

Welcome Region XI membership!

As we come together at the NAR Mid-Year Meetings, I want to start by saying THANK YOU to everyone for your participation in our profession and industry! I am extremely grateful for the opportunity to meet and work with so many of our members in the Region, and am humbled by your hospitality as I travel to each of our six states, exchanging information between our Rocky Mountain states and our national organization, as well as advocating for our region. Thanks especially to our wonderful State leaders and staff members for your hard work and devotion to our REALTOR® family. A brief summary of the goals and accomplishments of each of our six states for this year can be found in this newsletter.



Next, I would like to thank and acknowledge all of the REALTORS® and staff members who attended the Rocky Mountain Leadership Conference in Las Vegas in February. We had almost 200 attendees from across six states over three days giving local and state REALTOR® leaders an opportunity to network, share ideas, and learn from top industry presentations. Remember this conference is open to ALL REALTORS® every year!

As for business of Region XI, we have been investigating how our Policies match updates to NAR's Nominating process, we have been discussing ways to improve the financial and budget operations of the Region, and I would like to announce that the Region's website has been recreated in a format that is much easier for staff to update, in turn creating a more usable informational site for our members. Please go check it out at www.RockyMountainRegion11.com.

And finally, remember that your leadership on ALL levels of our organization is here FOR you, and BECAUSE of you! Please let any one of us know if there is anything further we can do in order to strengthen our organization through serving and empowering you, the member!

Best Regards!

Linda Rheinberger
2015 NAR Region XI Vice President

UPCOMING EVENTS

August 6-7

UAR Convention
San Diego, CA

August 26 – 28

RANM Fall Conference
Inn of the Mountain Gods
Ruidoso, NM

September 10 – 11

**NVAR Board of Directors Meeting
and Dinner**
Atlantis Casino Resort
Reno, NV

September 15 – 18

WAR State Conference & Expo
Cheyenne, WY

September 16 – 18

CAR Convention & Expo
Keystone Conference Center
Keystone, CO

October 7 – 9

**AAR Leadership Conference,
Installation & Meetings**
Scottsdale Area Association
of REALTORS®
Scottsdale, AZ

December 10 – 11

**NVAR Board of Directors Meeting,
Installation & End of the Year Events**
Las Vegas, NV

www.RockyMountainRegion11.com





Arizona Update



Legislative/ RPAC

This year, our association's government affairs team has been hard at work both on the legislative front as well as raising funds for RPAC. Legislatively, the Association successfully saved homeowners over \$20.2 million by protecting the homeowners rebate from cuts in the state budget. Additionally, we lobbied and passed legislation to prohibit certain fees for residential services to be charged to anyone other than a person who physically resided at the property and received the services. As of March 31st, Arizona has reached 49% of our 2015 RPAC goal by a variety of efforts, including four Major Investor events throughout the state, a corn hole tournament and a silent auction.



Jim Sexton
2015 Arizona President

Large Broker Outreach

AAR is exploring strategies to determine how the Association can deliver more value to its large broker members. To begin, we sent a survey asking about which AAR programs are most important to the brokers. Thereafter, we held a Large Broker Summit for the top 25 brokers to discuss what we can do to develop additional large broker resources. To ensure the Summit was valuable, we included presentations by AAR and Legal Hotline attorneys and provided each broker with bound materials and resources.

RESPA-TILA Integrated Disclosure Rules

AAR is focused on the RESPA-TILA integrated disclosure rules that will take effect on August 1, 2015. A workgroup was formed to ensure that current forms are in compliance with



the new rules, and revisions of key forms have already begun. Educating the members about the upcoming changes to the closing process has also been a priority. We developed, in collaboration with the Mortgage Lenders and the Escrow Associations, a new course: CFPB: The New Closing Process which rolled out at our March Spring Convention. We also conducted a "Train the Trainer" session to teach trainers how to deliver the class and deliver a consistent message to the industry.

Disaster Recovery Plan

AAR has been working on a disaster recovery plan which includes implementing measures to protect mission critical areas such as communication and data, as well as making network infrastructure improvements. Off-site infrastructure for phone and email is now in place and an Emergency Call Tree developed to facilitate communications in the event of a disaster.

Enhanced Member Profile and Forms Server

With the completion of our Enhanced Member Profile architecture over 700,000 records have been captured so far. We intend to use this information to better communicate with our members. Additionally, our Forms Server development is nearing completion with advanced functionality, which will give our members the ability to create transactions consisting of multiple forms and "one step" data input migrating data throughout the forms.

Core Standards

To assist our local associations with Core Standards compliance, we held a day long Core Standards workshop for Association Executives to provide concrete, specific advice and assistance in areas of need, which are primarily Advocacy and Consumer Outreach. Local Associations are to complete the NAR Online Compliance tool by May 1st to allow for an opportunity to address any deficiencies before the June compliance date.



Colorado Update

Life is a series of natural and spontaneous changes. Don't resist them; that only creates sorrow. Let reality be reality. Let things flow naturally forward in whatever way they like"

- Lao Tzu

Lao Tzu, a philosopher and poet from ancient China, quote fits what the Colorado Association of REALTORS® has been experiencing over the last six months with our continuous low inventory challenge and senior staff turnover.

Like most of the country finding homes for buyers is at a premium. Bidding wars have skyrocketed home prices with some members reporting as much as \$70, 000 over the asking price for highest bidder.



David Barber
2015 Colorado President

We are hoping help is on the way in the form of Senate Bill 177 or better known as the construction defects bill. Builders and developers have been scared away from developing in Colorado due to the current construction defects laws. Homebuilders and homeowners have a high risk of expensive, time-consuming litigation. It is time to make a change.

Construction defects has bi-partisan support and it fosters conditions that encourage builders to construct more affordable housing, provide increased homeownership opportunities for all Coloradans, and stimulate our state's economy.

Other political advocacy efforts include water storage, wildfire risk reduction to name a few. Outside of legislative issues there is a growing concern about non-member offices growing and new licensees who are choosing not to become REALTORS®.



We are looking forward to collaborating with our local associations and MLS' to help address this challenge.

Internally, our Association is going through a transition with our Association staff. In the last five months we have added new legal counsel (Scott Peterson), new Strategic Partnership Director (Hugo Hellberg) and a new CEO (Tyrone Adams).

We're very excited to tap into the decades of knowledge, accomplishments and passion that Tyrone brings to our association as CEO," CAR chairman David Barber said in the release. "His direct experience with our association, from the leadership team to our members and affiliates throughout our state, will be a tremendous benefit to CAR as we continue to create and deliver the best member services and benefits statewide.

As we continue to find ways to be innovative we signed on to participate in TAGIBLE by Real Trends®. We believe Tagible will help REALTORS® become more engaged and informed on what we are doing at the state level through video newsletters.

Last but not least we have signed on with the Down Payment Resource Program. Studies show that 70% of Americans don't know that there are down payment and closing cost programs, affordable first mortgages, mortgage credit certificates, grants and many other programs available in every community. The Colorado REALTOR® Down Payment Program is a free tool that helps a homebuyer discovers down payment programs that fit their personal situation.

Fascinating fact about Colorado

Skiing in Colorado didn't start as a recreational lark. In the late 1800s, more than 50 hardy mailmen crisscrossed the mountains on homemade wooden skis with a simple toe strap. These fellows braved harsh conditions, whiteout storms and avalanches, and many perished in the line of duty. The Colorado Ski & Snowboard Museum and Hall of Fame in Vail features exhibits about these alpinists and the origins of skiing and boarding.

Enjoy the REALTORS® Legislative Meetings & Trade Expo!



Nevada Update

From the beautiful but very dry state of Nevada, we send our thanks for the attendance at the Rocky Mountain Regional Leadership Conference by so many REALTORS and Leaders across the Region. We enjoyed hosting you in Las Vegas and encourage you to come back for a more personal visit.

NVAR is currently mid-Session of its bi-annual Legislative Session. Our primary piece of legislation has been an Eminent Domain bill which would prohibit government entities from the use of eminent domain to obtain mortgage notes. The City of North Las Vegas was convinced by a private enterprise to explore the seizure of underwater but performing notes for the purpose of raising funds for the city. Luckily NVAR's keen Government Affairs contractor, Carrara Nevada, caught on to this ploy and created a micro-targeted campaign against the program, ultimately defeating the proposal. NVAR received a grant from NAR which allowed NVAR to hire Robinson Cole to draft a proposed bill, which has since cleared the first house and awaits an assignment to committee in the second house.



Kevin Sigstad
2015 Nevada President



It is also a Tax Session for Nevada, with the Governor of Nevada proposing an increase in Business License fees to provide more funding for education in Nevada. There is a competing bill from Assembly leaders which increases the payroll tax and business license fees. Currently NVAR supports both measures, and feels the Legislature is likely to merge proposals as an ultimate resolution. NVAR supports finding a solution to the Education funding issue in Nevada.



NVAR initiated its 15th Leadership class with Program 1 of 4 being held in Scottsdale Arizona. With over 200 graduates, the NVAR Leadership program provides and trains current and future leaders of our association with leadership communication and community skills to help them make a difference in the association and in their communities.

NVAR plans to stress in-office face-to-face broker visits to reinforce the connection between the association and the membership. The conclusion of the legislative session in June will provide the opportunity to visit brokerages, connect with the members and deliver the true picture of NVAR influence at the Legislature, and the tie between legislative success and PAC contributions. Currently the Executive Team is making efforts to visit the local association during any membership events or meetings they host. The Executive Team attended The Greater Las Vegas Association of REALTORS' first membership meeting in April, and the Reno Women's Council of REALTORS' "Membership Drive" which drew almost 200 people to a mixer of various membership organizations including the newly formed Veterans Association of REALTORS in Reno.





New Mexico Update

Greetings from the Land of Enchantment!

As the New Mexico Legislature meets during January, February, and March, the REALTORS® Association of New Mexico priorities for the first quarter of 2015 centered around legislative issues.

RANM monitored over 100 of the 1,731 bills introduced during the session, with the majority of our efforts going toward three pieces of legislation – amendments to the Homeowners Association Act; a Home Inspector Licensing Act; and legislation designed to address “tax lightning”.



Baro K. Shalizi
2015 New Mexico
President

The New Mexico Legislature ended its 2015 60-day session at noon on Saturday, March 21st, and for many, including RANM, the results were mixed. Only 213 bills were passed by both Houses. One casualty was the \$264 million capital outlay bill that would have provided projects around the state.

And while both the HOA and Home Inspector Licensing bills received support in both Houses, both died as time ran out on the session. RANM sent out three “calls for action” to our members and the participation of our membership was outstanding. Legislators received the REALTOR® message and many responded with support.

Going into the 2015 New Mexico Legislative session we knew that RANM’s priority bills would face hurdles. We were right, and 2015 results allow us time to fine tune our efforts for next year’s session. Our Legislative Committee is already working on priorities for the 2016.

Meanwhile, RANM has continued to carry on with a number of activities. The new Residential Purchase Agreement has been well-received and the Forms Committee is now tackling a new, better, and shorter Seller’s Disclosure Statement.

As a state-wide community outreach project this year, RANM is partnering with New Mexico’s Veterans Integration Centers (NMVIC). NMVIC provides transitional housing and activities for veterans and support and services for homeless vets and their families.

RANM will collect monetary donations from our members to go toward NMVIC activities and participate in NMVIC’s annual fall Stand Down Events.



RANM has a statewide Professional Standards Program in which eight of our Member Boards participate. In January the Professional Standards Committee appointed two task forces which are well on their way to finalizing Ombudsman and Citation programs/policies as per NAR’s directive.

Member products and services are being reviewed in an effort to make sure RANM remains at the forefront of providing what our members need to do their business effectively and efficiently.

We have all experienced the sometimes less than successful efforts to recruit volunteers and REALTOR® leaders. RANM conducted three LeadershipRANM classes during 2005 through 2007. Interest waned and the program has not been offered in recent years. I have created a PAG to look at creating a new “volunteer leadership” program for consideration and am excited to receive their suggestions.

We’re all keeping busy building RANM’s strength through unified efforts. It was great seeing you in Las Vegas at our Regional Conference and I look forward to updates from everyone during Washington meetings.





Utah Update

The Utah Association of REALTORS® has had a busy year as we've worked on a number of important initiatives. Here are just two of the issues we've addressed since we last met.

REALTORS® ask lawmakers to avoid new point-of-sale regulations

There has been a growing trend in Utah of groups seeking to implement government mandates at the point of sale. Over the past few years, several proposals would have required extra tests, inspections, certifications and, in some cases, retrofits before a transaction could take place.

The most extreme bill during this year's legislative session would have required every person selling a home to test for energy efficiency and then disclose the house's energy score.

This is problematic for several reasons: First, it would have the effect of stigmatizing existing homes that receive a low energy score simply because they are older. Second, it would slow and even eliminate some transactions because certified inspectors are not readily available and because the mandated inspection period would conflict with deadlines in the purchase contract. Finally, the inspection would add another out-of-pocket expense that couldn't be financed, even though this information is available for free with a call to the utility companies. Just one bill at the Legislature would have created a \$21 million burden for our buyers but for the UAR's efforts.

As REALTORS®, we believe in supporting clean air and making our state a desirable and healthy place for residents. However, this does not need to be done by adding red tape to the real estate transaction and potentially derailing deals, especially with narrow mandates that unfairly target homebuyers and sellers rather than the larger population.

This is just one of the issues we worked on during this year's legislative session. With our members' support of RPAC, the UAR continues to advocate for policies that allow Utahns to transact home sales without excessive regulations and fees. To



Ryan Kirkham
2015 Utah President



date, we have raised more than \$200,000 for RPAC, which is about 50 percent of our state goal, keeping us well ahead of our target RPAC fundraising pace.

UAR educating members on TILA/RESPA integration

With the Good Faith Estimate and HUD-1 going away Aug. 1, the UAR is focusing on providing education to our members about how the changes will affect real estate agents.

To date, the UAR has participated in an education panel with representatives from the various industries impacted: mortgage lenders, title companies and homebuilders. We are also partnering with the Salt Lake Board of REALTORS® to host a broker town hall meeting where we will have a panel of attorneys educate brokers about the impact of the new regulations. We are also creating various videos and articles to help get the word out about how to avoid delayed closings.

In light of the significance of these changes, I'd love to hear more information about what your states are doing on this issue as well as on any other successful programs. Thanks for your service on behalf of Region 11.





Wyoming Update

Last fall the State Board asked the local Boards to have their core standard paper work submitted to the State Board by April 1, 2015. Most of our Local boards have completed that task and the State is now reviewing for approval. As part of this whole endeavor, it became obvious that many of our Local Boards were going to need help with the administrative aspects and so several have hired the State to perform those functions utilizing our Board Administrative Services program. While we have had a steep learning curve, CEO Guyla Greenly and her staff have risen to the challenge and are implementing the necessary procedures to make it all work.



Steven Beazly
2015 Wyoming President

2015 was a HUGE year for us in the legislature. For a number of years a goal of our Association was to bring Wyoming into the group of States with their own Fair Housing Act. Our plan this year was to at least get some great sponsors and move the idea to interim study, which is how most legislation in Wyoming comes about, build consensus there and then move the bill through the legislative process in 2016 or 2017. Our GAD, Laurie Urbigkit, outdid herself. The sponsors she picked did such a great job that it sailed through the Senate,



struggled briefly in the House, and passed. So now, Wyoming has its own Fair Housing Act and the wonderful HUD testers can go somewhere else. On a side note, if you visit with Miss Urbigkit, please ask her to tell you the story of comparing the language of our bill to the federal language in the House of Representatives. It is a great story, but hers to tell.

We had completed a Strategic Plan in the latter part of 2014, but it was acknowledged by those involved that the focus of the plan was compliance with the Core Standards and probably had not considered other issues. In April we completed a new Strategic Plan hopefully guiding us through 2020. We utilized Bob Harris as our facilitator. He really helped us in two ways. One, to help us recognize some of our failings. The second was how to plan to correct these issues. The main failing? A board and committee structure that had grown much too large to be correctly trained and managed. We also learned of the expanded exposure and risk of liability because of a large board. Streamline, Streamline, Streamline seemed to be the message and is now our goal. Another goal is to increase involvement. This may sound contradictory, but the idea is to have more volunteers doing smaller jobs. Don't ask them to give a 4-year commitment to the Executive Committee. Instead, ask them to undertake a 90-day assignment to help with a project.

After a few months we are settling into our new offices in the building we purchased last year. It is great not to be a "renter" any more, and between conference room rentals and other office space for lease, this represents the first "non-dues" income for the Wyoming Association of REALTORS®. We are excited to see the budget impact and how we can convert these dollars to member benefits.

2015 Rocky Mountain Regional Leadership Conference



Region XI Vice President, Linda Rheinberger hosted the 2015 Rocky Mountain Leadership Conference at the Palms Casino Resort in fabulous Las Vegas. Nearly 200 Participants from all six states in the region were treated to three days of education, motivation and fun!



2015 NAR President-Elect Tom Salomone was a special guest and presenter speaking to the group about upgrading our profession.



Mayor of Las Vegas, the Honorable Carolyn Goodman provided a unique Nevada perspective on local and regional events with a flair of humor and very colorful local historical knowledge.



Dr. Lawrence Yun, NAR's Chief Economist and Senior Vice President of Research, drew media attention with his regional Economic Update and Forecast.



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