

# NDAA News

North Dakota Appraisers Association

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## Quarterly Newsletter – 2<sup>nd</sup> Quarter, 2024

### President's Letter

Dear NDAA Members,

I hope you all had a wonderful Independence Day! Reflecting on the first half of 2024, I'm optimistic about the significant progress we've made together at the NDAA. Our collective efforts and achievements have established a solid foundation for continued success in the second half of the year and beyond.

We recently said goodbye to our Executive Administrator, Debbie Ellerton. Debbie has been the heart and soul of the NDAA since its inception, and her dedication and hard work have left a lasting mark on our association. If you haven't already, please reach out and thank her for her dedication and service to the NDAA. Also, please be sure and read Debbie's letter to membership enclosed as part of this newsletter.

At the same time, we are excited to welcome Katie Lauckner as our new Executive Administrator. Katie joined us in April and has been busy training with Debbie in preparation for taking over as the Executive Administrator on July 1<sup>st</sup>. We are excited to have Katie on board and encourage you to extend a warm welcome and be watching for her upcoming communications.

In April, we hosted another successful continuing education offering, reinforcing our commitment to providing top quality education to our members. Additionally, our legislative agenda has been established, laying the groundwork for the legislative session beginning in January of 2025. These efforts are vital in shaping a promising future for our profession.

Other highlights include the Membership and Marketing Committee working to define the criteria for an Honorary Membership. This initiative aims to recognize and honor those that have given so much of their time and expertise to the NDAA. Beyond this, our Board members and Committee Chairs and Members are dedicating countless hours to developing and implementing sound policy and state-of-the art technology. If any of these topics are of particular interest to you, please do not hesitate to reach out and get involved.

Looking forward to the latter part of summer, nominations will be accepted for three open positions on the 2025 Board of Directors. Please watch for further information regarding nomination timing and requirements. Despite the challenges we face, this is a time of tremendous opportunity for the NDAA. I encourage each of you to consider stepping up and playing a role in shaping the future of our profession.

Thank you for your continued support and dedication to the NDAA. We value your feedback and ideas, and we want to hear from you. Attending our virtual meetings is a great way to get involved and make your voice heard. Member participation is not just welcome—it is essential to our growth and progress.

Warm regards,  
Wade

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## Committee Reports

### Technology:

The Technology Committee is actively overhauling the technical operations of the NDAA at an organizational level.

We are currently immersed in the Microsoft 365 business platform and are facilitating the Executive Secretary's transition to SharePoint. This includes configuring data backups and managing email correspondence.

Additionally, we are preparing best practice recommendations for the Board of Directors. These recommendations are designed to save time and benefit the overall organization. We plan to present them to the Board of Directors this fall.

-Committee Chair, David Whartnaby

### Government Affairs:

The Government Affairs committee is in the process of preparing for the upcoming, 2025 North Dakota Legislative Session. The committee will be working to bring forward two bills this upcoming legislative session next January. Committee Chairman Dean Rylander and board member Representative Steve Vetter are currently working to gain allies to help us pass these bills in the upcoming session. In order to do so, we need allies with a bigger voice than us. We hope the Bankers will work with us with on these proposed bills. In addition, we will be targeting legislators that may consider helping us. We will need your help. In the coming months, NDAA members should consider reaching out to their local legislators asking for their potential support.

-Committee Member, Steve Vetter

### Education/Events:

The classes being offered at the Annual Convention/Education being held December 5th and 6th, 2024 in Fargo at the Gate City Bank Conference Center are the following:

Day 1: Back To Basics: Fixing Dangerous Habits

Day 2: Supporting Adjustments

Both Classes will be taught by Josh Walitt of Walitt Solutions.

We are excited that the classes could apply to all types of appraising.

So save the dates and watch for more information on the annual conference and registering for these classes.

-Committee Member, Patricia Hodenfield

### Bylaws/Policy:

Patricia Hodenfield, committee chairperson, is in the process of drafting a policy manual for the NDAA as the NDAA does not have a policy manual. A draft of a policy manual will be put forth to the NDAA Board of Directors for review. It is also planned to review the drafted manual and then approve a final version at the annual Strategic Planning Summit in September.

-Committee Chair, Patricia Hodenfield

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## Membership & Marketing:

The NDAA's 1<sup>st</sup> Quarter 2024 Newsletter was completed and distributed to membership via email on April 16<sup>th</sup>, 2024. A link is available on the website if you did not receive an email. Development of the Second Quarter Newsletter commenced with updates on the demographic breakdown of NDAA members in comparison to 2023 state and national demographics.

Throughout the second quarter the Membership and Marketing Committee made efforts to reach out to non-NDAA apprentices within North Dakota. Promotional emails were sent with brochures that provided information about the NDAA and stressed the benefits of joining the NDAA as an apprentice. It made apprentices in their first 3 years of apprenticeship aware of the free NDAA membership opportunity. The Membership and Marketing Committee will continue to reach out to new apprentices throughout the state of North Dakota each quarter.

At the June 18<sup>th</sup>, 2024 NDAA Board of Directors meeting, the Membership and Marketing Committee brought forward two initiatives. First, the Membership and Marketing Committee had developed a first draft of policy and procedures for the Honorary Membership. After some feedback, the board recommended that certain revisions be made. A second draft of the policy and procedures will be presented at the September Summit.

Second, the Membership and Marketing Committee requested the formation of an Apprentice Task Force. The NDAA Board of Directors approved the request. This task force will be exploring opportunities to better support apprentices through a variety of means including networking events, providing information on the licensing paths, and working with the North Dakota Real Estate Appraiser Board to facilitate licensing upgrades more effectively. More information will be brought forward by the taskforce to the September Summit.

For the upcoming quarters of 2024, the Membership and Marketing Committee will be focusing on reaching out to non-NDAA appraisers, formulating purpose and mission statements for this newly combined committee, and most importantly, prepping membership for the NDAA Board of Directors nominations and following elections.

Membership, please start thinking about the upcoming NDAA Board of Directors elections and prepare your nominations. Nominations, to include self-nominations, must be submitted by September 30<sup>th</sup>, 2024. Further instructions will be provided to membership via email by August 15<sup>th</sup>, 2024.

If you have questions, concerns, suggestions or would like to serve on the NDAA Membership and Marketing Committee please contact Bill Gion at 701-690-7633 or [gionappraisal@gmail.com](mailto:gionappraisal@gmail.com) or Alexandra Horner at 701-751-4496 or [alexandra@boulderappraisal.com](mailto:alexandra@boulderappraisal.com). We meet on an as needed basis, typically via Teams calls.

-Committee Co-Chairs, Bill Gion and Alexandra Horner

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## Letter From Debbie

Greetings North Dakota Appraisers!

I am so blessed to have been able to support and assist in building NDAA into what it is today! The appraisers in ND were ready for this association. Those who stepped forward and gave time and energy to start from ground zero to what it is, are truly a treasure and appreciated. There were so many – not only the Board of Directors but all those who became Charter Members! It would not have happened without you!

I would love to go on for pages noting of each person's contribution to NDAA, their sacrifices of time and energy from their families and appraisal practices. I want to keep this message short ... but I know how grateful I/we are to have/had the leadership and your support!

With no exception each and every year the leadership team has elevated the organization. They continue to support the Appraisal Profession in North Dakota and be a voice for the appraisers (you).

If you have not attended a Board of Directors Meeting, I encourage you to do so. Not only that, I encourage you to work with a committee and learn more about what NDAA is doing for you. I believe anyone who participates on a committee and steps up to run as a Director on the Board will learn volumes about the Real Estate profession in North Dakota. It is an invaluable experience.

I am not only proud of NDAA, but I have made countless friendships. I will continue to follow the great things the organization is doing for the ND Appraisers. You are in good hands with your leadership team and your new Executive Administrator, Katie Lauckner. You are going to like her!

Ps: Make sure you keep your profile on the Website up to date, support NDAA sponsored education, donate a few extra dollars to the Legislative and Scholarship Fund, and attend the conferences in person to network with your peers. You won't be disappointed!

And remember... Dance! It's Good for the Heart!

Love,

Debbie



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## Important Topics, Links, & Reminders

### Important Issue: North Dakota and National Real Estate Appraisers Demographics

For this quarter's newsletter, three sets of demographics are provided. The 2024 demographics of NDAA real estate appraisers, the 2023 demographics of overall North Dakota real estate appraisers (inclusive of both NDAA members and non-NDAA appraisers), and national statistics compiled by the Appraisal Institute will be presented. Please check out the following "Important Links" section of the newsletter for further information on the data provided by the Appraisal Institute as well as national demographic information provided by The Appraisal Foundation. Thank you to the North Dakota Real Estate Appraiser Board for the time spent on compiling NDAA and state demographic data!

The following is a 2024 demographics breakdown of NDAA real estate appraisers based off information provided by the North Dakota Real Estate Appraiser Board:

### 2024 NDAA Appraiser Demographics

	<u>Total</u>	<u>Percent</u>
<b><u>Total</u></b>	133	100%
<b><u>Age Range</u></b>		
>66	26	20%
51-65	49	37%
36-50	44	33%
26-35	12	9%
<25	2	2%
<b><u>Gender</u></b>		
Male	81	61%
Female	52	39%
<b><u>Licensing Level</u></b>		
Apprentice	14	11%
Licensed	17	13%
Certified Residential	46	35%
Certified General	56	42%
<b><u>In vs. Out of State</u></b>		
In State	111	83%
Out of State	22	17%

# NDAAs News

North Dakota Appraisers Association

The following charts provide a further breakdown on the demographics of each of the licensing groups:

## Apprentice Demographics

	<u>Total</u>	<u>Percent</u>
<u>Total</u>	14	100%
<u>Age Range</u>		
>66	0	0%
51-65	1	7%
36-50	8	57%
26-35	3	21%
<25	2	14%
<u>Gender</u>		
Male	7	50%
Female	7	50%
<u>In vs. Out of State</u>		
In State	11	79%
Out of State	3	21%

## Licensed Demographics

	<u>Total</u>	<u>Percent</u>
<u>Total</u>	17	100%
<u>Age Range</u>		
>66	3	18%
51-65	7	41%
36-50	4	24%
26-35	3	18%
<25	0	0%
<u>Gender</u>		
Male	12	71%
Female	5	29%
<u>In vs. Out of State</u>		
In State	16	94%
Out of State	1	6%

## Certified Residential Demographics

	<u>Total</u>	<u>Percent</u>
<u>Total</u>	46	100%
<u>Age Range</u>		
>66	3	7%
51-65	26	57%
36-50	15	33%
26-35	2	4%
<25	0	0%
<u>Gender</u>		
Male	20	43%
Female	26	57%
<u>In vs. Out of State</u>		
In State	40	87%
Out of State	6	13%

## Certified General Demographics

	<u>Total</u>	<u>Percent</u>
<u>Total</u>	56	100%
<u>Age Range</u>		
>66	20	36%
51-65	15	27%
36-50	17	30%
26-35	4	7%
<25	0	0%
<u>Gender</u>		
Male	42	75%
Female	14	25%
<u>In vs. Out of State</u>		
In State	44	79%
Out of State	12	21%



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The following is a 2023 demographics breakdown of North Dakota real estate appraisers, to include both NDAA members and non-NDAA members, based off information provided by the North Dakota Real Estate Appraiser Board:

## **2023 North Dakota Appraisers Demographics**

	<b><u>Total</u></b>	<b><u>Percent</u></b>
<b><u>Total</u></b>	352	100%
<b><u>Age Range</u></b>		
>66	65	18%
51-65	118	34%
36-50	127	36%
26-35	37	11%
<25	5	1%
<b><u>Gender</u></b>		
Male	255	72%
Female	97	28%
<b><u>Licensing Level</u></b>		
Apprentice	33	9%
Licensed	31	9%
Certified Residential	87	25%
Certified General	201	57%
<b><u>In vs. Out of State</u></b>		
In State	200	57%
Out of State	152	43%

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The following charts provide a further breakdown on the demographics of each of the licensing groups:

<u>Apprentice Demographics</u>		
	<u>Total</u>	<u>Percent</u>
<u>Total</u>	33	100%
<u>Age Range</u>		
>66	0	0%
51-65	3	9%
36-50	12	36%
26-35	13	39%
<25	5	15%
<u>Gender</u>		
Male	18	55%
Female	15	45%
<u>In vs. Out of State</u>		
In State	30	91%
Out of State	3	9%

<u>Licensed Demographics</u>		
	<u>Total</u>	<u>Percent</u>
<u>Total</u>	31	100%
<u>Age Range</u>		
>66	7	23%
51-65	11	35%
36-50	10	32%
26-35	3	10%
<25	0	0%
<u>Gender</u>		
Male	21	68%
Female	10	32%
<u>In vs. Out of State</u>		
In State	27	87%
Out of State	4	13%

<u>Certified Residential Demographics</u>		
	<u>Total</u>	<u>Percent</u>
<u>Total</u>	87	100%
<u>Age Range</u>		
>66	8	9%
51-65	45	52%
36-50	29	33%
26-35	5	6%
<25	0	0%
<u>Gender</u>		
Male	50	57%
Female	37	43%
<u>In vs. Out of State</u>		
In State	66	76%
Out of State	21	24%

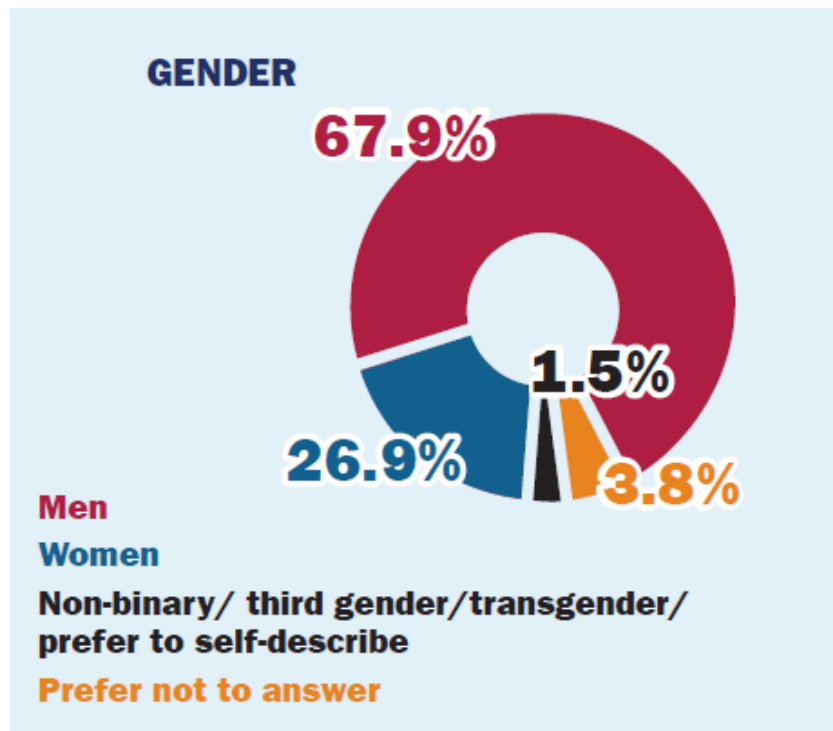
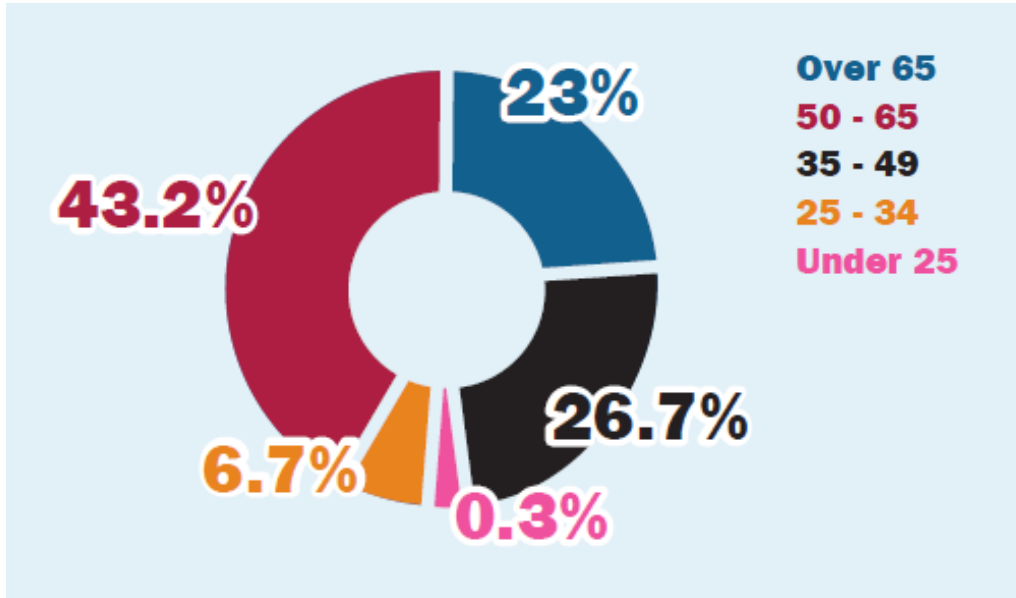
<u>Certified General Demographics</u>		
	<u>Total</u>	<u>Percent</u>
<u>Total</u>	201	100%
<u>Age Range</u>		
>66	50	25%
51-65	59	29%
36-50	76	38%
26-35	16	8%
<25	0	0%
<u>Gender</u>		
Male	166	83%
Female	35	17%
<u>In vs. Out of State</u>		
In State	124	62%
Out of State	77	38%



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The following is breakdown on the national demographics of appraisers based on information released by the Appraisal Institute in 2023\*:

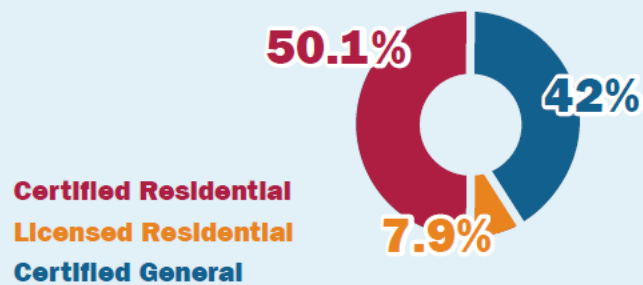


# NDAAs News

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## TOTAL U.S. APPRAISERS AND NUMBERS OF LICENSES/CERTIFICATIONS

As of December 2022 there were 93,665 active licenses held by an estimated 70,000 licensed or certified real estate appraisers in the U.S. The composition of active licenses were:



## HISTORIC VALUES 2019 - 2021

Year as of December

<b>2021</b>	<b>50.3%</b>	<b>7.7%</b>	<b>42%</b>
<b>2020</b>	<b>50.6%</b>	<b>7.5%</b>	<b>41.9%</b>
<b>2019</b>	<b>50.4%</b>	<b>7.7%</b>	<b>41.9%</b>

\* Demographic statistics were derived from the Appraisal Subcommittee (ASC) National Registry Data from December 2019 to December 2022. Additional demographic statistics were derived from an Appraisal Institute survey conducted in 2022 that contacted 26,446 randomly selected real estate valuation professionals and resulted in 2,631 total survey responses. The survey's margin of error is about 1.88% at a 95% confidence interval.

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## Important Links:

Appraisal Institute: [2023 Appraiser Demographics](#)

The Appraisal Foundation: [2024 Demographic Survey Results](#)

The Appraisal Foundation: [Appraiser Talk Podcast](#)

North Dakota Appraisers Association: [NDAA Website](#)

North Dakota Appraisers Association: [Facebook](#)

## Important News & Reminders:

- **Upcoming Elections:** Please start thinking about the upcoming 2025 NDAA Board of Directors elections and prepare your nominations. There will be 3 positions available. Nominations, to include self-nominations, must be submitted by September 30<sup>th</sup>, 2024. Further instructions will be provided to membership via email by August 15<sup>th</sup>, 2024.
- **Parting Thoughts from Debbie Ellerton:** As of July 1, 2024, the NDAA's long-time Executive Administrator, Debbie Ellerton, has stepped down from her role. Prior to leaving, she spent several months training the NDAA's new Executive Administrator, Katie Lauckner. Thank you again to Debbie for all her years of hard work for the NDAA! Please check out the "Letter From Debbie" section of this newsletter to read Debbie's parting thoughts as she steps down from her role as Executive Administrator.
- **Support for Kathy Huss:** In January 2024, Kathy Huss, the longstanding NDAA Education/Events Committee chair, was diagnosed with breast cancer: Stage 1 Invasive Ductile Carcinoma - of the Triple Negative variety. To see how you can help support Kathy during this time, please visit her [CaringBridge Website](#) or provide a meal for her and her family at her [Give InKind Website](#).

## Membership Recognitions & Achievements:

### Credentialing Upgrades

Megan Aaland – Licensed – April 2024 (Via Reciprocity with MN)\*

\*NDAA Member

### Special Designations/Accreditations

If you or another appraiser have recently received a designation/accreditation please let us know at [alexandra@boulderappraisal.com](mailto:alexandra@boulderappraisal.com) to be featured in future newsletters.

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## Upcoming Events – 3<sup>rd</sup> Quarter, 2024

**9/12/24:** Strategic Planning Session – Bismarck, ND

**9/13/24:** Strategic Planning Session – Bismarck, ND

**\*9/13/24:** Board of Directors Meeting – Open to NDAA Membership

\*Exact time has yet to be determined. Please check the NDAA website and/or NDAA Facebook Page for updates and further details.

## Apprentice/New Member Spotlight

**Name:** Brady Butenhoff

**Question #1:** *Where are you from and in what areas of the state do you appraise?*

I am from Barnesville, MN and appraise in the Eastern Half of ND.

**Question #2:** *How long have you been appraising?*

I have been an apprentice appraiser since November of 2022.

**Question #3:** *Who do you work for and what type of appraisal work do you perform?*

I work for Farmers National Company and primarily appraise farmland and farm buildings.

**Question #4:** *Who got you started in the appraisal profession and why does it interest you?*

A couple of people from my hometown are appraisers and I thought that it was an interesting way to stay involved in agriculture.

**Question #5:** *What type of credentialing are you seeking and when do you anticipate achieving it?*

I am working toward getting my Certified General License and hope to attain it in the first part of 2025.

**Question #6:** *Who or what has had the greatest influence on your appraisal career thus far?*

I am fortunate enough to have 2 top notch supervisor appraisers, Dale Weston and Kyle Nelson, who have given me guidance and direction in my journey to become a Certified General Appraiser.

**Question #7:** *What has been the biggest surprise about the appraisal profession?*

The differences that occur between appraisals even though up front they seem that they could be similar appraisals.

**Question #8:** *What do you see as the biggest challenges facing the appraisal profession?*

Some of the biggest challenges I foresee in the appraisal profession, at least in ag or rural appraisal, is that there are fewer new appraisers compared to those that are retiring.



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## Contact Information

Please feel free to reach out to any members on the North Dakota Appraisers Association Board of Directors for comments, questions, or future opportunities to volunteer:

President:	Wade Becker – Bismarck, ND / (701)751-4496 <a href="mailto:wade@boulderappraisal.com">wade@boulderappraisal.com</a>
Vice President:	Patricia Hodenfield – Bismarck, ND / (701)595-2151 <a href="mailto:horizonappraisals@yahoo.com">horizonappraisals@yahoo.com</a>
Secretary Treasurer:	Joe Sumers – Fargo, ND / (701)200-9610 <a href="mailto:jsumers@fibt.com">jsumers@fibt.com</a> <a href="mailto:joseph.sumers@gmail.com">joseph.sumers@gmail.com</a>
Director:	Bill Gion – Regent, ND / (701)264-8191 <a href="mailto:gionappraisal@gmail.com">gionappraisal@gmail.com</a>
Director:	Kevin Ternes – Minot, ND / (701)833-8110 <a href="mailto:kevin.ternes24@gmail.com">kevin.ternes24@gmail.com</a>
Director:	David Whartnaby – Fargo, ND / (701)866-0019 <a href="mailto:david@blackdogappraisal.com">david@blackdogappraisal.com</a>
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Director:	Steve Vetter – Grand Forks, ND / (612)770-8689 <a href="mailto:steve@appraisaloffice.com">steve@appraisaloffice.com</a>
Executive Administrators:	Katie Lauckner <a href="mailto:support@ndappraisers.org">support@ndappraisers.org</a>

**Submit comments and ideas for future newsletters to Alexandra Horner at [alexandra@boulderappraisal.com](mailto:alexandra@boulderappraisal.com).**