

Working together to tackle our region's challenges and advance its goals.



Welcome to San Francisco and our Region XI caucus!

It has been an honor and pleasure to serve as your Regional Vice President for 2013. Thank you for this opportunity!

As I traveled the Region to your conventions, conferences, and Board of Director meetings, I was once again awestruck by the beauty of our Region. The hospitality from all states was amazing. Our leaders, members, and staff are passionate and dedicated to our industry, our organizations, our members, and our communities.

Although our region again experienced devastating wildfires and flooding, our associations and members stood strong to help and support not only their communities but other communities as well. One of the most moving moments was in Arizona at their Board of Directors meeting when they paid tribute to the Yarnell 19 firefighters who so tragically lost their lives.

Our Regional Leadership Conference in Santa Fe was very successful. Once again this event provided an opportunity to be together and share experiences, concerns, and solutions. Renewing and making new friendships as well as networking keep that personal touch in place in our world of e-mails, texts, and social media exchanges.

Our Government Affairs and Legislative Committees within our region are dedicated to ensuring protection of private property rights and homeownership. This is an example of Making a Difference!

To the 2013 Presidents in our Region, "Thank You" for your dedication and good work! I want to give special thanks to all the staff of our associations. You are so important to our success. I am especially thankful for Diane Moehlenbrink at the REALTORS® Association of New Mexico and Steve Anaya, RANM CEO, for all the work you did for our Region.

In closing, I want to give a warm Welcome to Karen Valentine Pond of Wyoming who will be our Regional Vice President for 2014 .

Best Wishes to you all,

Patricia A. Luper



ARIZONA

The Grand Canyon State
President: Sue Flucke, Surprise



REAL SOLUTIONS. REALTOR® SUCCESS.

AAR Amicus Brief at the Court of Appeals Proves Successful

AAR filed an amicus curiae (“friend of the court”) brief before the Arizona Court of Appeals in support of a homeowner’s right to utilize an industry standard “For Sale” sign regardless of restrictions imposed by a community association. AAR’s efforts proved successful and on September 3, 2013 the Court issued a published decision in the case of Hawk v. PC Village Association, Inc. upholding the constitutionality of the law.

REALTOR® Caucus Highlights Upcoming Legislative Session

In September, AAR held their annual REALTOR® Caucus. The event was well attended by over 150 members from across the state and is an opportunity for membership to receive an update on the past legislative session as well as have direct input on the legislative policy statements for the following year. This year the association ran SB 1454 which established protections for homeowners and tenants in Homeowners’ Associations. The bill was signed by the Governor, however it was deemed unconstitutional by the courts based on a technicality. As a result, the membership in attendance at the Caucus requested that AAR once

again run the legislation in the upcoming legislative session. In addition to this bill, the association has been meeting with members from the Arizona Bankers Association to address their concerns as it relates to Arizona’s anti-deficiency statutes. This is expected to be one of the association’s largest fights in the coming year.

Property Management Continues to be a Focus

AAR continues to address property management education through the popular Property Management Boot Camp, as well as classes on Property Management Trust Accounting. In the third quarter of 2013, AAR’s Risk Management Committee began revising the residential lease and introduced five new ancillary property management forms: Notice to Tenant of Management Termination; Notice of Nonrenewal of Lease Agreement; Notice of Two Day Access; Notice of Abandonment; and Statement of Disposition of Deposits and Accounting. Each new form is designed to enable property managers to better comply with the complex provisions of Arizona’s Residential Landlord and Tenant Act.

Business Services and Technology Continues to Evolve to Meet the Needs of our Membership

After launching Transaction Management (TM) to our brokers six years ago and spearheading a statewide broker adoption of TM, more choices and competition now exist in that market segment. Hence we are now phasing out of providing a single TM solution as a member benefit, leaving the choice now up to individual brokers, offices, firms, and franchises. In addition, we are adding enhanced features to our current zipForm® e-forms system to better support the mobile REALTOR®. Additionally we are developing new policies to efficiently and correctly license our AAR forms and contracts to other forms vendors, to better enable and leverage that competitive marketplace for our members.





COLORADO

The Centennial State

President: Keith Kanemoto, Longmont

Opportunities Still Loom Large for Colorado

Colorado has enjoyed four consecutive quarters of increases in almost all indicators. We can comfortably say that most areas are returning to what industry analysts would describe as “normal market conditions.” Of course two rounds of natural disasters in our state – fires and flooding – over the summer are having significant impact on housing in the areas most affected.

Our third quarter home sales (22,704) and prices (\$260,000) continue to trend upward, however Colorado economist Patty Silverstein forewarned attendees at our Annual Convention last month that 2014 might not be at the same level as what we have been experiencing in 2013.

On the REALTOR® Association front my Leadership Council and I set lofty goals from the beginning of 2013. We were challenged with significant financial and staffing issues and strong member atheism.

We looked at the organization from the top down and focused on today’s and tomorrow’s member needs. I can proudly say that we delivered.

In addition to creating a new value proposition that focuses on the needs of our very diverse membership of nearly 20,000, we:

- Significantly reduced the size of our Board of Directors to make it more flexible, nimble and effective
- Partnered with NAR’s REALTOR® Relief Foundation to help victims affected by the recent floods.
- Adopted a new mission statement: “Protecting the Real Estate Industry and Making REALTORS® more successful”
- Have over 81 major RPAC investors and the requirements for Triple Crown
- Generated over \$200,000 in non-dues revenue for CAR and

will be finishing this year with a net profit for the first time in over 5 years, and much more!

Our political advocacy efforts were once again stellar; in 2013 the Colorado Association of REALTORS® Legislative Policy Committee reviewed 53 bills and took position on 36 of them. We successfully passed, SB 118, our seller financing bill that exempts licensed brokers, working on behalf of exempted seller financiers, from having to be licensed mortgage loan originators. We also worked with the time share association, ARDA (American Resort Development Association), to pass meaningful regulations while ensuring that REALTORS® acting within the scope of their licenses would not become vulnerable to further deceptive trade practice claims.

Additionally we were able to halt a late attempt to require the disclosure of remediated homes in which meth was manufactured or used, while adding our voice to a growing chorus of stakeholders that believe the state needs to better regulate hygienists responsible for certifying the remediation of contaminated properties.

The session did bring to light a few issues that were not completely addressed, and thereby we already know of a few issues we can expect to work on between now and the 2014 session. Most likely, a renewed attempt at further foreclosure reform will be undertaken. Moreover, we

expect further discussions and legislation involving judicial review of land use decisions, HOA registration and regulations, and possibly an attempt to regulate home inspectors.

As always, it is absolutely crucial that we strive to take proactive stances on these and any other issues that are important to us while continuing to be the voice for real estate in Colorado.

Our legislative efforts in 2014 will be headed by Ted Leighty who has been promoted to VP of Public Policy in light of Rachel Nance’s resignation to pursue another great opportunity as a political real estate lobbyist with a well-known law firm in Denver.

We had to wade through some tough waters this year to ensure that the CAR and REALTOR® brand will be around for the next generation of REALTORS®. We took those challenges, created a solid foundation and turned them into “Waves of Opportunity” that will benefit our members now and in the future.

It has been my distinct pleasure to serve as President of the Colorado Association of REALTORS®!

Aloha!



Nevada

The Silver State

President: Patty Kelley, Las Vegas



Hello Region XI Friends!

It seems almost impossible that the year is nearly over. It's been an extremely busy year in Nevada, as we have focused much of our effort on the Legislative front, as usual. Our state legislature meets every other year, so it gives us a little time to prepare and plan during the even numbered years, and hope that they don't screw things up too badly during the odd years!

This year we were once again successful in beating back a Sales Tax on Services. Our staff reminds us that we have to be constantly watchful on this front, as the state continues to explore new revenue sources to fund education, health and human services, and public safety. We are at the table on all tax discussions, and will be meeting with the Majority and Minority leaders of the Assembly in a couple of weeks in Las Vegas to make our thoughts known, and get briefed on what they are thinking for the 2015 session.

We were successful in gaining a huge My Realtor Party grant from NAR this past May (\$804,000) to fight a group called Mortgage Resolution Partners,

who were trying to buy up underwater performing mortgages in North Las Vegas by asking the city to use eminent domain powers to acquire the mortgages. I'm happy to report that we beat them back, and this intrusion in to the recovering real estate markets in Nevada has been successfully dealt with by our hard working Government Affairs and GLVAR/NVAR staffs. This is our focus, and we will definitely keep Government Affairs our Number One priority for the 13,500 members of NVAR.

Our year has also been highlighted by improving markets, stabilizing membership and a shift toward a more positive frame of mind for most of our members. Low inventories are the wet blanket on all of this, but in real estate we all know that market conditions change on a dime and everything is cyclical. I have no doubt that the years ahead will bring both challenges and tremendous opportunity for

those who choose to work hard and smart. I have a family of REALTORS® (husband, son, daughter-in law) and we have no choice other than moving forward with a positive attitude.

It's been my pleasure getting to know so many of you and visiting your states over the past year, while also seeing you at these conferences. And, it's been my sincere pleasure in serving all of our members around the great state of Nevada this past year. They will be in good hands when President Elect Kolleen Kelley takes the reins in January.





New Mexico

The Land of Enchantment

President: Cathy Colvin, Albuquerque

RANM Members are Busy Shaping Tomorrow Together

Greetings from the Land of Enchantment!

The past few months in New Mexico have included meeting with nearly 200 members during "RANM On The Road"; implementing recommendations from several PAGs and Task Forces; in addition to carrying on the regular business of the association and more!

Because we were successful in the state legislature, bills passed early this year included July changes to how we deal with foreign brokers and required a number of changes to HOA and PID information on our standard forms. It has been a challenge to keep our forms up to date and our members apprised of how these new laws affect them, their buyers and sellers. Instantet, our new forms delivery platform, was rolled out on August 29th. The reviews have been very good and we hope the

smooth transition will continue.

Our Technology PAG made several great recommendations to transport RANM into the 21st Century (and beyond) in improving communicating with and providing information to our members. Plans include revamping our website to include a mobile friendly site, increasing participation in social media, and more. We're just beginning to implement the proposals of this PAG and are making "changes" a priority for the remainder of the year.

Another bit of "unfinished" business is consideration of changes to the make-up of our Board of Directors. Currently each of our 19 Boards has one director plus additional directors based on membership numbers. Several proposals have been reviewed and we hope to have "the best" ready for vote at a special membership meeting,

scheduled in conjunction with our annual January meetings.

Boards play an important role in the success of RANM and our programs. We hosted a Training Seminar for Board staff and volunteers (8 of our Boards do not have staff). The session was a huge success and I received rave reviews from those who attended.

Our Fall Conference was an immense hit. We saw an increase in registrants and sponsors – and several first-time attendees who assured us they'll be back. Speakers Bruce Gardner, G. William James, and Travis Robertson provided new, useful information plus the always popular continuing education credits for our attendees. It was a pleasure to welcome Nevada President Patty Kelley (and her husband Keith) to our conference. It was also a delight to honor our own Region XI VP Pat Pipkin, who was named RANM's RE-ALTOR® of the Year for 2013.

The last few months of 2013 promise to be busy ones. It's been a privilege and distinction to serve as RANM President this year. I have enjoyed getting to know my fellow Region XI leadership teams and hope our friendships will continue long into the future.



New Mexico's Member



Utah

The Beehive State

President: Cal Musselman, Sunset



Goals Achieved!

My year as president of the Utah Association of REALTORS® was extremely rewarding. We set high goals and achieved all of them. The following is a recap of some of the highlights of our year.

Legislative

We started 2013 off with a tough legislative session where legislators were looking to mandate radon testing at the point of sale. Meanwhile, the Utah Tax Commission was targeting databases, such as the MLS, as a potential revenue source to tax. Thanks to our lobbying team and relationships with our legislators, we were able to defeat both of these proposals and pass bills protecting listing agreements and broker price opinions.

We also developed a statewide political coordinator program, which helped us effectively deliver our key talking points to the legislators who attended our annual REALTOR® Day at the Legislature event.

Although the fight is over for the 2013

session, it looks like 2014 is already gearing up to be another intense legislative session. Currently, we are hearing of proposals that would eliminate or cap our statewide mortgage interest deduction and ideas to mandate that homes have an energy score before they can be sold.

RPAC Fundraising/Advocacy
Nevertheless, the UAR has a long history of successful political fundraising, which helps fight these kinds of battles. This year, Utah is the proud recipient of the National Association of REALTORS® President's Cup award. As of writing this article, Utah was one of only six states and territories to receive this recognition, which required the UAR to meet or exceed four RPAC and four advocacy goals.

For RPAC, we raised nearly \$564,000, which is about 141 percent of our goal of \$400,000. We also had 205 major investors, partially the result of two fundraising events, an RPAC golf tournament and an RPAC Rally motorcycle ride,

which raised about \$80,000. On the advocacy side, we reached a call for action response rate of nearly 28 percent as we worked to most effectively reach our members.

Convention

We recently held our annual statewide convention, which was a huge success. For the first time ever, the demand to attend was so high that we had to cut off registration because we reached the venue's maximum capacity. Although there were many more REALTORS® who would have liked to have attended, it was a good problem to have.

One of the reasons for our success was the content-rich program that we offered. Our classes focused on topics that are current and relevant to our members, including social media, new construction and property management. We also worked to tailor the classes so they were Utah-specific with information that our members couldn't get anywhere else.

I am very appreciative of all the volunteers, donors, and staff who worked so hard to drive our success. Achieving these results truly is a team effort. I am also grateful for my associations with the members of Region 11 and our collaboration. Thanks for such a great year!





Wyoming

The Equality State

President: Randy Hall, Casper

Wyoming's Leadership Team Hit the Road Running

Wyoming's Leadership Team hit the road running as 2013 rolled out a full slate of activities. I set 5 achievable goals for our state association in 2013.

The first order was to open up a serious dialogue with our membership about the continuing decline in attendance at state convention. We've hovered in the 8% to 10% range for the past few years and considering the extraordinary effort that staff puts into convention each year, we wanted to make sure that our members' dues dollars were being spent responsibly. An online survey indicated there was still support for the continuation of convention, so this year we tweaked the schedule and shortened the event, which was favorably received, but, unfortunately, didn't yield any increase in attendance. We will continue to experiment over the next few years until we a) find the "just right" solution or b) abandon the effort.

We devoted extra effort to raising awareness of RPAC, and nearly walked away with the President's Cup and the Triple Crown. We missed meeting our participation goal by less than 70 members. However, we saw increases to fair share, major investors, and President's Circle. Our state RPAC chair accompanied me on every local board visit and our Major Investor Chair exceeded my expectations. The great news is that we raised over 46% more than was raised in each of the past 2 years. Wyoming is poised to take home the awards next year.

Although the state association has recognized the importance of NAR's initiative to recognize and recruit young people into

our industry with the formation of the Young Professional Network, it was my goal to elevate the status of that effort to a formally recognized Result Group and voting membership on the Executive Committee. I'm pleased to report that the EC granted full Result Group status to YPN and the first formal appointment will be made by incoming President Ron Adams. Our association will long benefit from our young members as they transition into future leaders of WAR.

Outreach to our local boards and AE's ushered in the New Year by paraphrasing "all politics are local". In January I initiated monthly conference calls with our local board presidents and AE's. We also began monthly calls with the Executive Committee chairs and DVP's. Both efforts were designed to be inclusive with local leadership and to improve association communication. Local board outreach also met my directive for building community. Wyoming, according to some, is like a town with very long streets. We're a friendly state with strong family values. I burned up a lot of rubber on our state highways this summer and fall visiting most local boards. It was, frankly, the highlight of my term as I got to meet groups of REALTOR® members, while enjoying the vistas of our nation's

most beautiful state.

Finally, and most importantly, we regained a foothold on our budget. It now appears we'll be back in growth mode for the foreseeable future. Of course, barring any national or regional crisis. This culminates a 3-year effort to restore fiscal responsibility and replenish our reserves. Last month, based upon our promising budget, the Executive Committee reaffirmed its commitment to acquire an office property for WAR. As champions of property ownership, our association should embrace the benefits derived from owning its office, reducing occupancy costs and potentially benefiting from non-dues rental income. While there is no rush to do so, if and when the opportunity presents itself, we'll be able to move quickly.

In closing, I wish to express my great honor to have served side-by-side with our region's outstanding group of state presidents. Truly, we are blessed to reside in the most beautiful region in America.



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