

November 2018

Region XI Newsletter



Chicago, Santa Fe, Washington, Las Vegas, Honolulu, Albuquerque, Tucson, Reno, Denver, Scottsdale, Vail, Casper, and now Boston— I've been everywhere (kind of sounds like a Johnny Cash song!) as your RVP and I've enjoyed every minute. The beauty of the Rocky Mountain Region is so breathtaking.

I have installed officers, hosted a successful and highly attended Leadership Conference, provided updates from NAR, and hobnobbed with some of the greatest REALTORS® in the U.S. The hospitality everywhere has been amazing. And it was so great to experience first hand the passion and dedication to our industry, our organizations, our members, and our communities of Region XI leaders, members, and staff. The over-flow crowd at our Caucus in Washington only confirmed Region XI's commitment to the REALTOR® organization.

It has been a busy – and productive – year for the states in our Region. Make sure you read each of the reports from our State Presidents. Protecting and advocating for private property

rights, getting involved in our communities, and providing services to help our members best serve their clients and customers headline the success stories from our states. You should be very proud of all you have accomplished in 2018.

As RVP, I have a place on NAR's Executive Committee. What a dynamic group! It has been exciting to be a part of the vision this group has for the REALTORS® organization. President Mendenhall and her leadership team have worked tirelessly with new CEO Bob Goldberg to make NAR a more nimble, member-centric, and future-focused organization. "REALTORS® Own It!" has been the rallying cry for 2018 and it not only relates directly to the NAR mission of advancing homeownership for more Americans, but the message is also meant as a call to action for NAR leadership and REALTORS® themselves.

In closing, I want to give a warm welcome to Paula Monthofer of Arizona, I know Paula will lead us to new heights and continue the great spirit of leadership our



Cathy Colvin
2018 RVP

region has come to anticipate. Please make plans to attend the 2019 Region XI Leadership Conference on April 10-12 at Wigwam Resort in Litchfield Park, Arizona.

I want to thank you for the privilege to serve as your RVP, it has been the most exciting year of my life. I have been inspired by so many of you and garnered some lifelong friendships. Thank you for this incredible journey.

Forever Grateful,

Cathy Colvin



Arizona Association of REALTORS®

PROTECT ARIZONA TAXPAYERS ACT

The Arizona REALTORS® is leading an effort to protect all Arizonans from costly service taxes. A statewide coalition, Citizens for Fair Tax Policy, was created by the Arizona REALTORS® to collect petition signatures to put the Protect Arizona Taxpayers Act on the ballot and fund a campaign in support of its passage. A minimum of 225,963 signatures was required to get the initiative on the ballot and we collected more than 400,000 petition signatures from Arizona voters to fulfill the requirement. As a result, the initiative is on the November 6, 2018 General Election Ballot as Proposition 126.

The purpose of Proposition 126 is to protect all Arizonans from costly sales taxes on services. The passage of the proposition will:

- **Prevent taxes on real estate services** which would dramatically increase the costs of the home buying process, from home inspections to real estate brokerage services.
- **Prevent taxes that go beyond real estate** and in-

crease the costs of childcare, healthcare, hair salons, car repairs, and numerous other services.

We are all working very hard on grassroots efforts to enhance the media campaign and ensure the Proposition's passage.

SINGLE SIGN-ON

In March we launched our Single Sign-On Dashboard (SSO). SSO is our newest member benefit designed to help members save time, reduce their frustration, and improve their security. The dashboard gives members the ability to access their most commonly used websites and applications from one central location, with one password. No more keeping track of different passwords for each website or application, they will only need to remember one password to access all the resources they use to conduct business every day!

FRAUD AWARENESS

This year the Arizona REALTORS® published "A Brokerage's Guide to Cyber Insurance." This guide is intended to assist brokerages in navigating the process of securing cyber insurance; providing insight into why cyber insurance may prove necessary; the different types of policies that exist; what they may and may not cover; as well as the application process. This Guide, in addition to our "Wire Fraud Advisory" and our "Cyber Security and Wire Fraud Policies



Lori Doerfler
President

and Procedures" for brokers, helps educate our members on how to protect themselves from cyber crime.

EDUCATION

We are currently in our fifth year of offering live streaming classes to our local associations. Twelve of our 19 local associations have been participating in what has proven to be a successful and continuously growing partnership. We started by only offering full day certification programs and we are now offering monthly C/E classes as well as our Certified Risk Management Specialist (CRMS) program; Certified Residential Property Management (CRPM) program; our GRI program and some of NAR's certification classes! This year alone, 1,493 students attended one of our live streaming classes. Feedback from the students continues to be excellent with most indicating they would take another education class through the live streaming format.

Arizona REALTORS® collected over 400,000 signatures to put Protect Arizona Taxpayers Act on November Ballot.



Colorado Association of REALTORS®

When I started my year as Chair of the Colorado Association of REALTORS® (CAR) the main thing I knew was I wanted to serve the membership well! Together with countless member volunteers' time and efforts it is my belief we have accomplished much in 2018. Before I took over as Chair, one thing that was striking to me was we have all of these dedicated volunteers, yet they are not as effective as they should be as ambassadors for the Colorado Association of REALTORS®.

As a result, we implemented **new and improved training programs** for CAR leadership. We started the year off with our Economic Summit and REALTOR® Day at the Capitol. Participants got the chance to learn more about RPAC, what it is, why it is so important to our industry and how they can participate. They also learned how NAR and CAR can help them with their own local real estate challenges, the processes of how a bill gets on the ballot and more about CAR's political policy efforts. To cap off this beneficial training program we held a Gubernatorial Candidate Forum that saw eight candidates from both sides of the aisle have the opportunity to tell our members why they should choose them as the next Governor of Colorado.

Another training program we implemented was for our current and incoming Board of Directors. During this training we went through the purpose of each volunteer job description on our Board, discussed their fiduciary duty to the CAR Board of Directors, and some do's and don'ts through videos. This training also gave participants the opportunity to learn about other leadership positions that may be of interest to share with them the expectation that they should see themselves as

ambassadors of Colorado REALTORS®.

Not to mention we also held spokesperson training 1.0 and 2.0 this year to help us be better prepared for any foreseen or unforeseen challenges.

In addition to our training programs our **political advocacy efforts** have been front and center, even more than in years past. This could be because it is an election year, but the issues that we had to continue to address long after this year's legislative session ended had us going full throttle with our advocacy efforts. We are facing issues such as limited growth initiatives that would keep the cost of homeownership in Colorado rising way beyond attainable and proposed 2,500-foot oil and gas setback rules that would limit development to approximately 15 percent of Colorado's open space to name just a couple.

Fortunately, the limited growth initiative did not make the ballot, but the proposed oil and gas setback rules did. At the time of writing this article polling said there was about a 50 percent chance of it passing. Hopefully when we give our update at the Caucus we will be telling you that voters said no to this economically devastating ballot initiative.

I would be remiss if I did not mention our first **ReFresh Conference** that took place on October 10-11. We are very excited about this new forward-thinking conference and we look forward to building on the success we achieved this year!

We also have



Ann Hayes
Chair

held several task forces that accomplished much to move us forward in **better communication** using an opt-in app, strengthening our young professional network, looking at how to achieve better diversity and inclusion, and starting to document the history of CAR.

I could keep going on and on, but I won't. What I have shared shows a bit of what we have been up to in Colorado. It also shows that Colorado REALTORS® are "Rising to the Challenge" for our members and our industry!

I would also like to send a special thank you to our Region XI VP Cathy Colvin for not only attending our meetings but for the information, energy and willingness to participate. Our members appreciate the time you gave to us this year, as do I!



It has been a great pleasure to serve as a leader in Colorado and be a part of our great region!

Nevada REALTORS®

As we see the end of the year approaching very quickly I want to thank all of the leaders, members and staff that have made this year an incredibly rewarding experience for me. There are two very big endeavors that Nevada has pursued this year in addition to gearing up for our 2019 Legislative session.

Nevada REALTORS® (NVR) hosted our very **first state conference in over 12 years**. Over 330 members from Nevada, California, Utah, and New Mexico attended the event to watch presentations from Stephan Swanepoel and Lawrence Yun and attend special panels discussing hot topics such as Short Term Rentals and Cannabis. Additionally we offered CCIM, RRC/CRS, and WCR classes, and enjoyed hearing from NAR's VP of Government Affairs, and Region XI superstar, Kenny Parcell.

Of course our own Region XI Vice President Cathy Colvin attended, helped out at the registration desk and mingled with the members. Thanks Cathy. We learned a lot in our first year, and hope that next year's event is even better, and we invite all of our regional

friends to attend next year's event in Las Vegas.

The Conference gave us the opportunity to exhibit our **new legal name of "Nevada REALTORS®"**, dropping the "Association", and showing off our new logo. We look forward to showcasing a new website in the new year to compliment the new name and logo. Two of the local associations also dropped the "Association" from their names, Sierra Nevada REALTORS® and Incline Village REALTORS®.

Speaking of upgrading the association, we have four local associations that have provided upgrades to their own spaces. Reno Sparks Association of REALTORS® and Sierra Nevada REALTORS® both completed some major renovations to their space to better serve their members. Incline Village REALTORS® secured a beautiful new location for their offices in Tahoe and The Greater Las Vegas Association of REALTORS recently held a grand opening of their new building in Las Vegas!

Nevada REALTORS® also entered a coalition called **Rx (prescription) Abuse Leadership Initiative**, or RALI. RALI sponsors drug disposal pouches that deactivate opioids (and other drugs) so that they may be disposed of in your household trash. This benefits homeowners who are hosting an open house and homeowners moving out of their house. Eliminating unused opioids from homes is one small step we can help our clients take to curb the opioid crisis in our neighborhoods.



Heidi Kasama
President

NVR also held its Second Annual **Leadership Summit** at beautiful Lake Tahoe. This group is comprised of each of the local association Presidents, Presidents-Elect and AEs, who are brought together to exchange ideas furthering and enhancing the direction, value and activities of NVR. After re-instituting the state convention last year, we focused this year on providing ways to further the educational objectives at each local association. We continue to focus on the foundation of NVR's core member benefits; political advocacy of our members' interests, the Legal Information Line, and the Leadership training program, and are excited to be implementing additional services to our members in an atmosphere of teamwork, fellowship and solidarity.

A BIG thank you to Cathy Colvin who has been such a great support to Nevada this year, and thank you to all of you in the Region for sharing this year with me.

Our state conference was a big success and we're planning an even bigger event for 2019.



New Mexico Association of REALTORS®

Notice our **new name**? In September our Board of Directors voted to change our association name to “New Mexico Association of REALTORS®” to better emphasize New Mexico in relation to the REALTOR® brand. We are coordinating our name change with our address change and hope to have everything done when we move in to our new headquarters building at the end of the year. A branding campaign to promote our new name is also in the works. And, we are looking forward to not appearing in NAR’s alpha state list in the Rs!.

Our current building is under contract and we’re experiencing first-hand all the issues we help our clients and customers navigate every day. Our CEO is meeting regularly with architects and interior designers to create the “perfect” space for our new association home.

Again this year we partnered with the New Mexico Mortgage Finance Authority to hold our **Annual Conference in conjunction with the New Mexico Housing Summit**. This partnership provides opportunities for networking with other housing groups, as well as giving our members an opportunity to attend entertaining and educational plenary speakers such as economist Elliot Eisenberg, Bernalillo County Commissioner and *Breaking Bad* actor Steven Michael Quezada, and author Jimmy Wayne. We were pleased NAR Treasurer Tom Riley joined us – and hosted a plenary session about the continued importance of the

Fair Housing Act.

November 1 we roll out a major change to our standard listing and purchase agreements. “**Time Off Market**” language has been added and our Counsel has created several videos to educate members on the changes to our forms.

We’ve made a commitment to up our **social media** game – more relevant posts on our Facebook page and more informational and educational videos. We created three videos for use at our fall conference, one of which was my President’s Report, complete with photos from our 2018 events.

Our Legislative Committee has been busy getting ready for the **2019 New Mexico Legislative Session**. Every member of the New Mexico House is up for election in November and there will be at least 13 brand new faces (that’s nearly 20% of the representatives) at the Roundhouse. Plus, we’ll have a new Governor, and thanks to rising crude oil prices, increased oil production in New Mexico means a rosy economic picture. Our Legislative Priorities have been grouped into three broad categories – Consumer Protection, Regulatory/Professionalism, and Economic Development/Education. Specifics



Connie Hettinga President

include initiating legislation creating Home Inspector Licensing, working with the N.M. Motor Vehicle Department and County Assessors to ensure uniform rules and regulations in the sale of manufactured housing, supporting job growth, and more.

We’ve accomplished a lot this year – and by December 31 should have two more big projects (new name roll-out and moving) checked off our “to do” list. I’ve enjoyed getting to interact with the great leaders in Region XI and know each of you exemplify my theme – Lead by Example.

Listing & Purchase Agreement changes incorporating “time off market” procedures have been created.



Utah Association of REALTORS®

The Utah Association of REALTORS® has had a busy year with many initiatives and programs. Here are just a few of our accomplishments.

Solar Panel Addendum

More Utahans are taking advantage of the clean energy benefits and lower power bills offered by solar panels. In fact, the Solar Energy Industries Association ranks Utah as No. 6 on its list of the "Top 10 Solar States."

In a recent class at our state convention, nearly every attendee indicated they had worked on a transaction that involved solar.

As solar systems become more common, we felt it was important to be proactive in addressing potential transaction pitfalls. Working together with solar companies, title representatives and real estate attorneys, we created a new Solar Panel Addendum that will help our members clarify up front the ownership and financing issues associated with solar.

This form does several important things: 1) defines a solar system, 2) clarifies that everything presently in place and associated with that system stays with the property unless specifically excluded, 3) discloses financial obligations associated with the system and 4) addresses whether the buyer or seller will satisfy any outstanding payments.

We've also updated our seller

disclosures to address solar panel issues.

We hope these resources will go a long way in preventing problems with solar panel transactions.

Housing Gap Coalition

Like in many of your areas, housing affordability is a concern in Utah. The Utah Association of REALTORS® has partnered with the Salt Lake Chamber to create a Housing Gap Coalition to bring this issue to the public's attention. By doing so, we hope to generate more community support for higher-density affordable housing projects.

So far, we've received significant media coverage on the issue. Our partners will also be reaching out to local governments to identify ways to reduce the excess regulations that artificially drive up home prices.

Our goal is to promote the creation of more affordable housing in the months and years ahead.

Social Media

While the UAR has had a Facebook presence for many years, we decided this year to increase the content that we publish on the platform and increase the number of members who follow our page.

We've focused on providing content that will provide value to our members, including legal tips, housing statistics, UAR news, education videos and Facebook Live interviews. Most popular are localized infographics that show how Utah's real estate markets



Benjamin Brown President

are performing relative to other areas.

Our content strategy is working. Since the beginning of the year, we've increased our number of followers by 41 percent and our page likes by 40 percent. Our members are also actively commenting on the posts and sharing them with their networks.

REALTOR® Party

We're also proud of the fact that we've raised more than \$800,000 for RPAC even though we're a state with only 16,000 members. As of the end of September, we also had more than 250 major investors.

Additionally, we reached a 23 percent response rate on the flood insurance call for action even though we're the second-driest state in the nation.

I want to thank all our local boards for the hard work they've put in to reach these RPAC and advocacy goals. We couldn't do it without them!

Thank you to all those in Region 11 who have shared ideas and insights with us this year. I want to especially thank Cathy Colvin for all the time and energy she's put into being RVP. Thank you for doing such a great job!

Utah has created a new Solar Panel Addendum to help members clarify up front the issues associated with solar.



Congressman John Curtis met with Utah REALTORS® to hear members' concerns about federal issues impacting the local real estate market.

Wyoming REALTORS®

Wyoming REALTORS® has had a fantastic year with many new initiatives coming to life. We created a **State Political Coordinator Program** that mirrors NAR's FPC program. This year we have been working to pair up our legislators with their favorite REALTORS® member; we asked them all who they would like to work with. Our goal is to have the program set up entirely and ready to use during the 2019 legislative session. Jim Weaver, Political Advocacy Chair and Laurie Urbigkit, GAD, have done a fantastic job.

This year we decided to tackle a pretty large project, a **total forms re-write**. Sometime in early 2019 we will roll out a shortened standard form with an extensive library of additional provision clauses that work as an ala-carte menu. Members can choose what applies to the specific transaction and leave out unnecessary items. Max Minnick has chaired the forms committee this year and helped to make this a success.

In 2018 the **Wyoming REALTOR® Party** was created, which focused on meeting the new requirements for RPAC, advocacy efforts, and education throughout the state. This was spear-headed by Shelly Duncan and through her constant harassment of local boards, we are pleased to announce that Wyoming earned the President's Cup. However, you won't see Shelly listed as our

RPAC chair because she had to step down when she decided to run for the State House and she won her primary. If you would like more information on this program, we are happy to share what we created with other states.

State conference was a huge success with excellent education and an incredible keynote speaker. Jim Davidson is from Colorado and shares inspirational stories about facing life's adventures and overcoming adversity. I highly recommend him. We also had a wildly successful RPAC event and raised over \$25k. For our small state, that is a huge number. We put on the Price is Right and although I lost a small amount of dignity dressing as one of Barker's Beauties, I couldn't be more proud of the event. We made all the games so that this is a traveling show that local boards can take and use for fund raisers.

We created a 501(c)3 at the state level for local boards to use as they need. We have many small (tiny) boards in our state that don't have the resources to start one.

Our members voted to change our name from Wyoming Association of Realtors®, to



Devon Viehman President

Wyoming REALTORS®. It connects with the consumer more and hopefully one day we will stop calling ourselves "WAR".

Looking ahead to 2019, we have a couple potential legislative issues. The real estate transfer tax continues to show up each year and we are considering a constitutional amendment. We have to see how the elections go and who our REALTORS® champions will be before we decide to proceed.

In Wyoming, it is currently illegal for a Broker to pay an LLC that has more than one member. We know that this is being practiced across our state and plan to address this to protect our members.

The new Wyoming REALTOR® Party's efforts helped us win a 2018 President's Cup.



2018 Highlights

