

Quarterly Newsletter – 3rd Quarter, 2024

President's Letter

Dear NDAA Members,

I hope you have all been enjoying the unseasonably warm weather as it has given us a bit of an extended summer! As we wrap up the third quarter, I'd like to take a moment to reflect on the productive work that took place during our annual Strategic Planning event, held in Bismarck in mid-September. The NDAA Board of Directors, Committee Chairs, and members from the ND Real Estate Appraiser Qualifications & Ethics Board came together for two very productive days, and I'm excited to share some key highlights from this event.

First, we finalized our legislative plan for the fast-approaching 2025 legislative session. Additionally, we established an Honorary Membership to recognize and honor those that have given so much of their time and expertise to the NDAA. We also made further progress on the newly established Apprentice Task Force, which is an essential step in ensuring the future of our profession. Beyond this, a policy manual was created, and I'm pleased to announce the upcoming implementation of a streamlined way to communicate and share information through Microsoft SharePoint. For more details on these exciting initiatives, I encourage you to read each of the Committee Reports included in this Newsletter.

With the arrival of fall comes our annual elections. I encourage each of you to review the candidate questionnaires to get to know the individuals running for open Board positions, and their thoughts and opinions on issues facing the appraisal profession. A mix of new and returning Board members as candidates is a great reflection of the positive work being done at the NDAA. You'll receive an electronic ballot soon, and I urge you all to participate in the voting process. Your voice is important!

Looking ahead, we are also preparing for our annual convention, which will take place in Fargo on December 5th and 6th. This two-day educational event is our best opportunity to connect, exchange ideas, and catch up with both new and familiar faces. I strongly encourage you to attend in-person, as nothing quite compares to the value of these gatherings.

Thank you for your continued support and dedication to the NDAA. Member participation is vital to our growth and progress. I look forward to seeing you all in Fargo and to working together as we continue to strengthen and advance our profession.

Warm regards,
Wade

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Committee Reports

Technology:

The NDAA website represents the finished product visible to all NDAA members and the general public. With its completion, the Technology Committee is now focusing on the development and configuration of eight SharePoint sites for internal use. This internal system complements the website and addresses additional organizational needs. It will serve as a centralized data hub, facilitating the creation, sharing, and automated backup of documents produced primarily by the Executive Administrator, Executive Committee, Board of Directors, and Active Committee Members. Many of these materials will eventually be published on the website or shared via email. Training materials and resources will be developed to ensure users can effectively navigate the internal platform, facilitating a smooth transition.

In summary, with the website complete, the focus has shifted to enhancing internal communication, workflow, and data management at an organizational level.

As always, we welcome new volunteers to join our committee. Your voice counts!

Thank you!

-Committee Chair, David Whartnaby

Education/Events:

We are less than 2 months away from our annual conference which will be held in Fargo on December 5 and 6 at the Swiontek Center at Gate City Bank! We are excited to bring Josh Walitt back as our instructor for 2 great classes! One class will be on supporting adjustments and the other class is about fixing dangerous habits in our daily practice. Josh was well received in the past and he is excited to be coming back to ND!

We are looking forward to hopefully offering a class on the new residential forms when one becomes available. There are big changes ahead for those appraisers and we strive to help keep you in the know!

Remember to mark your calendars for the 2024 Conference in Fargo on December 5th and 6th back at the Gate City Bank Swiontek Center!

We would love more people to actively help on this committee, both in year-round planning and at the time of the events. If you'd like to volunteer, please contact Kathy Huss at 701-261-0337 or at Kathyhuss@gatecity.bank.

-Committee Chair, Kathy Huss

Bylaws/Policy:

This committee's chairperson, Patricia Hodenfield, presented a Proposed Policy Manual to all NDAA Board of Directors in the end of July, 2024. The Proposed Policy Manual was reviewed by the Board of Directors and NDAA Committee chairs at the annual NDAA Board Summit held in the middle of September, 2024 in Bismarck.

Recommendations of changes were made at the Summit. Therefore, those final edits will be made, and then the NDAA Policy Manual will be then be presented to the NDAA Board at the next Board Meeting for approval. Patricia Hodenfield is also in the process of auditing the NDAA Bylaws to ensure they are correct from any prior membership votes.

-Committee Chair, Patricia Hodenfield

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Membership & Marketing:

The NDAA's 2nd Quarter 2024 Newsletter was completed and distributed to membership via email on July 15th, 2024. A link is available on the website if you did not receive an email. Development of the Third Quarter Newsletter commenced with a focus on the 2025 NDAA Board of Director and Secretary Treasurer Nominees.

At the September 13th, 2024 Board of Directors meeting, a finalized version of the Honorary Membership Policy and Procedures were approved by the board. The Honorary Membership will be an award open for nominations starting in 2025. The Membership & Marketing Committee will be working on developing a nomination form in the near future.

Further, at this same meeting, the Apprentice Taskforce requested approval from the Board to move forward with initiatives to better support Apprentice Appraisers throughout the state of North Dakota. These initiatives include identifying ways the NDAA can support existing Apprentices, increase community outreach to introduce new Apprentices into the industry, and continue conversations with the North Dakota Real Estate Appraiser Board about making the licensing upgrade process more efficient. The Board granted its approval.

Finally, the Nominations Committee, as part of the Membership and Marketing Committee, worked hard throughout the last quarter to recruit 2 candidates for the open NDAA Board of Director positions and 1 candidate for the open Secretary Treasurer position. Please take some time to read the forthcoming interviews with our nominees and make sure to vote in our upcoming elections.

Through the end of 2024 and into the beginning of 2025, additional tasks for the Membership and Marketing Committee will include focusing on reaching out to Non-NDAA Appraisers throughout the state of North Dakota, working on defining the Membership and Marketing Committee's Purpose and Objectives, and continue to explore additional NDAA membership awards.

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 or Alexandra Horner at 701-751-4496 or 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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Government Affairs:

The Government Affairs Committee has been working hard on 2025 legislative efforts. Both proposed bills are complete since July, and we have turned our attention to lobbying support from other related associations. Response has been positive from many Lending Associations with communication and meetings. We are not only asking for support for this legislative effort but taking it to the next step and asking for partners to advocate for this change. Additionally, the Governor has appointed a housing Advisory Committee that involves many different entities involved with housing of which this committee has reached out to us regarding our legislative efforts as well as discussion about the Appraisal profession and most importantly has taken an interest in the NDAA and accomplishments with Tax Assessors Grant, NDSU program, our new efforts towards Apprentice Appraisers, and national programs like PAREA.

We are being noticed and what we do and say collectively matters. While we do have many talking points regarding these proposed Bills, we should break it down into two categories.

#1) How the NDAA is making a difference. (we need to promote what we can accomplish)

The NDAA is committed to finding solutions for issues that hinder not only our profession but many other Real Estate professionals in the State. The industry has taken steps on a national basis to improve access to appraising by eliminating many barriers to the profession.

- Lowered experience hours for Apprentice / Trainee licensing.
- Lowered qualifying education required for licensing.
- Created alternative pathways to licensing upgrades for those without a BS degree.
- Created an entire new model and or training method called Practical Application of Real Estate Appraising (PAREA)

This new program creates a path to the appraising profession without the need of a supervisor. This eliminates barriers and shortens the time it takes to become an appraiser, while at the same time leaving the traditional option of supervisor/trainee method in place for a hybrid option. Many will take advantage of this new model that is available today.

However, the NDAA can do more and must do more right here in our own State.

- Created ndappraisers.org to include a search engine for the public and lending institutions to search for appraisers by application and location.
- The NDAA offers Apprentice Appraisers 3 years of membership Free for educational discounts and networking with experience appraisers.
- The NDAA offers Scholarships for qualifying education to apprentice and licensed appraisers.

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- The NDAA is working with NDSU to create a Real Estate Valuation Minor. This curriculum would provide qualifying education for the appraisal profession. Coupled with PAREA or supervisory Appraiser creates a powerful tool for newer and younger people to enter the profession. This is complete and waiting for final approval from the AQB.
- The NDAA has passed Legislation that provides an Assessors Grant that enhances Availability of and Access to Data, focusing on underserved rural areas of the State. Better access to data benefits Real Estate, Financial institutions but most importantly the public, especially in rural communities.

#2) Specific to the Evaluations Bill.

- The Federal Government's push to modernize the appraisal profession and process.
- In the past several years we have seen many changes not only in lending, but also in the impact it has on the appraisal profession. Starting with raising the de minimis (appraisal threshold) to \$400,000 for residential and more for commercial agricultural markets. The impact of this change is being seen today as the industry is now navigating these changes and developing products to use most effectively.
- Evaluations were created by the Federal Government to provide an appraisal alternative for low-risk loans in conjunction with the appraisal threshold. If we look at it from a lending risk point of view, products available today are, low to high, we start with the Appraisal Waiver – Valuation acceptance – Valuation acceptance with property data collection (PDC) – Evaluation – Desk Top Hybrid Appraisals – Hybrid Appraisal with PDC then the Appraisal. Currently today, Appraisers are not involved with the first 4 of these products.
- Further modernization will come as Fannie and Freddie roll out the new interactive forms, and who knows the future compounded with technology and AI software.
- Appraisers must change with it and provide services that accomplish the needs of the industry. The proposed Evaluations Bill does this. While USPAP is a critical must for Appraising and necessary for safe and sound lending practices and should not change for Appraisals, The Appraisers need some flexibility to provide these lesser products and services and not be bound by USPAP. The proposed Evaluations Bill does not remove any Federal or State Regulations for Appraisers or anyone else, it does not exclude evaluations from any other entity or individual. In-Fact, it only allows Appraisers to perform Evaluations outside of the confines of USPAP just like anyone else while keeping all other regulations in place.
- The current language in the North Dakota Century Code prohibits only Appraisers, from performing Evaluations. While this was not intentional at the time it was established in the 90's, times have changed, and the Century Code must be updated to fit the needs of Financial Institutions, Appraisers, and the Public using these services.
- Does it make sense to have a law that excludes the one entity that is best suited to perform valuation services from performing Evaluations?

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When the Legislative Session starts, we will have a “Call to Action” This will require your personal attention and require you to write a letter (email) to your State Representatives in your district. It is important that you stay in the talking points. While we do not and cannot have a form letter that is plug and play, Legislators ignore these, it is important we put forth the best points that promote the benefits to the State of North Dakota.

<https://ndlegis.gov/districts/2023-2024>

Benefits:

• For Lenders and Users of Lending Services:

- o Higher quality evaluations from trained professionals, reducing regulatory risk.
- o Time savings with a finished product requiring less internal labor for review.
- o Increased options for evaluation services, leading to better customer service.
- o Improved statewide service coverage, especially in rural areas.
- o Greater confidence in handling complex property evaluations.
- o Better products help alleviate regulatory burden of State Departments.

• For Appraisers:

- o Helps maintain steady work during periods of low lending volume, retaining professionals in the field.
- o Provides a valuable training tool for apprentice appraisers, shortening the path to licensing.
- o Removes legal restrictions that prevent appraisers from performing evaluations, allowing them to compete effectively.
- o Expands service offerings to lending clients, enhancing business opportunities.

• For the Public:

Access to evaluation professionals. Increased options for evaluation services.

Improved services from lending institutions.

Trained and qualified valuation experts.

Safety – Appraisers have background checks and fingerprinted.

Code of ethics and professional conduct.

It is our pleasure to serve the members of the NDAA. Making a difference for a better profession.

-Committee Chair, Dean Rylander

Important Topics, Links, & Reminders

Important Topics: NDAA Board Candidates Highlight

The following three candidates are running for the two open Board of Director and one open Secretary Treasurer positions. Each candidate was asked to complete a questionnaire consisting of three questions and submit a picture.

Name: Steve Vetter

Position: Board of Director

1. How long have you been appraising and what type of appraisal work do you perform?

I have been a residential appraiser since: apprentice 2012 licensed in 2013 and certified in 2019

2. Do you have experience on other boards or leadership type roles?

I have served in the legislature since 2017. I have served on other boards in my local area as a volunteer such as the Grand Forks Community Land Trust.

3. If you are currently an NDAA Board of Director member running for re-election: What has been your biggest accomplishment so far for the NDAA and what do you hope to achieve as Board of Director member for the NDAA going forward?

My connection to the legislature has been a significant benefit for the NDAA board. I bring my knowledge and expertise of the legislative process as a benefit to the board and the appraiser profession. I hope to continue provide communication and advice for the board going forward.



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Name: Shantae Schumacher

Position: Board of Director

1. How long have you been appraising and what type of appraisal work do you perform?

I have been appraising since 2011 when I began my apprenticeship and have worked in residential appraising since.

2. Do you have experience on other boards or leadership type roles?

I am currently the Residential Appraiser Supervisor at Gate City Bank where I supervise 6 appraisers.

3. What is your primary goal for being on the NDAAs Board of Directors?

My goal with being on the NDAAs Board of Directors is to keep the momentum they already have going. The amount of progress made by this board in a few short years is quite commendable and I don't foresee that slowing down. While the BOD plays an impactful role, we must give credit to the hardworking committees as well. My goal would be to continue to support them in their goals and endeavors in which they are so passionate about. I hope to bring a fresh perspective to the BOD and continue to work to better the appraisal profession in ND.



Name: Nicholas Duchscher

Position: Secretary Treasurer

1. How long have you been appraising?

I have been an appraiser for 15 years. I have been covering the southwest area of North Dakota. I complete mostly single family appraisals and have also completed many multi-family appraisals.

2. Do you have any experience on other boards of leadership type roles?

I was on the NDAAs board of directors for four years. I have also coached my sons baseball team for six years.

3. What is your primary goal for being on the NDAAs board of directors?

I am running for the treasury secretary position. My goal is to help make the appraisal profession better for all of us.

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Important Links:

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

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

North Dakota Appraisers Association: [Facebook](#)

Important News & Reminders:

- **Upcoming Elections:** Please make sure to review the previous bios of the three candidates for Board of Director and Secretary Treasurer positions. Electronic voting will be sent out in the near future, so make sure to watch your emails and cast your votes!
- **Scholarship:** Applications for the NDAA Education Support Scholarship are being accepted through November 15th. The scholarship award is up to \$500. Please note that the requirement for two letters of recommendation has been removed from the application and the essay requirement is a minimum of 500 words. Be sure to take advantage of this opportunity! Additional details about the scholarship, to include the application, can be found attached to the end of this newsletter or on the [NDAA website](#). It was confirmed with Education and Events Committee that the deadline for this application is November 15th, 2024.
- **9th NDAA Annual Conference & Education Event:** The NDAA's 9th Annual Conference and Education Event will take place December 5th – 6th at the Swiontak Center, Gate City Bank in Fargo. Please keep an eye out for further details from our education and events committee on the schedule and class enrollment. We hope to see you there!

Membership Recognitions & Achievements:

Credentialing Upgrades

None

Special Designations/Accreditations

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

New NDAA Members:

2 New Members

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Upcoming Events – 4th Quarter, 2024

***12/4/24:** Board of Directors Meeting – Fargo, ND

12/5/24: 9th Annual NDAA Conference & Education Event –
Swiontek Center – Gate City Bank - Fargo, ND

12/6/24: 9th Annual NDAA Conference & Education Event –
Swiontek Center – Gate City Bank - Fargo, ND

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

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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 wade@boulderappraisal.com
Vice President:	Patricia Hodenfield – Bismarck, ND / (701)595-2151 horizonappraisals@yahoo.com
Secretary Treasurer:	Joe Sumers – Fargo, ND / (701)200-9610 jsumers@fibt.com joseph.sumers@gmail.com
Director:	Bill Gion – Regent, ND / (701)264-8191 gionappraisal@gmail.com
Director:	Kevin Ternes – Minot, ND / (701)833-8110 kevin.ternes24@gmail.com
Director:	David Whartnaby – Fargo, ND / (701)866-0019 david@blackdogappraisal.com
Director:	David Nord – Grand Forks, ND / (701)772-4700 david.aaps@midconetwork.com
Director:	Eric Oberg – Fargo, ND / (701)630-0545 obergappraisals@gmail.com
Director:	Steve Vetter – Grand Forks, ND / (612)770-8689 steve@appraisaloffice.com
Executive Administrator:	Katie Lauckner support@ndappraisers.org

Submit comments and ideas for future newsletters to Alexandra Horner at alexandra@boulderappraisal.com.



Education Support Scholarship Application

Applicant Information:

Name: _____

Address: _____

Phone: _____ Email: _____

Member of NDAA Yes ____ No ____ Year Joined _____ State Credential Number _____

Have you previously applied for an NDAA Education Support Scholarship? Yes ____ No ____

Have you previously received an NDAA Education Support Scholarship? Yes ____ Year? _____ No ____

Supervisor Information: (If applicable)

Name: _____

Address: _____

Phone: _____

Member of NDAA Yes ____ No ____ Year Joined _____ State Credential Number _____

Education Course Applying For: _____

Institution Offering Course: _____

Course Date: _____ **Course Cost:** _____ **Location:** _____

Course Type: Qualifying Education ____ **Professional Development/Certification Program** ____

I hereby apply for a NDAA Education Support Scholarship. I represent to the best of my knowledge and belief that all information contained on the application is true and accurate as of the date of this application. Should any such information change after the date of this application, I will immediately notify the NDAA Executive Secretary. I understand that NDAA will consider my application along with others for a limited number of scholarships and that submission of the application does not guarantee that a scholarship will be awarded and irrevocably waive any claim or cause of action by law or equity that I might have at any time against NDAA, its Board of Directors, committees, officers, and members, as a group or as individuals for any act in connection with this application or scholarship program. Should I receive a scholarship, I hereby grant NDAA the right to use my name, likeness, and information from this application, and to otherwise profile me in marketing materials and other publicity.

Signature _____ Printed Name: _____

Date: _____

SUPPLEMENT TO NDAA EDUCATION SUPPORT SCHOLARSHIP APPLICATION

NDAA Education Support Scholarships were created to assist current NDAA members in the advancement of their professional careers. The scholarships award up to \$500 per award to help defray the costs of classes and travel for qualifying education for license upgrades or for professional development/certification programs.

Eligibility and Requirements:

- 1) Applicant must be or become a member of NDAA at the time of application.
- 2) Applicant must be at a minimum ND State Credential of Apprentice Appraiser in good standing with the North Dakota Real Estate Qualifications and Ethics Board
- 3) Applicant must submit a completed application
- 4) Applicant must submit a written essay of no less than 500 words stating why the applicant should be awarded the scholarship. **The essay should include:**

- The applicant's goals for advancement within the profession utilizing the education gained with the scholarship
- Discuss ways the applicant plans to positively impact the profession
- Discuss what the applicants view of the future role of appraisal organizations, including what influence they may have in supporting and enhancing the appraisal profession now and in the future.

- 5) Applicant must submit a resume'

When preparing your essay to be submitted with your application, please explain and provide details regarding:

- 1) Why you feel it is important to be a member of NDAA
- 2) Your financial need for this scholarship
- 3) Your plan/timeline for achieving your goals including attaining necessary appraisal experience

Conditions:

- 1) Scholarship money may be used for the following:
 - A. Qualifying Education for upgrading State Credential
 - B. Acquiring qualifications for a Professional Appraiser Designation, SRA, MAI, Professional Certification Program, etc.
 - C. All courses must include a test that the applicant successfully passes.
- 2) Scholarship money will be paid directly to the applicant upon receipt and verification of course attendance and successful completion and receipts for expenses incurred.
- 3) The amount paid to the applicant will be no more than the verified expenses. The maximum amount paid will be no more the amount of the scholarship awarded. Eligible expenses include cost of course, hotel/airline/travel expenses, etc.
- 4) Class must be completed, and verification of attendance and receipts must be submitted to the NDAA Executive Secretary within 18 months of the date it is awarded.
- 5) Priority consideration given to those who have not received scholarship funds in past 24 months, but past recipients are eligible for funding.

All applications will be reviewed, and all information verified by the NDAA Education Support Scholarship Committee. Scholarships will be awarded at the NDAA Annual Meeting.

ALL COMPLETED APPLICATIONS FOR THE 2022 CONFERENCE MUST BE RECEIVED BY THE EXECUTIVE SECRETARY OF NDAA NO LATER THAN NOVEMBER 15, 2024.

Submit completed application and all required documents to:

Katie Lauckner, NDAA Executive Secretary

Email: support@ndappraisers.org

Questions: Kathy Huss 701-261-0337 or Katie Lauckner 701-527-2897

REV 10/3/2024