Party. At the National level it is the name of the entire program which is all encompassing of the governance committees, grants, programs, services and resources. Here in South Dakota, the state leadership are in agreement that we should take a look at our structure and governance review of the RPAC and Issues Mobilization Trustees to determine what the possibilities are for creating a new structure and governance model. President Uttecht will be appointing a small work group, chaired by Past President Bart Miller, who will meet throughout this year and will be requested to bring a report and any recommendations back for consideration.

Open Discussion – Chair Tysdal opened the meeting discussion to the members to suggest any ideas that they had for the committee to discuss. Items brought forth included the feasibility of statewide forms; reviewing license law in regards to branch satellite offices and maintaining a managing broker onsite; clarification on MLS of choice and insufficient funds checks. After discussion, a motion was made and seconded to recommend to the Board of Directors to request a presidential appointment of task forces to work on the development of statewide forms and to review the current law regarding branch satellite offices maintaining a managing broker onsite. Motion carried.

ADDITIONAL INFORMATION

Legislative Appreciation Night Duties – Chair Tysdal reminded the members to review the list of duties for the legislative appreciation night and referred the members to review their assigned time slot to help. Any member that is not able to help during the assigned timeframe should make arrangements with someone to fill their spot.

2019 NAR Federal Priorities – A copy of the 2019 NAR Federal issue priorities was provided to the members of the committee.

2019 NAR RPAC Goals & Presidents Cup Criteria – The members of the committee received the goals for RPAC and Advocacy that have been established for state associations to meet and/or exceed to received the President's Cup Award. The RPAC goals remained the same as in years past and new to this year's goals for advocacy include holding a voter registration drive.

2018 PSF Fundraising Goal Reports – The December 17, 2018 Year End reports for the PSF Fundraising campaign were distributed to the Trustees. They indicate that a total of \$138,244.99 has been collected among the three categories of RPAC, PSF or Issues Mobilization.

2018 PSF Fundraising Awards

The 2018 PSF Fundraising Campaign list of awards for the year-end were provided to the members of the committee. The recipients of these awards will be recognized and honored during the Board of Directors meeting on Wednesday.

2019 PSF Fundraising Goal Reports & Major Investor List – The committee members received a copy of the 2019 PSF Fundraising Goal Reports & Major Investor List. They indicate that a total of \$19,350.00 has been collected among the three categories of RPAC, PSF or Issues Mobilization.

INFORMATIONAL ITEMS

2019 REALTORS® Legislative Meetings & Hill Visits - It was announced that Wednesday, May 15th is the target date for South Dakota’s Hill Visits in DC during the REALTORS® Legislative meetings that run from May 13-18, 2019.

Legislative Handbooks – copies of the 2019 Legislative Handbooks produced by the SD Industry & Chamber of Commerce were provided to the members of the committee.

Chair Tysdal reminded the members about attending the “REALTORS® at the Capitol” during the afternoon of Wednesday, January 30th. Everyone was encouraged to participate by arriving at 1:45 PM for a photo on the Capitol steps before observing the session.

FUTURE MEETING DATE

The next scheduled meeting date will be June 12, 2019.

Being no further business, the meeting was adjourned 7:36 PM.

**Government Affairs Committee Meeting
Conference Call Minutes
Thursday, February 7, 2019**

PRESENT: Cartor Carlson Tony Hensley, Lisa Mueller, Meredith Lee, Alan Hess, Ryan Krogman, Shawn Harvey, Michelle Maloney, Kaye O'Neal, Rick Tysdal, Jason Tysdal, Kyle Lalim, Larry Luetke and Kristen Gulson

EXCUSED: Lynn Morris; Jim Costello and Jeff Nelson

ABSENT: Kevin Kuehn and Mark Buck

GUESTS: Lobbyist Dean Krogman and Lobbyist Matt Krogman

The meeting of the Government Affairs Committee was called to order at 12:15 pm. Roll call was taken and a quorum declared present.

Legislative Issues

Lobbyist Krogman provided an update on the following legislative bills and status of the legislation.

HB 1076 - to revise certain real estate licensee advertising restrictions and grant rule-making authority regarding real estate teams. SD REALTORS® sponsored legislation. The bill passed the House with a favorable vote 58-9, a very solid vote. It was read in the Senate and assigned to the Senate Taxation Committee. Once the bill becomes scheduled, members will be asked to contact the Senators of the assigned committee.

SB37 – to revise certain provisions regarding association health plans. This bill is supported by the Governor and the bill updates codified law to allow for the creation of health insurance plans by like-minded organizations. The bill has not had opposition, passed the House committee and has been placed on the calendar for consideration by the House of Representatives.

SB99 - to establish certain provisions regarding commercial security deposits. It was reported that the bill has not had opposition and was passed by the members of the full Senate yesterday and will move to the House side of the Chamber.

HB1126 – to provide for unlicensed individuals to be able to sell business opportunities. The bill is scheduled to be heard in the House Commerce & Energy Committee on Friday, February 8th.

HB1196 – to provide for the definition of blockchain technology for certain purposes. Lobbyist Krogman indicated that he would listen to the testimony in the committee hearing on Friday, February 8th to find out where the bill is coming from and the motive for the bill. Members were provided a copy of the NAR Guidance paper and state legislative activity report regarding blockchain.

Lobbyist Krogman indicated that there is an unprecedented amount of vehicle bills this session. These types of bills are used late in the session to create a bill as long as the subject is germane to the title of the bill.

Future Meeting Date

The next scheduled conference call meeting of the committee will be Tuesday, February 14, 2019.

The meeting was adjourned at 12:26 pm.



SELLER'S PROPERTY CONDITION DISCLOSURE STATEMENT (RESIDENTIAL – SDCL 43-4-44)

This form has important legal consequences. This is a disclosure required by law. If you do not understand this form, parties should seek legal and tax or other counsel advice.

Seller states that the information contained in this Disclosure is correct to the best of Seller's CURRENT ACTUAL KNOWLEDGE as of the date affixed to the form.

THIS DISCLOSURE SHOULD BE COMPLETED BY THE SELLER

Seller(s) _____
(actual names on the deed of the property)

Property Address _____

This Disclosure Statement concerns the real property identified above situated in the City of _____, County of _____, State of South Dakota.

THIS STATEMENT IS A DISCLOSURE OF THE CONDITION OF THE ABOVE DESCRIBED PROPERTY IN COMPLIANCE WITH § 43-4-38. IT IS NOT A WARRANTY OF ANY KIND BY THE SELLER OR ANY AGENT REPRESENTING ANY PARTY IN THIS TRANSACTION AND IS NOT A SUBSTITUTE FOR ANY INSPECTIONS OR WARRANTIES THE PARTIES MAY WISH TO OBTAIN.

Seller hereby authorizes any agent representing any party in this transaction to provide a copy of this statement to any person or entity in connection with any actual or anticipated sale of the property.

IF ANY MATERIAL FACT CHANGES BEFORE CONVEYANCE OF TITLE TO THIS PROPERTY, THE SELLER MUST DISCLOSE SUCH MATERIAL FACT WITH A WRITTEN AMENDMENT TO THIS DISCLOSURE STATEMENT.

If the answer is yes to any of the following, please explain in comments and/or under additional comments or on an attached separate sheet.

I. LOT OR TITLE INFORMATION

1. When did you purchase or build the home? _____ / _____
Month Year

	LOT OR TITLE INFORMATION	Yes	No	Do Not Know	N/A	Comments
2.	Were there any title problems when you purchased the property?					
3.	Are there any recorded liens or financial instruments against the property, other than a first mortgage?					
4.	Are there any unrecorded liens or financial instruments against the property, other than a first mortgage; or have any materials or services been provided in the past one hundred twenty days that would create a lien against the property under chapter 44-9?					
5.	Are there any easements which have been granted in connection with the property (other than normal utility easements for public water and sewer, gas and electric service, telephone service, cable television service, drainage, and sidewalks)?					
6.	Are there any problems related to establishing the lot lines/boundaries?					
7.	Do you have a location survey in your possession or a copy of the recorded plat?					If yes, attach a copy.

	LOT OR TITLE INFORMATION	Yes	No	Do Not Know	N/A	Comments
8.	Are you aware of any encroachments or shared features, from or on adjoining property (i.e. fences, driveway, sheds, outbuildings, or other improvements)?					
9.	Are you aware of any covenants or restrictions affecting the use of the property in accordance with local law? of the covenants and restrictions.					If yes, attach a copy.
10.	Are you aware of any current or pending litigation, foreclosure, zoning, building code or restrictive covenant violation notices, mechanic's liens, judgments, special assessments, zoning changes, or changes that could affect your property?					
11.	Is the property currently occupied by the owner?					
12.	Does the property currently receive the owner-occupied tax reduction pursuant to SDCL 10-13-39?					
13.	Is the property currently part of a property tax freeze for any reason?					
14.	Is the property leased?					
	If leased, does the property use comply with local zoning laws?					
	Does this property or any portion of this property receive rent?					If yes, how much \$ _____ and how often _____
15.	Do you pay any mandatory fees or special assessments to a homeowners' or condominium association? If yes, what are the fees or assessments? \$ _____ per _____ (i.e. annually, semi-annually, monthly) Payable to whom: _____ For what purpose: _____					
16.	Are you aware if the property has ever had standing water in either the front, rear, or side yard more than forty-eight hours after heavy rain?					
17.	Is the property located in or near a flood plain?					
18.	Are <u>federally protected</u> wetlands located upon any part of the property?					
19.	Are you aware of any private transfer fee obligations, as defined pursuant to § 43-4-48, that would require a buyer or seller of the property to pay a fee or charge upon the transfer of the property, regardless of whether the fee or charge is a fixed amount or is determined as a percentage of the value of the property?					If yes, what are the fees or charges? \$ _____ per _____ (i.e. annually, semi-annually, monthly)

Additional Comments

II. STRUCTURAL INFORMATION

If the answer is yes to any of the following, please explain under comments and/or additional comments or on an attached separate sheet.

	STRUCTURAL INFORMATION	Yes	No	Do Not Know	N/A	Comments
1.	Are you aware of any water penetration problems in the walls, windows, doors, basement, or crawl space?					

	STRUCTURAL INFORMATION	Yes	No	Do Not Know	N/A	Comments
2.	Have any What -water damage related repairs, if any, have been made? and when were they made?					
	<u>Are there any unrepaired water-related damages that remain?</u>					
3.	Are you aware if drain tile is installed on the property?					
4.	Are you aware of any interior cracked walls or floors, or cracks or defects in exterior driveways, sidewalks, patios, or other hard surface areas?					What related repairs, if any, have been made?
5.	Type of roof covering: _____					
6.	<u>Age of roof covering, if known:</u>					
7.	Are you aware of any roof leakage, past or present?					
	<u>Have any</u> What -roof repairs, if any, have been made, when and by whom?					
	<u>Is there</u> Describe any existing unrepaired damage to the roof?					
8.	Are you aware of insulation in ceiling/attic?					
9.	Are you aware of insulation in walls?					
10.	Are you aware of insulation in the floors?					
11.	Are you aware of any pest infestation or damage, either past or present?					
	Are you aware of the property having been treated <u>or repaired</u> for any pest infestation or damage?					If yes, who treated it and when?
12.	Are you aware of any work upon the property which required a building, plumbing, electrical, or any other permit?					If yes, describe the work:
	Was a permit obtained <u>for work performed upon the property?</u>					
	Was the work approved by an inspector <u>as required by local or state ordinance?</u>					
13.	Are you aware of any past or present damage to the property (i.e. fire, smoke, wind, floods, hail, or snow)?					If yes, describe:
14.	Have any insurance claims been made <u>for damage to the property?</u>					
	Was an insurance payment received <u>for damage to the property?</u>					
	Has the <u>damage to the property</u> been repaired?					If yes, describe in detail:
	<u>Are there any unrepaired damages to the property from the insurance claim?</u>					
15.	Are you aware of any problems with sewer blockage or backup, past or present?					
16.	Are you aware of any drainage, leakage, or runoff from any sewer, septic tank, storage tank, or drain on the property into any adjoining lake, stream, or waterway?					If yes, describe in detail:

Additional Comments

III. SYSTEMS/UTILITIES INFORMATION

	SYSTEMS/UTILITIES INFORMATION	Working	Not Working	None	Not Included	Comments
1.	220-Volt Service					
2.	Air conditioning System					<u>Age of System, if known:</u>
3.	Air Exchanger					
4.	Air Purifier					
5.	Attic Fan					
6.	Burglar Alarm & Security System					
7.	Ceiling Fan					
8.	Central Air - Electric					
9.	Central Air – Water Cooled					
10.	Cistern					
11.	Dishwasher					
12.	Disposal					
13.	Doorbell					
14.	Fireplace					
15.	Fireplace Insert					
16.	Garage Door(s)					
17.	Garage Door Opener(s) Garage Door Control(s)					
18.	Garage Wiring					
19.	Heating System(s) Type: _____					<u>Age of System, if known:</u>
20.	Hot Tub and Controls					
21.	Humidifier					
22.	In Floor Heat					
23.	Intercom					
24.	Light Fixtures					
25.	Microwave					
26.	Microwave Hood					
27.	Plumbing and Fixtures					
28.	Pool and Equipment					
29.	Propane Tank – Circle One: Leased / Owned					
30.	Radon System					
31.	Sauna					
32.	Septic/Leaching Field					
33.	Sewer Systems/Drains					
34.	Smart Home System					
35.	Smoke/Fire Alarm					
36.	Solar House – Heating					
37.	Sump Pump(s)					
38.	Switches and Outlets					
39.	Underground Sprinkler and Heads					
40.	Vent Fan – Kitchen					
41.	Vent Fan – Bathroom					
42.	Water Heater – Circle One: Electric / Gas					<u>Age of System, if known:</u>
43.	Water Purifier – Circle One: Leased / Owned					
44.	Water Softener – Circle One: Leased / Owned					
45.	Well and Pump					
46.	Whirlpool and Controls					
47.	Wood Burning Stove					

Additional Comments

IV. HAZARDOUS CONDITIONS

Are you aware of any existing hazardous conditions of the property and are you aware of any tests having been performed? If the answer is yes to any of the questions below, please explain in additional comments or on an attached separate sheet.

	Existing Conditions		Tests Performed		Comments
	Yes	No	Yes	No	
1. Methane Gas					
2. Lead Paint					
3. Radon Gas (House)					
4. Radon Gas (Well)					
5. Radioactive Materials					
6. Landfill, Mineshaft					
7. Expansive Soil					
8. Mold					
9. Toxic Materials					
10. Urea Formaldehyde Foam Insulations					
11. Asbestos Insulation					
12. Buried Fuel Tanks					
13. Chemical Storage Tanks					
14. Fire Retardant Treated Plywood					
15. Production of Methamphetamines					
16. Use of Methamphetamines					

V. MISCELLANEOUS INFORMATION

	MISCELLANEOUS INFORMATION	Yes	No	Do Not Know	NA	Comments
1.	Is the street or road located at the end of the driveway to the property public or private? Public ____ Private ____					
2.	Is there a written road maintenance agreement? If yes, attach a copy of the maintenance agreement.					
3.	Has When was the fireplace/wood stove/chimney flue last been cleaned? If yes, please provide date of service.					
4.	Within the previous twelve months prior to signing this document, are you aware of any of the following occurring on the subject property...					will obtain guidance from legal counsel
	a. A human death by homicide or suicide?					If yes, explain:
	b. Other felony committed against the property or a person on the property?					If yes, explain:
5.	Is the water source (select one) ____ public or ____ private					If private, what is the date and result of the last water test?
6.	Is the sewer system (select one) ____ public or ____ private					If private, what is the date of the last time septic tank was pumped?
7.	Are there broken window panes or seals?					If yes, specify:
8.	Are there any items attached to the property that will not be left, such as: towel bars, mirrors, swag lamps and hooks, curtain rods, window coverings, light fixtures, clothes lines, swing sets, storage sheds, ceiling fans, basketball hoops, mail boxes, tv mounts, speakers, etc.?					If yes, please list:
9.	Are you aware of any other material facts or problems that have not been disclosed on this form?					If yes, please explain:

Additional Comments

VI. ADDITIONAL COMMENTS (ATTACH ADDITIONAL PAGES IF NECESSARY)

CLOSING SECTION

The Seller hereby certifies that the information contained herein is true and correct to the best of the Seller's information, knowledge, and belief as of the date of the Seller's signature below. If any of these conditions change before conveyance of title to this property, the change will be disclosed in a written amendment to this disclosure statement.

Seller	Date	Seller	Date
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THE SELLER AND THE BUYER MAY WISH TO OBTAIN PROFESSIONAL ADVICE AND INSPECTIONS OF THE PROPERTY TO OBTAIN A TRUE REPORT AS TO THE CONDITION OF THE PROPERTY AND TO PROVIDE FOR APPROPRIATE PROVISIONS IN ANY CONTRACT OF SALE AS NEGOTIATED BETWEEN THE SELLER AND THE BUYER WITH RESPECT TO SUCH PROFESSIONAL ADVICE AND INSPECTIONS.

I/We acknowledge receipt of a copy of this statement on the date appearing beside my/our signature(s) below. Any agent representing any party to this transaction makes no representations and is not responsible for any conditions existing in the property.

Buyer	Date	Buyer	Date
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DRAFT REVISIONS
May 8, 2019

WHO WE ARE

REAL ESTATE ACCOUNTS FOR **1/5** OF THE GROSS DOMESTIC PRODUCT.

84% OF NON-HOME OWNERS WANT TO OWN A HOME IN THE FUTURE.

COMMERCIAL REAL ESTATE SUPPORTED **8.3 MILLION** AMERICAN JOBS IN 2018.

70% OF REALTORS® VOLUNTEER IN THEIR COMMUNITIES.

A TYPICAL HOMEOWNER'S WEALTH IS ESTIMATED TO REACH **\$254,000**.

WHY WE CARE TODAY'S HOME BUYERS & SELLERS

HOMEOWNERSHIP PART OF THE AMERICAN DREAM



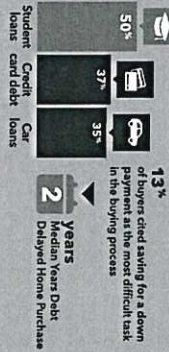
AGENT-ASSISTED SALES AT ALL-TIME HIGH



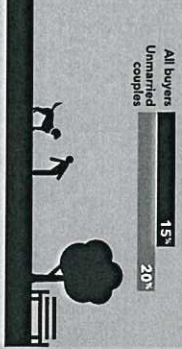
ADULT COMPOSITION OF HOME BUYER HOUSEHOLDS



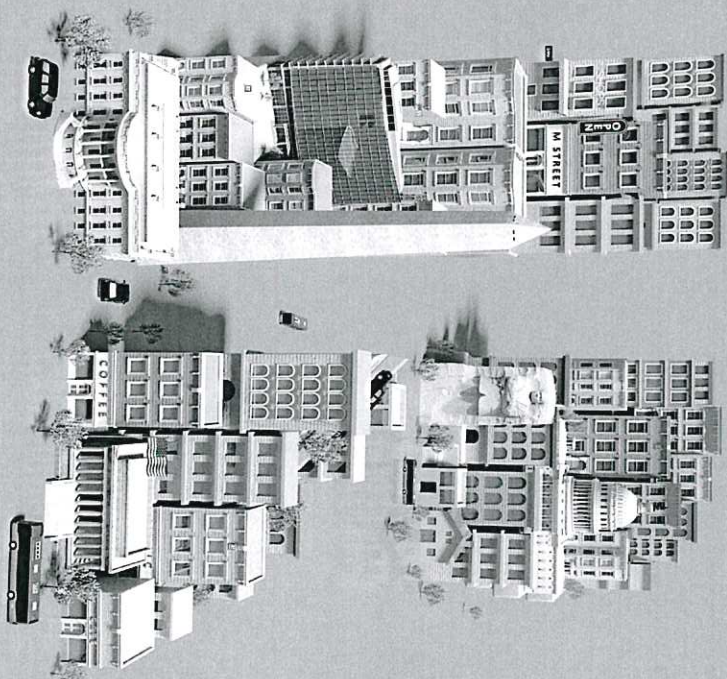
EXPENSES THAT DELAYED SAVING FOR A DOWN PAYMENT



BUYING WITH PETS IN MIND



WHAT BUYERS WANT MOST FROM AGENTS



THAT R STANDS FOR REALTOR®

REALTORS® DO MORE THAN BUY AND SELL HOMES. WE STAND UP FOR THE PROPERTY OWNERS OF TODAY AND TOMORROW. THAT'S WHO WE ARE.

500 NEW JERSEY AVE, NW • WASHINGTON, DC 20001
800.874.6500 • nlar.com

NATIONAL ASSOCIATION of REALTORS®

THAT'S WHO WE ARE

NATIONAL ASSOCIATION of REALTORS®



HOW WE BENEFIT CONSUMERS & THE ECONOMY

Real estate is the foundation of wealth building for the middle income Americans and a critical link in the flow of goods, services, and income for millions of people; Real estate is clearly a major driver of the U.S. economy, accounting for one-fifth of the gross domestic product (GDP). Commercial real estate supported 8.3 million American jobs in 2018 (a measure of both new and existing jobs), generating \$325.9 billion in salaries and wages. This contributed \$1.0 trillion to U.S. GDP.¹

U.S. ECONOMIC GROWTH



INCREASED CONSUMER CONFIDENCE & INCOME GAINS



Tight inventory conditions remain. Home prices have been increased in the last six months. But, inventory is still tight. Rising home prices and tight inventory result in affordability challenges.



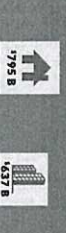
Median existing home prices are up 4.9% in 2018 and down 2.7% in 2019.

1. National Bureau of Economic Research, "Commercial Real Estate, 2017 Edition," www.bea.gov/commercial-real-estate, accessed 10/1/2019. ²U.S. Census Bureau, "U.S. Economic Growth," www.bls.gov/charts/economic-growth, accessed 10/1/2019. ³U.S. Census Bureau, "Consumer Confidence," www.bls.gov/charts/consumer-confidence, accessed 10/1/2019. ⁴U.S. Census Bureau, "Home Prices," www.bls.gov/charts/home-prices, accessed 10/1/2019.

NOT ENOUGH NEW CONSTRUCTION



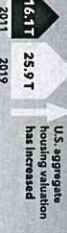
Total housing starts: Needed 1.3% vs. Actual 1.2% for 2019. More enough to meet long term demand.



Residential investment in new homes: \$4.0T Total real estate input.

NAR Research estimated that the sale of the typical home equates approximately \$80,000 in secondary expenditure such as moving, expediting, and other services.

THE FEDERAL RESERVE CALCULATES HOMEOWNERS' EQUITY NOW STANDS AT \$15.5 TRILLION.



U.S. aggregate housing valuation has increased 64.8% since 2011. The national homeownership rate rose at the end of 2018 reflecting that home ownership is an important part of the economy.

REAL ESTATE INVESTMENT TRUSTS

U.S. real estate investment trusts contributed 2.3 million full-time jobs to the economy in 2017, generating \$140.4 B of labor income.

An estimated 80 million Americans own real estate investment trusts through their retirement, savings and other investment funds.

MORTGAGE REAL ESTATE INVESTMENT TRUSTS HELP FINANCE 1.8 MILLION HOMES IN THE U.S.

In 2018, residential and residential land accounted for 5.5% of land sales.



The typical purchase value for U.S. land is \$28,500, ranging from \$75,000 for residential land to nearly \$1 million for agricultural land.

In large and small ways, more than 1.3 million REALTORS® advocate every day as small business owners and on behalf of the nation's 75 million property owners. Our goal is to strengthen the ability of Americans to own, buy, and sell real property.

WHAT WE CARE ABOUT

PENDING ISSUES BEFORE CONGRESS

Below are a few issues REALTORS® care about during the 116th Congress. Additional issues and research are available at www.narrealtoradvocacy.com.

FLOOD INSURANCE LONG-TERM REAUTHORIZATION, MEANINGFUL REFORM

Authority for the National Flood Insurance Program (NFIP) to write insurance expires on May 31, 2019. REALTORS® are working to avoid an NFIP lapse and to ensure that the program continues to provide meaningful flood insurance to homeowners. REALTORS® are also working to ensure that flood mapping, aligning insurance rates to risk, providing property risk mitigation resources and opening the door to private flood insurance.

INFRASTRUCTURE: ALL-ENCOMPASSING INVESTMENTS

Infrastructure programs have been shown to address property value, by creating jobs, communities and business districts. Public investment in infrastructure is a key driver of economic growth. REALTORS® are working to ensure that infrastructure programs are designed to address the needs of all communities, not just those in urban areas. We urge Congress to pursue infrastructure policies that reflect a broad community vision, and continue to advocate for a level playing field for both highway and public transit funding.

TECHNOLOGY: DATA PRIVACY & SECURITY

Technology has saved and continues to transform the way consumers buy, sell, rent, and manage homes, while also impacting the way real estate professionals operate. As technology drives evolution, our approach to data privacy must evolve as well. Effective data privacy legislation must establish uniform standards for businesses and equal protection for consumers, while focusing on transparency and customer choice.

HEALTH INSURANCE: EXPANDED ACCESS TO ASSOCIATION HEALTH PLANS

As independent contractors, REALTORS® have long struggled to find and secure affordable health insurance options, with many remaining uninsured. We strongly support the U.S. Department of Labor's final rule expanding access to Association Health Plans. This rule has been successful and is supported in many states, providing high quality, lower cost coverage alternatives to many REALTORS® and their families.

FANNIE AND FREddie REFORM: ACCESS TO CREDIT

Earlier this year, NAR unveiled its comprehensive vision to reform our nation's housing finance system to ensure people in Springfield, Mo, have the same access to credit as people in Springfield, Mass. A major goal is to ensure that the mortgage market is open to all Americans, while a government overseen and oversight stimulates and protects the flow of private capital to homebuyers.

FEDERAL TAXATION

The Tax Cuts and Jobs Act included many changes that affect homeownership and the housing market. REALTORS® are working to protect or support the following policies: extending expiring Mortgage Debt Cancellation Tax Relief; fixing the marriage penalty on the state and local tax (SALT) deduction cap; and indexing to inflation the \$750,000 cap on mortgage interest deduction and the capital gains exclusion on the sale of a principal residence.

FAIR HOUSING

Fair housing is integral to our ability to buy, purchase, lease, and occupy real estate in America, having protected our nation's essential right to property for more than half a century. Earlier this spring, NAR was pleased to support H.R. 5, the Equality Act, which adds fair housing protections based on sexual orientation and gender identity.

QUALIFIED OPPORTUNITY ZONES

Qualified Opportunity Zones encourage economic growth in under-served communities through tax incentives for investors who utilize "Opportunity Funds" to invest in the zones. We support support policies that include the ease of use of Opportunity Zones to attract real property investment in qualified areas.

South Dakota Association of REALTORS®

2019 RPAC/PSF/Issues Mobilization Goal Report

May 31, 2019

Local Board	# Active Members*	# Members Contributing	% Member Participation	RPAC Received	PSF Received	Issues Received	Total Received	2019 Goal	% of Goal Collected	Per Capita
Aberdeen	83	10	12.05%	\$864.00	\$100.00	\$0.00	\$964.00	\$5,727.00	16.83%	\$11.61
Black Hills	405	197	48.64%	\$17,644.00	\$99.00	\$2,813.00	\$20,556.00	\$27,945.00	73.56%	\$50.76
Central	54	16	29.63%	\$1,567.00	\$0.00	\$218.00	\$1,785.00	\$3,726.00	47.91%	\$33.06
East Central	64	16	25.00%	\$9,258.00	\$0.00	\$0.00	\$9,258.00	\$4,416.00	209.65%	\$144.66
Huron	30	2	6.67%	\$552.00	\$0.00	\$0.00	\$552.00	\$2,070.00	26.67%	\$18.40
Meridian	67	16	23.88%	\$1,490.00	\$0.00	\$0.00	\$1,490.00	\$4,623.00	32.23%	\$22.24
Mitchell	43	8	18.60%	\$256.00	\$0.00	\$0.00	\$256.00	\$2,967.00	8.63%	\$5.95
Northeast	128	39	30.47%	\$2,185.00	\$0.00	\$0.00	\$2,185.00	\$8,832.00	24.74%	\$17.07
Mt. Rushmore Area	248	49	19.76%	\$8,747.00	\$99.00	\$0.00	\$8,846.00	\$17,112.00	51.69%	\$35.67
REALTOR® Association of the Sioux Empire	864	132	15.28%	\$15,986.00	\$0.00	\$0.00	\$15,986.00	\$59,616.00	26.81%	\$18.50
State Staff	1	1	100.00%	\$1,000.00	\$0.00	\$0.00	\$1,000.00	\$0.00	0.00%	\$0.00
Total from Individuals	1987	486	24.46%	\$59,549.00	\$298.00	\$3,031.00	\$62,878.00	\$137,034.00	45.88%	\$31.64
Other - RPAC Corporate Investor				\$6,000.00						
Combined Total				\$65,549.00						

* This number is based on your local board's active membership count as of September 30, 2018.

May 31, 2019

Local Board	# Active Members*	Total # Contributors	RPAC Received	# RPAC Contributors	% Member Participation RPAC	PSF Received	# PSF Contributors	% Member Participation PSF	Issues Mob Received	# Issues Mob Contributors	% Member Participation Issues Mob	Total Received
Aberdeen	83	10	\$864.00	9	10.84%	\$100.00	1	1.20%	\$0.00	0	0.00%	\$964.00
Black Hills	405	197	\$17,644.00	165	40.74%	\$99.00	1	0.25%	\$2,813.00	31	7.65%	\$20,556.00
Central	54	16	\$1,567.00	13	24.07%	\$0.00	0	0.00%	\$218.00	3	5.56%	\$1,785.00
East Central	64	16	\$9,258.00	16	25.00%	\$0.00	0	0.00%	\$0.00	0	0.00%	\$9,258.00
Huron	30	2	\$552.00	2	6.67%	\$0.00	0	0.00%	\$0.00	0	0.00%	\$552.00
Meridian	67	16	\$1,490.00	16	23.88%	\$0.00	0	0.00%	\$0.00	0	0.00%	\$1,490.00
Mitchell	43	8	\$256.00	8	18.60%	\$0.00	0	0.00%	\$0.00	0	0.00%	\$256.00
Northeast	128	39	\$2,185.00	39	30.47%	\$0.00	0	0.00%	\$0.00	0	0.00%	\$2,185.00
Mt. Rushmore Area	248	49	\$8,747.00	48	19.35%	\$99.00	1	0.40%	\$0.00	0	0.00%	\$8,846.00
REALTOR® Association of the Sioux Empire	864	132	\$15,986.00	132	15.28%	\$0.00	0	0.00%	\$0.00	0	0.00%	\$15,986.00
SDAR	1	1	\$500.00	1	100.00%	\$0.00	0	0.00%	\$0.00	0	0.00%	\$500.00
Other-NAR Staff			\$0.00									
Total	1987	486	\$59,049.00	449	22.60%	\$298.00	3	0.15%	\$3,031.00	34	1.71%	\$62,378.00

NAR Federal Disbursements Allocation for South Dakota = \$10,952.00

NAR RPAC Percent Member Participation Goal = 37%

South Dakota Percent Member Participation to NAR RPAC

22.82%

(Based upon number of contributors to RPAC & PSF)

2019 Major Investors

May 31, 2019

Golden R Members

(Contribute \$5,000 in a single calendar year)

	First Name	Last Name	Local Board
1	Tom	Rau**	Black Hills Association of REALTORS®
2	David	Kneip**	East Central SD REALTORS®
3	Brandon	Martens*	REALTOR® Association of the Sioux Empire
4	Tom	Murphy**	REALTOR® Association of the Sioux Empire
5	Jeff	Nelson**	REALTOR® Association of the Sioux Empire
6			South Dakota Association of REALTORS®

* Sustaining Golden R Member & NAR President's Circle

** Sustaining Golden R Member, SD Hall of Fame, NAR Hall of Fame and NAR President's Circle

Crystal R Members

(Contribute \$2,500 in a single calendar year)

1	Gayle	Chapel*	East Central SD REALTORS®
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* Sustaining Crystal R Member, SD Hall of Fame

Sterling R Members

(Contribute \$1,000 in a single calendar year)

	First Name	Last Name	Local Board
1	Yanni	Georgas	Black Hills Association of REALTORS®
2	Dave	Jones	Black Hills Association of REALTORS®
3	Dana	Vogt	Black Hills Association of REALTORS®
4			Black Hills Association of REALTORS®
5	Pamela	Cronin	Central SD Board of REALTORS®
6	Halli	Holden	Central SD Board of REALTORS®
7	Meredith	Lee	Central SD Board of REALTORS®
8	Kelan	Bludorn	East Central SD REALTORS®
9	Alan	Hess	East Central SD REALTORS®
10	Ryan	Krogman	East Central SD REALTORS®
11	Matt	Krogman	East Central SD REALTORS®
12	Dean	Krogman*	East Central SD REALTORS®
13	Kari	Westlund	East Central SD REALTORS®
14	Angie	Uttecht	Huron Board of REALTORS®
15	Michelle	Maloney	Meridian Association of REALTORS®
16	Micah	Volmer	Mitchell Board of REALTORS®
17	Jim	Alcorn	Mt Rushmore Area Association of REALTORS®
18	Bud	Hannah	Mt Rushmore Area Association of REALTORS®
19	Lynn	Morris	Northeast Association of REALTORS®
20	Dawn	Aspaas	REALTOR® Association of the Sioux Empire
21	Gregg	Gohl	REALTOR® Association of the Sioux Empire
22	Ashley	Lindquist	REALTOR® Association of the Sioux Empire
23	Michelle	Kleven*	South Dakota REALTORS®

*SD Hall of Fame

** NAR President's Circle

President's Club Members

(Contribute \$500 in a single calendar year)

	First Name	Last Name	Local Board
1	Ed	Dreyer	Black Hills Association of REALTORS®
2	Bart	Miller	Black Hills Association of REALTORS®
3	Lisa	Mueller	Black Hills Association of REALTORS®
4	Jami	Poeppel	Black Hills Association of REALTORS®
5	Laurie	Smith	Huron Board of REALTORS®
6	Larissa	Luther	REALTOR® Association of the Sioux Empire

Capital Club Members

(Contribute \$250 in a single calendar year)

	First Name	Last Name	Local Board
1	Jim	Thorpe	Aberdeen Area Association of REALTORS®
2	Peggy	Thorpe	Aberdeen Area Association of REALTORS®
3	Dan	Blecha	Black Hills Association of REALTORS®
4	Mel	Dreyer	Black Hills Association of REALTORS®
5	Cindy	Guthrie	Black Hills Association of REALTORS®
6	Tony	Hensley	Black Hills Association of REALTORS®
7	Gene	Hensley*	Black Hills Association of REALTORS®
8	Tim	Holt	Black Hills Association of REALTORS®
9	Bryan	Iverson	Black Hills Association of REALTORS®
10	Tracy	Kostenbauer	Black Hills Association of REALTORS®
11	Stuart	Martin	Black Hills Association of REALTORS®
12	Riley	McManigal	Black Hills Association of REALTORS®
13	Maria	Sieck	Black Hills Association of REALTORS®
14	Sheila	Tom	Black Hills Association of REALTORS®
15	Diane	Wilcox	Black Hills Association of REALTORS®
16	Jill	Krogman	East Central South Dakota REALTORS
17	Pat	Azinger	Mt Rushmore Area Association of REALTORS®
18	Ron	Bradeen	Mt Rushmore Area Association of REALTORS®
19	Catherine	Fierberg	Mt Rushmore Area Association of REALTORS®
20	Jacob	Johnson	Mt Rushmore Area Association of REALTORS®
21	James	Peterson	Mt Rushmore Area Association of REALTORS®
22	John	Preston	Mt Rushmore Area Association of REALTORS®
23	Cher	Rhoades	Mt Rushmore Area Association of REALTORS®
24	Kristen	Simons	Mt Rushmore Area Association of REALTORS®
25	Kera	Williams	Mt Rushmore Area Association of REALTORS®
26	Charlie	Larkin	Northeast South Dakota Association of REALTORS®
27	Joan	Cota	REALTOR® Association of the Sioux Empire
28	Kristen	Gulson	REALTOR® Association of the Sioux Empire
29	Cathleen	Ogdie	REALTOR® Association of the Sioux Empire
30	Bradley	Stevens	REALTOR® Association of the Sioux Empire

*SD Hall of Fame

<i>99 Club Members</i>

(Contribute \$99 in a single calendar year)

	First Name	Last Name	Local Board
1	Colleen	Callum	Aberdeen
2	Michael	Alley	Black Hills
3	Kristen	Andrews	Black Hills
4	Lorenzo	Bell-Thomas	Black Hills
5	Sam	Benne	Black Hills
6	Robyn	Ellis	Black Hills
7	Mary	Gorcoff-Knecht	Black Hills
8	Pam	Hansen	Black Hills
9	David	Harstad	Black Hills
10	Pamela	Heiberger	Black Hills
11	Tim	Hoffman	Black Hills
12	Jill	Jergis	Black Hills
13	Ryan	Kelly	Black Hills
14	Gina	Kimball	Black Hills
15	Amy	Klock	Black Hills
16	Jaima	Knutson - Colson	Black Hills
17	Manya	Larson	Black Hills
18	Carol	Lawhun	Black Hills
19	Scott	Lawhun	Black Hills
20	Tracy	Lessin	Black Hills
21	Paula	Lewis	Black Hills
22	Penny	Lind	Black Hills
23	Debbie	Malott	Black Hills
24	Seth	Malott	Black Hills
25	Dan	Martin	Black Hills
26	Cheyenne	McGriff	Black Hills
27	Kylie	McMullin	Black Hills
28	Joann	O'Brien	Black Hills
29	Robert	Poeppel	Black Hills
30	Lori	Rearick	Black Hills
31	Russ	Rearick	Black Hills
32	Karen	Soderquist	Black Hills
33	Misti	Speidel	Black Hills
34	Stephanie	Steele	Black Hills
35	Daniel	Tribby	Black Hills
36	Joe	Valette	Black Hills
37	Suzanne	White	Black Hills
38	Marty	Wilcox	Black Hills
39	Angelica	Wojtanowicz	Black Hills
40	Nikki	Work	Black Hills
41	Pamela	Cronin	Central
42	Robert	Gill	Central

	First Name	Last Name	Local Board
43	Dawn	Iversen	Central
44	Dona Mae	Johson	Central
45	Ellen	Lee	Central
46	Thomas	Roberts	Central
47	Shane	Andersen	East Central
48	Justin	Froiland	East Central
49	Joann	Perso	East Central
50	Jeffrey	Pitts	East Central
51	Mason	Schramm	Meridian
52	Colleen	Hunt	Mitchell
53	Bob	Bertolotto	Mt Rushmore
54	Christle	Beuckens	Mt Rushmore
55	Renee	Bisgaard	Mt Rushmore
56	Lori	Caldwell Devries	Mt Rushmore
57	Jerry	Casteel	Mt Rushmore
58	Ryan	Casteel	Mt Rushmore
59	Suzanne	Cramer	Mt Rushmore
60	Kari	Engen	Mt Rushmore
61	Joelle	Flick	Mt Rushmore
62	Polly	Garrett	Mt Rushmore
63	Ashley	Goodrich	Mt Rushmore
64	Patti	Hauschildt	Mt Rushmore
65	Christine	Heidebrink	Mt Rushmore
66	Jason	Heidebrink	Mt Rushmore
67	June	Johnson	Mt Rushmore
68	Phil	Lampert	Mt Rushmore
69	Heidi	Lewis	Mt Rushmore
70	Terssa	Markworth	Mt Rushmore
71	Beth	Mathis	Mt Rushmore
72	Gene	Nachtigall	Mt Rushmore
73	Dixie	Olson	Mt Rushmore
74	Suzanne	Olson	Mt Rushmore
75	Chris	Pangburn	Mt Rushmore
76	Merideth	Pangburn	Mt Rushmore
77	Olga	Popova	Mt Rushmore
78	Mat	Ramsey	Mt Rushmore
79	Amber	Ranek	Mt Rushmore
80	Brent	Reausaw	Mt Rushmore
81	Roger	Riley	Mt Rushmore
82	Andrea	Ronning	Mt Rushmore
83	Spencer	Rossi	Mt Rushmore
84	Britney	Routh	Mt Rushmore
85	Connie	Schlepp	Mt Rushmore
86	Greg	Smeenk	Mt Rushmore
87	Shannon	Vasknetz	Mt Rushmore
88	Janelle	Aday	RASE
89	Tim	Allez	RASE
90	John	Andersen	RASE

	First Name	Last Name	Local Board
91	John	Andersen	RASE
92	Meghan	Anderson	RASE
93	Susan	Anderson	RASE
94	James	Bailey	RASE
95	Brent	Baker	RASE
96	Bethany	Belitz	RASE
97	Lynda	Billars	RASE
98	Jackie	Blumenauer	RASE
99	Lori	Bly	RASE
100	Ryan	Breitling	RASE
101	Julie	Bruflat	RASE
102	Harold	Buck	RASE
103	Cherlynn	Buehler	RASE
104	Trista	Burke	RASE
105	Janelle	Carda	RASE
106	Tara	Christiansen	RASE
107	Katie	Clapper	RASE
108	Kathryn	Day	RASE
109	Jenny	Downey	RASE
110	JoAnn	Eggebraaten	RASE
111	Sarah	Ekholm	RASE
112	Amy	Evans	RASE
113	Shelly	Ewoldt	RASE
114	Adam	Foland	RASE
115	Susette	Fujan	RASE
116	Tom	Garry	RASE
117	Tyler	Goff	RASE
118	JJ	Gohl	RASE
119	Saralynn	Gross	RASE
120	Kristen	Gulson	RASE
121	Corey	Halstenson	RASE
122	Garner	Hansen	RASE
123	Eric	Harms	RASE
124	Casey	Hatch	RASE
125	Nancy	Hopp	RASE
126	Bill	Jensen	RASE
127	Ryan	Jewett	RASE
128	Julie	Job	RASE
129	Lee	Johnson	RASE
130	Terry	Johnson	RASE
131	Tracy	Johnson	RASE
132	Greg	Kachmitter	RASE
133	Michelle	Kitzman	RASE
134	Jim	Koch	RASE
135	Kristen	Langer	RASE
136	Amy	Larson	RASE
137	David	Larson	RASE
138	Elizabeth	Lewis	RASE

	First Name	Last Name	Local Board
139	Elizabeth	Lloyd	RASE
140	John	Mallinger	RASE
141	Alex	Meger	RASE
142	Beth	Meyer	RASE
143	Margaret	Miller	RASE
144	Becki	Nordquist	RASE
145	Sam	Ogdie	RASE
146	Alison	Ovenden	RASE
147	Katherine	Patrick	RASE
148	April	Pedersen	RASE
149	Stacie	Peterson	RASE
150	Cynthia	Petri	RASE
151	Michelle	Poll	RASE
152	Rhonda	Ribstein-Newman	RASE
153	Scott	Rickel	RASE
154	Jason	Roehling	RASE
155	Roger	Russell	RASE
156	Kim	Schafer	RASE
157	Lee	Schelling	RASE
158	Jason	Schumacher	RASE
159	Karen	Schwartz	RASE
160	Brent	Sommervol	RASE
161	Bradley	Stearns	RASE
162	Bradley	Stockberger	RASE
163	Stefanie	Stockberger	RASE
164	Diane	Swenby	RASE
165	Julie	Taylor	RASE
166	Michael	Toates	RASE
167	Becky	Tschetter	RASE
168	Brook	VerMeer	RASE
169	Nicole	Wagner	RASE
170	Marcus	Walgrave	RASE
171	Annie	Welsh	RASE
172	Spencer	Wilcox	RASE
173	Mike	Winter	RASE
174	Shicai	Yan	RASE
175			
176			
177			
178			
179			
180			

2019 NAR President's Cup Award Goals & Status Report

May 31, 2019

Advocacy Goals		NAR Goal	SDAR # Active	% of NAR Goals
1	Minimum Call For Action Response Rate Goal	20%		
	CFA #1 -	20%	1	0.00%
	CFA #2 -	20%	1	0.00%
2	Host Voter Registration Event	1		0.00%
3	Increase the number of REALTOR® Party Mobile Alert Subscribers based on state membership	515	1981	515
	100.00%			
4	Select 1 of the following for Broker Involvement Program to meet: Host state broker meeting w/Broker Council member or REALTOR Party Liaison speak to membership about advocacy and member engagement OR Utilize Brokers on State Broker Call for Action	1	1	0
	100.00%			0.00%

2019 NAR President's Cup Award Status Report

May 31, 2019

RPAC Goals		NAR Goal	Hard \$\$\$ Investments	Soft \$\$\$ Investments	% of NAR Goals
1	State's National Fundraising Goal	\$137,000.00	\$65,014.00	\$6,000.00	51.84%
			Amount to Reach Goal	\$65,986.00	
2	State RPAC Federal Receipts Goal	\$12,071.00	\$22,796.80		188.86%
3	% Member Participation	37%	1981	442	22.31%
		Total # Investors to Reach Goal = 291			
4	Major Investor Goal - 1% of membership	20		17	85.00%
5	President's Circle Goal - 10% of Major Investors	2		9	450.00%
			6 of 9 in progress		

South Dakota REALTORS®



REALTOR® Mark of Excellence Award

Objective

The South Dakota REALTORS® (SDR) has established The REALTOR® Mark of Excellence Award to recognize and promote achievement, involvement and participation among its members on an on-going basis.

Through this program, it is the goal of SDR to encourage its members to become more involved; to increase their knowledge and to acquire skills that will enable the member to excel in service to the public, as well as to bring increased credibility to themselves and to the Association of REALTORS®.

To Qualify

To qualify, complete the form and return it to your Local Board/Association office for certification from the Board President or Association Executive. Your Local Board/Association may, at their discretion, request more complete documentation of a member's participation to verify qualification.

Qualification Period

The qualification period is January 1 through December 31. Applications must be submitted to the

local Board for verification *no later than December 15th*, and then will be submitted to the State Association by December 30th, for State accreditation.

Qualification Criteria

The SDR REALTOR® Mark of Excellence Award is an annual award and recipients must qualify each year by obtaining a minimum of 1,000 points. Recipients will be recognized and honored during the Association's Board of Directors meeting held in January/February of each year.

Qualification for this award is available by being an active participant in the following areas: Community Service Involvement, Political Involvement, Professional Development Involvement, SD REALTORS® Leadership Academy; Involvement in Institutes, Societies and Councils, and Local, State and National Association Involvement.

The program will be based on the *honor system* with each member completing the application outlining his/her total point accumulation for the year, and members must be and remain in good standing to receive/retain their award status.

Note: Applicants must accumulate the minimum number of points in at least **four (4)** of the **eight (8)** categories. To claim points as an officer or committee member, you must have served in the current year.



PO Box 1175 | Pierre, SD 57501

605-224-0554 Phone

605-224-8975 Fax

SDAR@sdrealtor.org

www.sdrealtor.org

Submit this form and any accompanying material to YOUR LOCAL BOARD no later than December 15.

REALTOR® Mark of Excellence Award

*The qualification period is January 1 – December 31 for the current year only**

Name:	Company:	<input type="checkbox"/> New Certificate or <input type="checkbox"/> Year Decal
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1. Local Board/Association Involvement

- Local Board Meeting attendance at over 50% of scheduled General Membership Meetings 100 _____
- Committee Member *(per committee)* 100 _____
- Committee Chair 50 _____
- Officer or Director 100 _____
- REALTOR® Of the Year *(current year only, local)* 200 _____
- REALTOR® Logo on Business Card (attach) 50 _____
- **Subtotal** _____

2. State Association Involvement

- Committee Member *(per committee)* 100 _____
- Committee Chair *(per committee)* 50 _____
- Elected Officer or Director 100 _____
- REALTOR® Of the Year *(current year only, state)* 200 _____
- State Convention Attendance - September 200 _____
- State Meetings – February 100 _____
- State Meetings – June 100 _____
- State Meetings – October 100 _____
- **Subtotal** _____

3. National Association Involvement

- Committee Member 200 _____
- Committee Chair *(per committee)* 100 _____
- National Convention/Meeting Attendance 200 _____
- Officer or Director 250 _____
- Omega Tau Rho Recipient *(current year only)* 100 _____
- **Subtotal** _____

4. Political Involvement

Note: There is a maximum allowable total point score of 350 in this category

- RPAC Investor under \$99 50 _____
- RPAC \$99 Club Member 100 _____
- RPAC Capital Club Member (\$250 - \$999 investment) 150 _____
- RPAC Sterling R Member (\$1,000 - \$2,499 investment) 200 _____
- RPAC Crystal R Member (\$2,500 - \$4,999 investment) 250 _____
- RPAC Golden R Member (\$5,000 or more investment) 300 _____
- Political Candidate 100 _____
- Political Office Holder 150 _____
- Committee Member for Election Candidate 50 _____
- Participation in Fundraising, Local Legislative Day, Candidate Interviews, Call For Action, etc. 50 _____
- **Subtotal** _____

5. Community Service Involvement

- Organization Member 50 _____
List: _____
- Community Volunteer/Worker 50 _____
List: _____
- Speak before community groups on behalf of real estate 50 _____
List: _____
- State Commissions/Committees Appointed 50 _____
List: _____
- **Subtotal** _____

6. Professional Development Involvement

Note: Courses may not be counted in more than one item. Must attach list of courses completed in current year only.

- SDR sponsored GRI course *(per course)* 100 _____
- Local Board or NAR sponsored course *(per class)* 50 _____
- Designation Requirement Course except GRI *(per class)* 150 _____
- Franchise/Company Training Course *(per hour, max 100)* 20 _____
- Accredited Institution sponsored course University/Tech College *(per class)* 100 _____
- Approved Real Estate Related Course Instructor 100 _____
- Published Real Estate Article 100 _____
- **Subtotal** _____

7. Graduate of SD REALTORS® Leadership Academy

- Year of Completion _____ 100 _____

8. Involvement in Institutes, Societies and Councils

- Designations/Certifications Earned (circle those you hold) ABR, ABRM, ALC, AMO, ARM, CCIM, CPM, CRB, CRS, ePRO, GRI, LTG, MAI, RM, SIR, SRS *(per designation)* 100 _____
- State/Local Chapters (circle those with membership) ABR, ABRM, ARM, CCIM, CRB, CRS, Exchange Club, RLI, IREM, MAI, RESSI, SRES, WCR *(per chapter)* 50 _____
- Chapter Active Committee Member 50 _____
- Chapter Committee Chair 50 _____
- Chapter Officer 100 _____
- Chapter Director 100 _____
- District/Regional Vice President 100 _____
- Annual Chapter Award *(current year only)* 100 _____
- National Active Committee Member 100 _____
- National Committee Chair 50 _____
- National Officer 100 _____
- National Director 100 _____
- **Subtotal** _____

Total minimum number of points to qualify: 1,000

Total points acquired: _____

**Applicant must have points in at least four (4) of the eight (8) categories.*

Signature of Applicant _____

Signature of Association Executive or President _____

Date _____

APPLICANT:

Submit this form and any accompanying material to YOUR LOCAL BOARD no later than December 15.

LOCAL BOARD:

- ✓ Keep this application on file for further reference.
- ✓ Awards will be presented at BOD Meeting in Jan/ Feb.
- ✓ Send a copy of each qualifying members form to the State Association no later than December 30.



2019 SD REALTOR® BROKER SUMMIT

July 23, 2019 ~ Sioux Falls | July 25, 2019 ~ Rapid City



All Brokers/Owners, Managing Broker, Team Leaders and Associate Brokers are invited and FREE to attend.

Tentative Schedule of Events

July 23, 2019 ~ Hilton Garden Inn Downtown, Sioux Falls, SD

July 25, 2019 ~ Holiday Inn Civic Center, Rapid City, SD

10:00 am	Welcome Angie Uttecht, 2019 SD REALTORS® President
10:30 am	Brokers Risk Management Finley Maxson, NAR Senior Counsel
11:45 am	Break
12:00 pm	Summit Lunch Included
1:30 pm	"Avoiding Leadership Roadkill™- The Broker Leadership Training" Featuring: Terry Watson, Easify, Inc.
4:30 pm	Closing Remarks

Sponsored by:





2019 SD REALTOR® BROKER SUMMIT

July 23, 2019 ~ Sioux Falls | July 25, 2019 ~ Rapid City



All Broker/Owners and Associate Brokers are invited to attend.



Finley Maxson
NAR Senior Counsel

Finley Maxson, NAR Senior Counsel will discuss Risk Management for Brokers. Finley helps to maintain the risk management materials for the legal department, including the materials on nar.realtor, the Window to the Law video series, and The Legal Pulse quarterly report. He is the main contact person for the professional liability insurance for state and local REALTOR® associations. Finley performs general in-house responsibilities (drafting risk management articles, reviewing contracts, and miscellaneous projects). In addition, Finley also serves as the liaison between NAR and ARELLO. His areas of expertise are RESPA, privacy/ cybercrime, TCPA, and state license law issues, among others.



Terry Watson
Easify, Inc.

Terry Watson presents: Avoiding Leadership Roadkill™- The Broker Leadership Training
Stop settling for leadership training that leaves you feeling like you spent all day with someone talking at you and all you got was a warmed over list of the standard best practices. Be honest, most leadership or staff rarely, if ever, looks at it again. If they do, their momentum is thwarted because of the lack of buy-in. To add insult to injury you didn't even get a T-shirt.

Finally, a fresh, totally laser-like custom plan that is so simple, so effective, implementation becomes a non-issue. The magic happens because the process is so logical and so much fun leadership gets fully engaged. Instead of being talked to, we help your organization become, one beat and one drum. In fact the process is such a hoot, you will not have to reference your notes because your team will OWN it!

**Broker Summit is FREE to include lunch. Continuing Education hours will be \$40.
Pre-Registration is required no later than Monday, July 15, 2019.**

Broker Summit Registration Form

3 Elective Hours for License renewal pending—\$40

Name _____ Firm _____

Address _____

City _____ State _____ Zip Code _____

Phone _____ Email _____

Please check which applies: Broker/Owner Managing Broker YES, I want CE—\$40

Charge: Visa MasterCard Discover or Check payable to SDAR for \$ _____ enclosed.

Card # _____ Exp. Date ____ / ____ Amount \$ _____

Signature _____

Mail or fax this form to South Dakota REALTORS® at the address listed below. Confirmed registrations ONLY upon receipt of tuition.

SDAR Other Education Refund Policy: All requests for refunds need to be submitted in writing to SDAR by mail, fax, or e-mail and should include valid excuse. Valid excuses are personal illness, family crises, or State/National Association Business. Requests for refunds received 7 calendar days prior to the event will receive a full refund minus a processing fee of \$15. Refunds requested less than 7 calendar days prior to the class or those registrants who do not attend (no-show) will not be given a refund unless the reason is deemed valid.

PO Box 1175, Pierre, SD 57501 | P (605)224-0554 | F (605)224-8975 | dholben@sdrealtor.org



**ELKHORN RIDGE
GOLF CLUB**

WEDNESDAY, SEPTEMBER 11, 2019

6845 St. Onge Oil Rd | Spearfish | South Dakota | 57783

Fee: \$115/per person which includes green fees, golf cart rental, lunch and prizes.

To register by credit card, email registration form with credit card information to ae@mountrushmoremls.com or fax this form to MRAAR - (605) 722-0182

Format: Four person scramble, **shotgun start at 1:00 p.m.** There is a Limit of **108 Golfers.**

Eligibility: Members registered for convention are eligible to register and play golf.

Registration: Registration and Lunch at 11:30 am-12:30pm at clubhouse. All players must register in advance to golf by completing the registration entry form and submitting payment by **August 23, 2019.** If you have any questions regarding golf please contact **MRAAR at 605-722-0181**

Name
Local Board Name/Affiliation
Firm
Address
City, State & Zip
Phone
Email
<u>GOLF GROUP REQUEST</u>
<i>4 person teams, first come first served.</i>
<i>Members of the group requested must also be registered and have paid the convention registration fees in order to golf.</i>
1. _____ 2. _____
3. _____ 4. _____

Checks payable to: **Convention of the Dakotas 2019**
Mail checks to:
Mount Rushmore Area Assn. of REALTORS®
1230 North Ave, Ste. 1, Spearfish, SD 57783

***ENTRY FEE \$115**

Check Enclosed **Charge My Credit Card**
 ___ Visa ___ MasterCard ___ Discover

Account Number
 _____ - _____ - _____

Expiration Date ___ / ___ **CSC** _____

Billing Address _____
City _____ **State** _____ **Zip** _____

Signature of Cardholder _____

Entry Deadline - August 23, 2019

The REALTOR® Convention of the Dakotas Refund Policy: All requests for refund must be in writing and are subject to an administrative processing fee in the amount of \$40. All requests for refund must be sent to the Mount Rushmore Area Association of REALTORS® at 1230 North Ave, Ste. 1, Spearfish, SD 57783 or e-mail to ae@mountrushmoremls.com

Requests for refund received on or before close of business on July 31, 2019 will receive the registration fee minus the administrative processing fee. Requests for refund received after July 31, 2019, will receive one-half of the registration fee minus the administrative processing fee. No refunds available after August 15, 2019. Registration fees will not be refunded for individuals who registered and did not show to check in for convention. All refund requests will be processed following the convention.



2019 CONVENTION HOTEL INFORMATION

HOTEL BLOCK INFORMATION FOR STATE BOARD OF DIRECTORS

Attention NDAR and SDAR Board of Directors and Association Executives:

Your hotel rooms are reserved in a block at the Deadwood Mountain Grand and The Hotel by Gold Dust (September 12 & 13th). A list has been provided to each State Association with your Hotel Info. You may now contact your hotel to confirm arrival and departure dates and to guarantee your room with a credit card.

Please note that there is an Austin Heely convention through Tuesday. Rooms are not available at Headquarters on Tuesday night. If you are planning to arrive Tuesday, a room block is set up at the Tru by Hilton for Tuesday night Only.

**There will be a complimentary shuttle service from the hotels to the convention facility.

HEADQUARTER HOTELS

Deadwood Mountain Grand (80 rooms) ***The Hotel by Gold Dust*** (48 rooms)

605-559-0386 Board Only 605-559-1400 Board Only

Tru by Hilton (45 rooms in the room block Tuesday Night) 605-571-1001
(there are an additional 30 rooms in the block for the attendees for entire stay)

<http://trudeadwood.trubyhilton.com>

*To register online click on the link above,
go to advance search, type in your dates,
then enter **MRAAR** in the group code box.*

Room Rates

\$149/night—Standard room \$175/night—King Executive \$219/night—Suite
where available

****When making reservation please reference**

Mount Rushmore Area Association of REALTORS® Room Block or MRAAR**



2019 CONVENTION HOTEL INFORMATION

HEADQUARTER HOTELS

Deadwood Mountain Grand (80 rooms) *The Hotel by Gold Dust* (48 rooms)
605-559-0386 **Board Only-Sold Out** 605-559-1400 **Board Only SOLD OUT**

OTHER NEARBY HOTELS WITH CONVENTION RATES

There will be a complimentary shuttle service from the hotels to the convention facility.

Holiday Inn Express SOLD OUT

605-578-3330

<https://www.ihg.com>

Springhill Suites (21 rooms available)

605-559-1600

[Book your group rate for Mt Rushmore Area Association of Realtors](#)

Tru by Hilton (10 rooms available)

605-571-1001

<http://trudeadwood.trubyhilton.com>

*To register online click on the link above, go to advance search, type in your dates, then enter **MRAAR** in the group code box.*

The Lodge at Deadwood (5 rooms available)

877-393-5634

<https://www.deadwoodlodge.com>

Cadillac Jack's—DoubleTree (1 room available)

605-578-1500

<https://doubletree3.hilton.com/en/index.html>

click on the link above, go to special rate code, put in group code - **MRR**

The Hamton Inn will provide over flow room block once other hotels are full.

The 'Historic' Franklin Hotel (old world experience) **(18 Rooms Available)**

605-578-3670 <https://www.silveradofranklin.com>

*To register online click on the link above, the Lodging, then reserve your room now, on the left side click 'I have a group#', type in **MRAOR**, then check availability, book room.*

Room Rates

\$149/night—Standard room \$175/night—King Executive \$219/night—Suite

where available

****When making reservation please reference Mount Rushmore Area Association of REALTORS® Room Block****

WANTED

FUN. NETWORKING. EDUCATION. ENTERTAINMENT.



ALL IN
 REALTOR® Convention of the Dakotas
 September 11-13, 2019
 Deadwood, SD

CONVENTION HEADQUARTERS

DEADWOOD MOUNTAIN GRAND

906 Deadwood Mount Dr., Deadwood, SD 57732
 (reserved for BOD / Sold Out)

Hotels Available with Convention Rates

Holiday Inn Express ~ 605-578-3330
 SpringHill Suites ~ 605-559-1600
 The Lodge at Deadwood ~ 877-393-5634
 Gold Dust ~ 605-578-2100



EDUCATORS



Trista Curzydlo



Laurence Yun

GOLF



WEDNESDAY, SEPTEMBER 11, 2019

Address | City | State | Zip
 Phone

Fee: \$99/per person which includes green fees, golf cart rental, lunch and prizes.



North Dakota
 Association of
 REALTORS®

75
 Years

1944-2019



South Dakota
 Association of
 REALTORS®

REGISTRATION INFORMATION

Date of Registration _____

Name _____

NRDS Number (if known) _____

Company Name _____

Company Address _____

Address (billing address of credit card) _____

City _____ State _____ Zip _____

Contact Phone _____

Email _____

Local Board _____

Registration Fees - Full registration includes all convention activities and education except the Tuesday night event, Golf, and Dakota RRC Education.

REALTOR® / Assn. Staff Early Bird Registration (Sept-Dec 2018) \$210 _____

REALTOR® / Assn. Staff Registration (January 1, 2019 thru Sept. 11, 2019) \$250 _____

Licensee Non-Member Registration Fee (Sept-Dec 2018) \$250 _____

Licensee Non-Member Registration Fee (January 1, 2019 thru Sept. 11, 2019) \$300 _____

Non-Licensed Spouse/Guest \$100 _____

Total \$ _____

Members registered for convention are eligible to register for the events below:

Golf - see separate registration form**

Additional Registrants (affiliates/vendors/sponsors) - see separate registration form**

Check (Payable to Mount Rushmore Area Assoc. of REALTORS®)

SEND CHECKS TO: Mount Rushmore Area Association of REALTORS®, 1230 North Ave, Ste 1, Spearfish, SD 57783

Credit Card charge my (MasterCard___) (VISA___) (Discover___)

Card # _____ - _____ - _____ - _____ Exp. Date ____ - ____ CSC _____

Authorized Signature _____

(Required for Credit Card Charges)

Refund Policy: With a written cancellation before or by close of business on July 31, 2019, the Mount Rushmore Area Association of REALTORS® will refund your registration fee minus \$40.00 administrative processing fee. After July 31, 2019, one-half of the registration fee will be refunded. No refunds available after August 15, 2019. No shows will not be refunded. All refund requests will be processed following the convention.

**Price not included in registration fee and requires completion of separate form

Own Who We



Professional Development Conference

October 22, 2019

Ramkota | Pierre, SD

**SAVE THE
DATE**



This course is being sponsored by the South Dakota REALTORS® and the REALTOR® Association of the Sioux Empire



GRI 111—Understanding Finances For Your Real Estate Business

Monday, September 16, 2019

BW RAMKOTA | 3200 W. MAPLE ST. | SIOUX FALLS, SD 57107
Registration begins at 7:30 AM | Class starts at 8:00 AM - 5:00 PM

This course primarily focus on getting agents to understand financials for their businesses, what a P&L is, a balance sheet, how to do cash flow statements, business planning, forecasting, investing, taxes, and the like. This course is to help agents better understand business, their business, to provide a better service overall to the consumer from a financial standpoint.

Instructor: Daryl Braham, CRB, GRI, KCC

SAVE
THE DATE

FALL CARAVAN
October 28-31, 2019

October 28, 2019—Sioux Falls

October 29, 2019—Watertown

October 30, 2019—Aberdeen

October 31, 2019—Rapid City



OWN YOUR PRESENT.

EMPOWER YOUR FUTURE.



You can lead the way. Commitment to Excellence empowers you to enhance and showcase your high level of professionalism. It gives you an advantage in an increasingly competitive market and shows consumers you're committed to conducting business at the highest standard. Be committed to excellence.

Get started today at [C2EX.realtor](https://www.C2EX.realtor).

C2EX
COMMITMENT TO EXCELLENCE



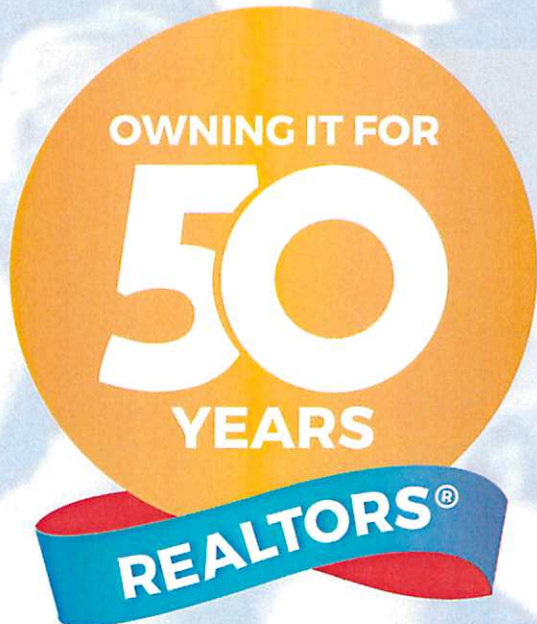
NATIONAL
ASSOCIATION *of*
REALTORS®

South Dakota



2019 RPAC Goals

Celebrating 50 Years of NAR RPAC



RPAC
1969-2019

\$137,034
RPAC Fundraising Goal

50
MAJOR INVESTORS
to invest at the Sterling "R"
category and higher

50% South Dakota
REALTORS®
or **991** Members to
invest in RPAC



DISCLAIMER: Contributions are not deductible for income tax purposes. Contributions to RPAC are voluntary and are used for political purposes. You may refuse to contribute without reprisal and the National Association of REALTORS® or any of its state associations or local boards will not favor or disfavor any member because of the amount contributed. 70% of each contribution is used by your state PAC to support state and local political candidates. Until your state reaches its RPAC goal, 30% is sent to National RPAC to support federal candidates and is charged against your limits under 2 U.S.C. 411a; after the state PAC reaches its RPAC goal it may elect to retain your entire contribution for use in supporting state and local candidates.

