

**Montana Association of Realtors
Winter Business Meetings
January 29 - 31, 2025**

Meetings and Events Attended:

I started the Winter Business meetings on Thursday by attending the Communications committee meeting. There was a lot of discussion about the budget. The biggest expense is the Realtor Digest; putting it together, printing and postage. The Digest is now completely digital, which will save a lot of money. Ads were sold for the digital Digest, and we made money on it. Other expenses for the committee are the Constant Contact subscription and social media.

The Realtor Digest should have been out last week, but staff has been busy preparing for the Business Meetings. It should go out in the next few weeks. Because we are saving money with the digital version, we will put out a mid-year copy in mid-July.

The ReMarks newsletter comes out every Thursday

Every Monday there is a video highlight of ReMarks on the MAR website and on social media. We do not post on social media on any particular schedule. Staff only posts timely, pertinent information.

We still do press releases, but that is just for the public,

There is now a Zoom link on the MAR website for all members to attend any of the committee meetings.

I then attended my Professional Development committee meeting. Most of the meeting we discussed the Broker's Academy. A workgroup was established, of which I am on. We have only had one meeting recently. At this committee meeting it was announced that we are not moving forward with the Academy. Karel Murray was hired to help write the course, and her contract was very expensive. Cindy Lanier is going to work with Karel on getting out of our contract.

GRI was in Kalispell last fall. While the event went over very well, attendance was down and we lost money on it. Lori Jean Shultz is the new GRI chair and she asked for everyone's help and suggestions to make it much better next year.

Ryan Stavnes gave an update on CRS. Involvement is down with CRS members as well.

MAR has contracted with Craig Grant and his business Real Estate Technology Institute and the launch date for all members is March 3, 2025.

Next there was a forms update luncheon with Jaymie Bowditch, Mike Nugent and Angela Klein-Hughs. This was a very informative meeting, and we went through and discussed most of the changes on our forms. These new forms went live on February 3, 2025.

I then attended a tax class titled Keep More of Your Paycheck with Greg Antipoff. This was a great class, and I found it very informative and helpful. He gave us a lot of tips on how to save money and how to take more tax deductions. Extremely helpful.

There was a legislative reception that evening.

Friday morning was our Board of Directors meeting.

Candis Dorsch is our Region 12 VP and she gave her report. Some highlights of that are:

NAR projects membership will not change much in 2025, and in 2026 it may drop 6% to 8%.

In 2024 over 83% of buyers were white, 90% of sellers used an agent, 6% of sales were FSBO's.

Lawrence Yun predicts that home sales will rise 7% to 12% in 2025, and that interest rates will be between 6.08% and 7.44%.

NAR is offering Fair Haven 2.0 for all members for free, since Fair Housing is now a requirement every three years.

We discussed in great length the potential restructuring of our MAR committees. We will keep Government Affairs, Risk Management and Professional Development. All of the other committees will basically be a sub-committee under one of those committees. There was a lot of discussion, and many members were not happy about the changes.

Gary Shea gave the Treasurer's report. He stated that our investments are performing very well. MAR owns the building we occupy, and there are also some tenants. We made \$25,000 on the rental income. In 2024 we had 34 more members than we budgeted, bringing in more income than anticipated.

The Regional Ambassadors then gave their reports.

The next Board meeting will be April 11, 2025.

The Board meeting was adjourned around 10:40 am

Respectfully submitted,

Tara Harbin, Broker

National Parks Realty