

PRIA LOCAL – RED RIVER VALLEY CHAPTER

November 20, 2019 at 1 pm

Moorhead Council Chambers, First Floor, Moorhead City Hall, 500 Center Ave, Moorhead, MN 56560

Agendas were emailed to a large group of people in the real estate industry, and some were printed off and left by the registration table. People were asked to sign in, and cookies were served.

Kimberly Savageau, Clay County Recorder, welcomed everyone to the meeting.

Michele Parsons, a closer at The Title Company, introduced the speakers to the presentation of “An Overview of a Real Estate Transaction”

Steve Lunde of RE/MAX Realty, spoke about the role of a Realtor. He has been in the business for 27 years and sees this role as a “Gate Keeper”. He likes to educate the first time buyers. He provides Sellers with a Net Sheet, itemizing costs to reflect a more accurate amount earned on the sale. Realtors compete for buyers and sellers, but also work well together when closing a transaction. He has seen the market dropping since June, with the average price of a home at \$243,000.00. Marketing homes has changed through the years with technology. There are more regulations to be followed with home appraisals.

Sarah Mastera of Bell Bank, spoke about the role as a Lender. The Lender is the Regulatory Piece. She educates first time home buyers. She picks the best type of loan structure for the individuals. Lenders order the appraisal, title work and abstracting. They are required to get loan estimates and closing disclosures for the borrower. It is typically a 45 day process. She keeps track of the status, and communicates with all the parties. Her goal is a smooth closing. Most buyers are getting pre-approval before looking for a home.

Lisa Carpenter of Cass County Abstract, spoke about the role as an Abstractor. Abstracts are a condensed history of the public records to a piece of property. Real estate tax information is also included in an abstract, along with name searches for judgments and tax liens. They have a research team that gathers information, a production team that types entries, and a runner that assembles. They research the records again to get the most current date. Their put-together team double checks everything and puts the abstract together. If an abstract is lost and a high quote is given for a new abstract, it often times helps the owner find their abstract!

Dane McCartney of The Title Company, spoke about the role as an Attorney. The attorney represents a client. The title company is a neutral third party. Abstracts are a condensed history to the property and not the title to the property. They are only a summary of the records. The attorney exams the abstract and gives a formal status of the property. They scrutinize the documents, make sure all interests are transferred, and make note of any open liens. Their job is to make sure the buyer gets clean title. They also make reference to easements, covenants, restrictions, etc. that continue to encumber the property for future owners. The property is being purchased subject to anything that affects title. Attorneys also draft required documents including the deed. They make sure title is taken as intended, such as joint tenants or as tenants in common.

Chad Johnson of The Title Company, spoke about the role of the title and closing company. They are the Title Agent and Settlement Agent. They protect the lenders and owners by giving them clear title. They address the attorney’s title opinions, and request pay-offs. The lender is responsible for the borrower’s CD (closing disclosure) and the title company is responsible for the seller’s CD. They go through the closing package with the client. The buyer’s side typically takes a ½ hour and the seller’s side typically

takes 10 minutes, unless the clients want to read the documents at the closing table. They make sure the clients get copies of these documents, and the executed documents get recorded.

Deb Moeller, Cass County Recorder, spoke about the role of the County Recorder. The Recorder's job is to preserve and provide access to the land records. Realtors use their records to check out comparables. Abstractors use their office to obtain documents. The Cass County Recorder's office employs 9 people and records approximately 100 documents per day. They hand out pink sheets when a document is rejected from being recorded. Notary issues are the most common issue with rejections. Sometimes curtesy rejections are done to eliminate re-recordings. Once a document is accepted they are given a document number and recording date. The document is scanned, indexed by grantor/grantee and by legal description, validated, exported to NDRIN, 2nd validation and the document is mailed back. It typically takes 10 days to get the document returned. They are currently e-recording about 40% of all documents.

Kimberly Savageau, Clay County Recorder, also spoke about the role of the County Recorder and the differences in the two counties. Clay County also has about 40% e-recordings. Clay County has green rejection sheets which are used mostly for Notary issues. E-CRVs are unique to Minnesota. The Auditor-Treasurer's Office collect deed tax and mortgage registration tax.

Following the presentation, the two county recorders gave updates.

Clay County: Information was given about notification of newsletters reporting changes to the services they provide. Beginning January 1, 2020, whenever real estate is sold for a consideration in excess of \$3,000.00 a CRV is required. The new consideration statement on deeds will change to "\$3,000.00 or less" and \$1.65 deed tax will be collected on any transfer \$3,000.00 or less. End of year reminder that all splits, combinations and lot line adjustment that are not recorded before January 1, 2020 would need to be paid in full based off of the 2020 tax estimates. A new version of the online interactive Clay County map is available and mobile friendly. In the future Fidler and Laredo software will be updated to return documents electronically.

Cass County: The consideration statement is not needed on TODD. Remote Notary passed through legislation, but must register with the Secretary of State, and may be ready to go next spring. The Auditor's and Treasurer's Offices combined into the Finance Department. Credit card payments will be available January 1st through gov-pay.com.

The next meeting date is April 22, 2020 at 1:30 pm at the Moorhead Council Chambers, with the following topic - Municipal and County Planners.

The meeting was adjourned.

Minutes submitted by Barb Delaney of Clay County Abstract Company

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Attendees:

Carrie Krause, Well County, ND
Tera Tostenson, TRN Abstract & Title
Tenille Olson, TRN Abstract & Title
Barb Delaney, Clay County Abstract Company
Mandy Olson, Clay County
Wanda Peterson, Clay County
Renaie Niemi, Wilkin County
Natalie Schmidt, Consolidated Title Co
Kary Anderson, Cass County
Trevor Christianson, Cass County
Bonnie Hubka, Northern Title
Michelle Cote, Polk County
Gwen Johnson, AgCountry FCS
Kari Seidel, AgCountry FCS
Tracy Bedford, Clay County
Kari Aanenson, Norman County
Spencer McCombs, City of Moorhead
Diane Giese, Grant County
Carol Schmaltz, Otter Tail County
Soledad Henrikson, Wadena County
Michelle Anderson, JD Legal Planning
Deb Wener, JD Legal Planning
Shannon Cartwright, JD Legal Planning
Lisa Carpenter, Cass County Abstract
Brian Busta, Cass County
Mary Skillings, Douglas County
Mary Jo Zwierck, Consolidated Abstract
Nicole Leuth, Hubbard County
Michele Parson, The Title Company
Dane McCartney, The Title Company
Chad Johnson, The Title Company
Candace Mertz, AgCountry
Sara Helgeson, AgCountry
Nanci Krenelka, Clay County
Joey Johnson, The Title Company
Sheri Steidl-Weig, Regency Title
Alex Jensen, Regency Title
Liz Larson, City of Fargo
Nichole Mahoney, Stevens County
Jana Wagner, City of Moorhead
Lorie Cich, Northern Title
Amy McDonnell, City of Moorhead
Barrett Voigt, Cass County
Brad Anderson, City of Moorhead