



The Greater Lakes Association of REALTORS®



VOLUME 2018, ISSUE 10

REALTOR® ADVISOR

OCTOBER 2018

~MESSAGE FROM THE PRESIDENT~

Boy! did this year, as president, fly by for me. Your new leadership will be stepping up in October and I have to say they will be a great team. Sitting on your Board was not only a privilege, but it broadened my perspective on this profession that I love.

Please, please, please consider becoming more involved! Sit on a committee, put your hat in the ring to become a board member, join GLAR's foundation board.

These volunteer positions will strengthen you as a REALTOR and you will receive so much more than you give. The relationships we form through GLAR are respectful and strong. Pulling as a team, each volunteer can work within their gifted areas. This brings about great success and is not burdensome.

So, with that I will say "thank you". It's been a great year and I hope you will all join us for a wonderful retirement send-off for Janie.

Don't forget to register!

Laurie A. Moe-Greer GRI*
Owner/Broker Coldwell Banker/Cedar Point Realty
218-838-7816



~MESSAGE FROM YOUR CEO~

Being your CEO has been a FANTASTIC opportunity for me. It has been a great job and I have met wonderful people (YOU)! I want to thank you for all your support throughout the years. It is rare that one gets to work with leadership who is supportive and always ready to go the extra mile to make the Association what it is today.



It is now time to hand over the office to Dolly Matten, who will be a great Executive Director. We have been working diligently together to get Dolly ready for the transition.

I also want to thank April and Christy, who are also new this year and have taken on their roles with excitement and joy. They will be here to help you in all your membership needs.

I hope to see all of you at the Installation of Officers and my Retirement Party, Tuesday, October 16th at Breezy Point Resort Convention Center. Join your new leadership as they take the oath to lead you the next couple of years.

Thank you for a wonderful 33 years!

Janice Weston



2018 MNAR Washington, DC

T.J. Simon-MNAR Director

This is a trip that I will remember because of the fair housing celebration and teaching session. It is hard to believe that in our world of not too many years ago the prejudice and redlining went on as much as it did. I know this is a continued fight for our country and we as Realtors need to be better and help provide customers with homes that they want and keep the American Dream of homeownership alive and well.

As I think about Washington and the process of creating laws and passing legislation and how long the process takes, to be a part to make sure that our property rights are being protected is a full-time job for our NAR Lobbyists. There is so much that goes on that our media does not become a part of and that is the real work that is being done in Washington. We need to continue to ask questions and provide real life experiences on how their legislation affects us on the streets.

We really pushed the Flood insurance because that does affect us here in our areas with all the flood maps and if not in place we are unable to close on property if flood insurance does expire.

2017 NAR Convention Recap

Brad Wadsten-Treasurer

I had the privilege of attending the NAR Convention in Chicago in November of 2017 along with members of the GLAR Board and truly enjoyed the opportunity to meet other Realtors from across the country and around the globe. We discussed real estate trends in their markets and how the consumer looked to Realtors for assistance in making real estate purchases.

Of the many valuable experiences, I have had at the NAR Convention over the years, two that I have found most informative are the Residential and Commercial Economic Issues and Trends Forum, hosted by Lawrence Yun, along with an official of the Regional Federal Reserve District nearest the host city. Lawrence Yun is the Chief Economist and Senior Vice President of Research at the NATIONAL ASSOCIATION OF REALTORS and has a wonderful grasp of how the economy is performing, and how economic trends impact the real estate industry.

One interesting topic that has impacted the residential construction market the most and was predicted to continue to be an issue nationally, was the lack of skilled labor. New construction home starts have been running about 50% below what the market could absorb based on demand rates. In other words, with available land being adequate, the need to draw new construction workers in to the industry is something all of us should be aware of and perhaps focus on with our local schools and trade schools.

I look forward to comparing the economic predictions made in November 2017 against the actual performances we have achieved and will report back following the 2018 NAR Convention which will be held on November 2-5, 2018 in Boston, Massachusetts.

~UPCOMING GLAR EDUCATION~

BE PREPARED...**DON'T WAIT UNTIL THE LAST MINUTE!**

GLAR has upcoming education classes, check the schedule on the website and remember, *Ethics is required every two years!*

IMPORTANT INFORMATIONAL WEBSITES

*Department of Commerce -
www.commerce.state.mn.us

*Greater Lakes Association of
REALTORS®
www.greaterlakesrealtors.com

*Minnesota Association of
REALTORS®
www.mnrealtor.com

*National Association of REALTORS®
www.nar.realtor

JOIN THE TEAM!

Become a Committee Member!

- Bylaws
- Budget
- Education
- Governmental Affairs
- Membership
- MLS
- Public Relations
- Special Events
- Technology

GLAR has many projects and events for you to get involved! We are always looking for fresh faces and new ideas! Contact the Committee Chair at: 218-828-4567.



DATES	CLASSES	TIMES	CREDITS
Oct 10	Required Module-Risk Management	8:30a – 12:15p	3.75
Oct 10	You Be The Judge	1:15p – 5:00p	3.75
Oct 11	What's New 2019	8:30a – 12:15p	3.75
Oct 11	How Does This Measure Up?	1:15p – 5:00p	3.75
Oct 17	MLS Basics	1:00p – 5:00p	4.00
Oct 24	New Member Orientation	9:00a – 12:00p	3.00
Oct 24	Lets Be Professional-Ethics (Class Full)	1:00p – 4:00p	3.00

The above classes have been approved by the MN DOC for the number of hours specified for real estate and/or appraiser continuing education.

~GLAR AFFILIATES~ (1 OF 2)

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~GLAR AFFILIATES~ (2 OF 2)

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 Insty Prints
 Insurance Advisors
 Jamie Koop Insurance
 Klein & Fleming Insurance Services
 Lakes Area Habitat for Humanity
 Larson Abstract Co.
 Leer Title Services
 Mayo Creek Home Inspection Services
 Members Cooperative Credit Union
 Members Cooperative Credit Union
 Mid MN Builders Association
 Mid MN Federal Credit Union
 Mortgage Lending Services, LLC
 Navigator Home Inspections
 Neighborhood National Bank
 Noble Escrow & Title
 Nor-Son, Inc.
 Odor Eliminators
 Pine Country Bank
 PrimeLending
 Property Source
 Randall State Bank
 Restoration 1 of Northern MN
 RiverWood Bank
 ServiceMaster
 Surety Home Inspection Team, LLC
 The Blue i Group LLC
 Tradition Mortgage
 US Bank
 US Bank
 Wells Fargo Home Mortgage
 Whitebirch Home Inspection Services

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 Jonathan Kline
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 Laurie Whitlow
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**SAVE THE
DATE!**

Thursday, November 29, 2018
4:30pm – 8:00pm

GLAR Holiday Party & Ugly Sweater Contest!
Sponsored by Greater Lakes Associations of Realtors
Holiday Appreciation Dinner for all Realtors & Affiliates
 ~Details to come at later date

Friday, December 7, 2018
All Day Bell Ringing-Watch for Locations
Realtor & Affiliate Ring Day!
sponsored by Greater Lakes Associations of Realtors
 ~Details to come at later date

~GLAR LEADERSHIP TEAM 2017–2018~

Board of Directors meet every 3rd Thursday of the Month at 10:30am.

PRESIDENT

Laurie Moe-Greer
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PRESIDENT ELECT

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MNAR DIRECTOR

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GLAR FOUNDATION

President: Sandy Swanson; President Elect: Laurie Moe Greer; Secretary: Jennifer Werhan;
Directors: Janene Imgrund, Angie Schultz & Kelly Woodman



Code of Ethics Required Every 2 Years.

All Meetings and Education are held at GLAR unless otherwise noted

~GLAR COMMITTEES~

Meetings are every 3rd Thursday of the Month starting at 9:00am.

GLAR COMMITTEE VOLUNTEERS

GLAR COMMITTEE VOLUNTEERS			
BUDGET	BYLAWS	EDUCATION	GOV AFFAIRS – RPAC
Pete Thomes, Chair	Matt Pecarich, Chair	Renee Nieman, Chair	Dolly Matten, Chair
Brad Wadsten, Director	Sheila Holley, Director	Angie Petersen, Director	Kevin Goedker, Director
Albin Kuschel	Doug Zaske	Breanna Sheley	Becky Rentz
Galen Johnson	Mike O'Connell	Colleen Goedker	Bill Brekken
Jim Ruttger	Tim Nelson	Dennise Sonnee	Brad Wadsten
T.J. Simon	Viny Van Roekel	Dinah Sundberg	Brian Wallin
		Dolly Matten	Carrie Ruud
MEMBERSHIP	MLS	Keith Schwankl	Doug Kern
Sandy Bebler, Chair	Jim Eisler, Chair	Preston Peters	
Laurie Simonson, Director	Theresa Bilben, Director	Ronda Bjornson	SPECIAL EVENTS
Matt Przybilla	Galen Johnson	Sandy Swanson	Mike Koop, Chair
Raelyn Borg	Jack Antolak	Traci Balder	Shayna McCulloch, Director
Steve Gall	Jim Ruttger		Ben Bergjuis
Tanner Rogers	Rod Osterloh	PUBLIC RELATIONS	Carolyn Olson
	TECHNOLOGY	MARKETING	Dan Evans
	Suz Pohl, Chair	Jodie Garceau	Jodie Garceau
	Tom Sandelands, Chair	Bill Satre, Director	Pam Braland
	Matt Wadsten	Anthony Koop	Sam Horn
	Shelly Satre	Chris Jacques	Sindy Shanks
Eli Kohorst	Jenny Carlson	Traci Balder	Traci Balder

Are you looking for something rewarding and would like to be amongst other great people?

Yes? Maybe? More Info?

COME VOLUNTEER WITH US!



- ~Come be on any of these committees listed above.
- ~We welcome new faces and embrace new ideas!
- ~Above is our awesome group of people that already volunteer with GLAR Committees.

Click on the application form to your right. Fill it out and email it to office@greaterlakesrealtors.com or stop by the office to drop off.

~GLAR BOARD ACCEPTED MEMBERSHIP~

Welcome

Brianna Anderson – Sandelands Realty
 Carol Amundson – Weichert Realty
 Doug Happe – EXIT Lakes Realty Premier
 John Groenwold – M2 Real Estate Group
 Karri Barrick – Help You Buy Real Estate LLC
 Tom Paulbeck – First National Investments Services

NEW GLAR APPLICATIONS

Amanda Polito – Keller Williams Realty Professionals
 Brooke Novak – EXIT Lakes Realty Premier
 Colton Maher – Woods to Water Real Estate
 Dan Evans – Keller Williams Realty Professionals
 Eli Kohorst – Kurilla Real Estate
 Jill Bieloh – Bill Hansen Realty
 Karin Nelson – M2 Real Estate Group Inc
 Madison Arens – Kurilla Real Estate
 Reed Franklin – EXIT Lakes Realty Premier



MEMBERS ON THE MOVE...

Lisa Taylor – Edina Realty
 Marty Schwab – Edina Realty



NEW MLS ONLY APPLICATIONS

Barbara Backstrom – Coldwell Banker Preferred Partners
 Bernadette Aguilera – Edina Realty Hackensack
 Jerry James – RE/MAX Thousand Lakes

NEW MLS OFFICE STAFF

Leslie Rowland – RE/MAX Lakes Area Realty
 Darla Bethel – Edina Realty

NO LONGER GLAR MEMBERS



Cody Karst – EXIT Lakes Realty Premier
 Larry Getchell – Lakes Appraisals, LLC
 Tara Casper – EXIT Lakes Realty Premier
 Elissa Hartwig – Aspen Real Estate
 Shannon Bowman – Edina Realty
 Tami Elstad – Weichert Realtors
 Terrie Obrycki – Lake Country Properties