

NEWSLETTER

ISSUE 6 | JUNE 2026



Photo by: Martha Pfeifle, Office Staff - Coldwell Banker
Won Honorable Mention in our Spring Photo Contest

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RESOURCES

Toolkits, Vendor Contact Info,
Valuable link, and quite a bit more . . .



GLAR NEWS & UPDATES

Summer has arrived, and with it comes one of the busiest times of the year for many real estate professionals. As you flip through this month's newsletter, you'll find a variety of resources, updates, and opportunities designed to help you stay informed, compliant, and connected.

First, please join us in congratulating our 2025 REALTOR® of the Year, Gloria Hedstrom, and Affiliate of the Year, Benson Ringle. Their commitment to professionalism, service, and our industry exemplifies what it means to be part of the REALTOR® family.

As we approach the June 30 license renewal deadline, we strongly encourage every member to verify their continuing education transcript. Don't assume your credits have been reported—take a few minutes to confirm everything is properly recorded and avoid last-minute surprises.

This issue also highlights many of the benefits available through your membership, including LandID access, educational partnerships, advocacy updates, market statistics, professional development opportunities, and valuable business resources that can help strengthen your business and better serve your clients.

Finally, remember that your Association is here to support you. Whether you're looking for education, advocacy, professional resources, networking opportunities, or simply have a question, we encourage you to take advantage of the tools and relationships available through GLAR.

Thank you for your continued membership and dedication to protecting property rights, serving consumers, and elevating the REALTOR® profession throughout our communities. Have a safe and successful summer season!

Are You Running for Local Office?

We're looking to identify any GLAR REALTOR® members who are currently running for, or seeking re-election to, a local government position, such as County Commissioner, Mayor, City Council, Township Board, School Board, or other elected offices.

If you have an upcoming campaign, we'd love to know about it. Our Advocacy Team may be able to provide resources, guidance, or support to assist you throughout the campaign process.

Please reach out and let us know about your candidacy so we can explore ways to support your efforts and help advance REALTOR® engagement in local government.



2025 AWARD WINNERS

REALTOR® of the Year **Gloria Hedstrom**

Boll Realty



Gloria Hedstrom has been instrumental in strengthening our association, our profession, and our community through her unwavering commitment to service and leadership. Whether serving on committees, supporting association initiatives, mentoring fellow REALTORS®, or volunteering in the community, Gloria consistently leads by example.

Affiliate of the Year **Benson Ringle**

Supreme Lending



Benson Ringle has dedicated countless hours to serving not only his clients, but also REALTORS® and community members throughout our area. As a trusted mortgage professional, Benson understands that home financing can be one of the most complex parts of the homebuying process, and he has made it his mission to educate and empower others every step of the way.

Congratulations to our outstanding award recipients!

GLAR NEWS & UPDATES

1st Annual
MEMBER APPRECIATION
CLAY SHOOTING
EVENT

MEMBER APPRECIATION CLAY SHOOTING EVENT

A great big "Thank You" to all who joined us for the event.

Special thanks to David Grell (Exit Realty Hometown Advantage) and his entire family for providing: Instructions, Ammo, Shotguns, Safety Equipment, Volunteers, and Special Guest Trick Shooter - Steve Gould.



GLAR NEWS & UPDATES

THE ASSOCIATION PULSE



Did you know that you can find just about anything on the [GreaterLakesRealtors.com](https://www.GreaterLakesRealtors.com) website?



- Market Stats
- Guides for Consumers/Clients
- Lockbox Training
- All the Chambers, City, County Direct Links
- Minnesota Waterfront Hub
- Direct Links to NAR, MNR, Legislative Updates
- NAR Economist Blogs
- Who Represents me in my district
- MUCH, MUCH, MORE

We're working to design this page as a direct resource to the Members. Watch for a new look in the next few weeks.

MAY Market Stats



GLAR NEWS & UPDATES

34TH ANNUAL



GLAR GOLF OUTING

FROM GREENS to MOVIE SCREENS
Pick your favorite Golf-Related Movie



**More info
coming soon!**

**SAVE
the
DATE**

**Wednesday
Aug. 12, 2026**

10:00AM - Shotgun Start

**LEHMAN'S COURSE, 11496 E GULL LAKE DRIVE
EAST GULL LAKE, MN 56401**

GLAR NEWS & UPDATES

Volunteering in Our Community



Become an Operation Sandwich Lunch Partner Today

Lunch Partner Packages



Help Feed Local Kids This Summer

Operation Sandwich provides free lunch packs to local children and families when school lunches are unavailable. Last year alone, over 70,000 lunches were served, and the need continues to grow. By becoming a Lunch Partner, your business, church, organization, or group can directly help ensure children have consistent access to food this summer. Join a growing community of supporters making a lasting impact across the Brainerd Lakes Area. Every partnership helps provide hope, stability, and meals to local families.



RETURNING THE FAVOR

ENGAGING LOCAL COMMUNITIES TO GIVE BACK TO THOSE WHO SERVE.

Our mission at Lakes Area Heroes is to support local law enforcement, fire, and EMS personnel, as well as their families, in times of need. We serve Cass, Aitkin, Morrison, and Crow Wing counties.

Volunteers are the heartbeat of our organization, playing a pivotal role that we simply can't go without. Lakes Area Heroes owes its existence to a fantastic group of volunteers, and our goal is to keep that same spirit alive and growing. We've got a variety of ways for you to jump in and contribute. Whatever you're passionate about, we probably have the perfect spot for you! Interested in helping the LAH team organize an event? We're all in to make it a success. Even if your schedule is packed, you can still make a difference through monetary donations. It's a crucial part that enables us to support heroes in need.

**VOLUNTEERS
NEEDED**



Extensive Parcel Data, Property Lines, & Map Creation

Parcel data and map layers are just a swipe away.



Have you ever experienced issues with REALIST? When you need information and it's not available to you - it can really put a damper on your business. That's why all GLAR members have an alternative to REALIST.

Below you will find the steps to take in order to access your PAID subscription to LandID (\$84 value, absolutely phenomenal real estate tool!)

All GLAR REALTOR® members are provided a one-year subscription as part of your membership. Please follow these steps in order to activate yours today!

- **Step 1.** Go to: Id.Land website (*Do NOT do this from your mobile device. You MUST do this on a desktop, laptop, tablet, etc.*)
- **Step 2.** Select the option: "Try Free for 7 Days"
- **Step 3.** Enter Your First and Last Name.
- **Step 4.** Enter your email address. (*This MUST MATCH the email address that you provided to GLAR. If you have changed your email address, you must also change with GLAR.*)
- **Step 5.** You will be prompted to enter your credit card information for billing purposes. This will be used by LandID in the event that you would like to upgrade or renew your subscription.
- **Step 6.** Use the proper **GLAR84OFF** Coupon Code. Once that is entered, the dollar amount will revert to \$0
- **Step 7.** Once you've set up your account (from the website) – the subscription will be activated and the website will prompt you to a QR code to download the app on your PHONE for mobility use.

Learning Resources



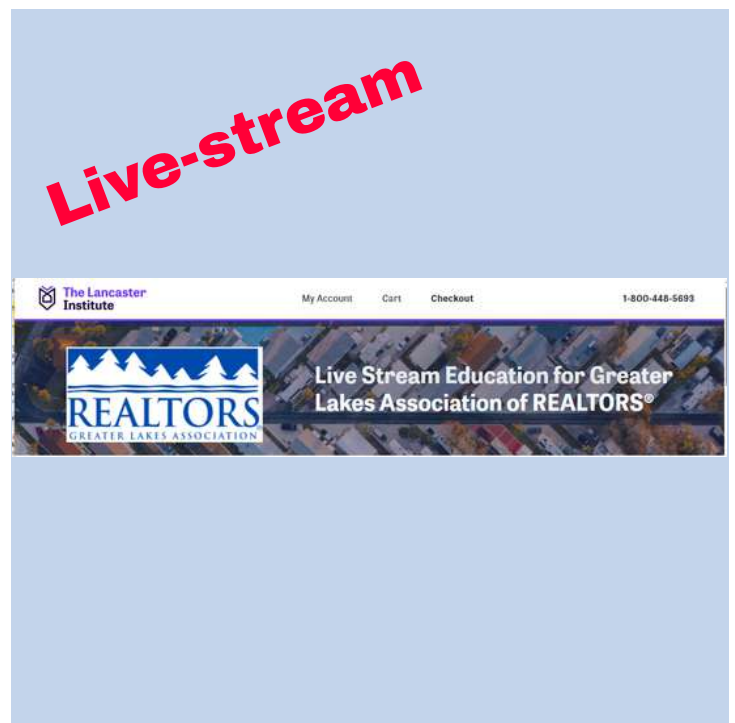
CONTINUING EDUCATION

Did you know that GLAR has additional Education Provider Partnerships

On-Demand = Register and take at your leisure.

Live-Stream = Dedicated class time. Watch LIVE with the instructor, view slides, and ask questions

Check it out at: www.GreaterLakesRealtors.com/Education



LICENSE RENEWAL DEADLINE IS LOOMING. Don't Wait Until the Last Minute!

While GLAR's 25-26 education season has wrapped up, your license renewal responsibilities haven't. If you're still working to complete your required continuing education, now is the time to get it done—not the week before the deadline.

Remember, education providers have up to **10 business days** to report and upload completed courses to the state. Just because you've attended a class before the June 30 deadline does not mean it will immediately appear on your record....and that will prompt interruption to your license.

Check Your Transcript Today



CONTINUING EDUCATION

How to make your broker fall in **LOVE** with you during renewal time

Steps to take to view Your CE Transcripts

1. Go to www.PulsePortal.com
2. Choose a Program: Select 'MINNESOTA DEPARTMENT OF COMMERCE'
3. Choose a Board: Select 'REAL ESTATE' if appraiser Select 'APPRAISER'
 - Under 'Search/Inquiry' Service you will find all sorts of things related to your license.
 - To search by our license number, go to 'SEARCH LICENSEES'
 - To see your hours of CE, go to OTHER SERVICES and select: 'REVIEW YOUR CE TRANSCRIPTS'
 - Enter your last name, license number and Social Security number
 - Click view / refresh (make sure to look at all pages)

CE Requirements Quick Comparison Chart

Requirement Type	Hours	When Due	Notes
MN DOC Sp&Br Required Module	3.75 hrs	Every year	New topic each year
MN DOC Agency	1 hr	Every 2-year cycle	Mandatory
MN DOC Fair Housing	1 hr	Every 2-year cycle	Mandatory
NAR Fair Housing	2 hrs	Every 3 years (1/1/25-12/31/27)	Must be continuous (one sitting) **FairHaven
NAR Code of Ethics	2.5 hrs	Every 3 years (1/1/25-12/31/27)	Must be REALTOR®-approved

Have you completed your Required CE yet!

MNR's 3 FREE required on-demand CE courses

**2025-2026
Salesperson &
Broker
Required
Module—
Contracts
3.75 CE Hours**

START NOW

This course has been approved by the Minnesota Commissioner of Commerce for 3.75 hours of Real Estate Continuing Education.

**Fair
Housing:
The Law and
Beyond—
NAR Cycle 8
2.0 CE
Hours**

START NOW

This course has been approved by the Minnesota Commissioner of Commerce for 2 hours of Real Estate Continuing Education and this course also satisfies NAR Required 2.0 Hours of Fair Housing, DOC Required 1.0 Fair Housing.

**The Realtors®
Code of
Ethics: A
Standard for
Success—
Cycle 8
2.5 CE Hours**

START NOW

This course counts toward your NAR Code of Ethics requirement and has been approved by the Minnesota Commissioner of Commerce for 2.5 hours of Real Estate Continuing Education.

NAR Links

[CODE OF ETHICS](#)

[CZEX LINK](#)

[FAIRHAVEN LINK](#)

GRI SCHOLARSHIP PROGRAM



APPLY BY AUGUST 14



GRI SCHOLARSHIP PROGRAM

Applications are now open!

Each year, MNR awards 12 GRI Scholarships to help members like you earn one of the most respected designations in real estate. The scholarships help cover tuition and other related costs, putting you on the path to GRI grad.

If you've been an MNR member for 2–10 years, you're eligible to apply.

HOW TO APPLY

- Head to the GRI Scholarship online application portal
- Log in or click "Create an Account" to get started
- Complete and submit your application by August 14, 2026

Start your application today and join thousands of Minnesota Realtors® who've earned this elite designation.

[APPLY NOW](#)

ABOUT THE DESIGNATION

The Graduate, Realtor® Institute (GRI) Designation is like a bachelor's degree for Realtors®. Training is offered exclusively through Minnesota Realtors® and provides advanced training in areas agents need to excel. Graduates consistently report increased earnings, improved customer service, and the ability to attract more clients.

[Learn more →](#)

SPECIAL-EDITION DATA DIVE

Expert Perspective on Housing Affordability and Policy in Minnesota

We're just a few days out from the special-edition Data Dive featuring Nick Erickson, Executive Director of the Housing Affordability Institute and Senior Director of Housing Policy for Housing First Minnesota. Are you registered yet?

Nick is a leading voice on housing affordability, regularly working with lawmakers and state agencies on housing policy issues and guiding conversations around the most pressing housing issues in Minnesota.

Get an expert perspective on housing affordability and policy in Minnesota, plus the latest market data from David Arbit.

WHAT'S COVERED

- 👉 Minnesota construction & new build trends
- 👉 Importance of increasing housing supply
- 👉 Housing First MN session & policy update
- 👉 Q&A with David Arbit & Nick Erickson
- 👉 Condensed spring market update

REGISTER FOR FREE

THE DETAILS

Date: June 18

Time: 1 pm

Where: Zoom

Cost: Free

Buyer-Side Transactions

Transact: Session 3

Lone Wolf and Minnesota Realtors® have teamed up to bring you **free** webinar training sessions to get you confidently using Transact, Lone Wolf's new transaction management platform.

11am, Thursday, June 25th!

REGISTER NOW

Learn about the new Transaction Management System Transact - Brought to you by Lone Wolf & Minnesota REALTORS®

The new transaction management system Transact is now available in your area! This training walks you through the process of creating a Transact user account, and creating a transaction in the new system. Topics include:

- - Process for Creating a Transact account
- - Creating a Transaction
- - Transaction Navigation
- - How to add Parties
- - How to Add Paperwork
- - To-Do and Timeline
- - Property Phases

Reminder: You are NOT losing access to TransactionDesk in 2026—it's still available. These sessions are simply your chance to get a head start on learning the new Transact platform.

IMPORTANT UPDATE

Minnesota Realtors® Board of Directors sets **2027 state dues at \$265**

On May 1, the Minnesota Realtors® (MNR) Board of Directors approved 2027 state association dues at \$265 per member—a 6% increase over 2026. This decision reflects a deliberate, multi-year financial strategy focused on stability, predictability, and sustained value for members.

Why dues are increasing:

MNR operates like a business. And like every business right now, we're managing real cost increases across professional services for members, technology, cybersecurity, and staffing.

The Board of Directors (Board) acted upon recommendations made by the Finance Committee. Both Groups are composed of and led by Realtor® members.

REMINDER: MNR state dues are collected through your local association during its regular billing cycle.

*What your investment gives
you in return*

STANDARDIZED MNR FORMS

Used in almost every statewide transaction and approved by attorneys, MNR forms ensure compliance with state laws and reduce risk exposure; the foundation of every successful transaction. Completing one transaction can cover your state association dues.

LEGAL SUPPORT AND RISK PROTECTION

Ethics enforcement, commission dispute arbitration, broker Legal Hotline access, and more resources from licensed attorneys to defend your business and support your success. A single attorney consultation can run \$500+.

BIPARTISAN, PRO-REALTOR® ADVOCACY AT THE CAPITOL

MNR's Governmental Affairs team works closely with key legislators to protect property rights, expand homeownership access, and shape housing policy on your behalf.

BEST-IN-CLASS HOUSING MARKET DATA AND ANALYSIS

Research and market intelligence you can put to work immediately with your clients and in your local market.

EDUCATION

Access to one of real estate's most respected professional designations—the GRI—plus free required CE (up to \$110 annual value) and discounted education offerings.

Learn more →

FREE REAL ESTATE NEWS SUBSCRIPTION

Leading industry news, a \$225 annual value, included with your membership.



RPR® JUNE LINEUP

<p>16 Tue · JUN 1:00 PM CT</p>	<p><u>The RPR Prospecting Playbook</u> A repeatable system for building geographic farms – from territory selection to consistent, data-driven outreach.</p>	<p>Register or Watch on demand</p>
<p>17 Wed · JUN 11:00 AM CT</p>	<p><u>Work Smarter on the Go! RPR Mobile™</u> Run a full property workup, generate a buyer tour and send a branded report – all from your phone, between showings.</p>	<p>Register or Watch on demand</p>
<p>18 Thu · JUN 1:00 PM CT</p>	<p><u>The RPR Mobile™ AI CMA</u> Create smarter, data-backed CMAs on the go with AI comp selection, pricing insights and mobile workflows.</p>	<p>Register or Watch on demand</p>
<p>23 Tue · JUN 1:00 PM CT</p>	<p><u>Essential Commercial Insights</u> Essential Commercial Real Estate Insights: How to Search, Analyze and Prospect with RPR.</p>	<p>Register or Watch on demand</p>
<p>24 Wed · JUN 11:00 AM CT</p>	<p><u>Power Up Your Commercial Playbook</u> Power Up Your Commercial Real Estate Playbook: Where The Pros Find An Edge.</p>	<p>Register or Watch on demand</p>
<p>25 Thu · JUN 1:00 PM CT</p>	<p><u>Fast, Smart, Customizable Reports</u> Fast, Smart, Customizable: RPR's Dynamic Client Reports.</p>	<p>Register or Watch on demand</p>

Prefer to watch on your own time?

Every class above is also available on demand the moment registration opens – pick the live session for Q&A, or the recording when it fits your schedule. [Browse the Learning Library](#) →

Off-Market sales in nondisclosure states raise tax issues

Off-market home sales in nondisclosure states such as Texas and Mississippi are creating challenges for property tax assessments, as sale prices are hidden from public records, leading to information asymmetry that benefits homeowners, especially those with high-value properties. Research indicates this practice results in lower property tax revenue and shifts the tax burden to owners of lower-priced homes, [Allaire Conte writes for Realtor.com](#).

Editor's Note: NAR's MLS policy framework is specifically designed to promote transparency, cooperation and broad market access, says Jason Sanchez, NAR director of MLS engagement. For example, the Clear Cooperation Policy requires listings to be shared with the MLS once publicly marketed, supporting equitable access for buyers and participants. Even in nondisclosure states, MLSs provide structured, professional access to sales data to support valuation, appraisal and client services.

SCOTUS sends new energy-efficiency standards back to lower court

The U.S. Supreme Court on Monday vacated a ruling by a federal appeals court that had upheld new Department of Energy rules for commercial water heaters and consumer furnaces. The SCOTUS decision was a victory for the National Association of REALTORS® and the National Association of Home Builders, which joined forces to file an amicus brief in support of the petition challenging the rules' legality. "The rules require efficiency levels that can only be met using newer condensing technology, which would effectively phase out widely used noncondensing gas furnaces and commercial water heaters," NAR's [Caitlin Vannoy says in a Washington Report post](#).

"Because many existing homes and buildings are not designed for condensing systems, these requirements could force costly retrofits or limit replacement options, raising affordability concerns for consumers and increasing disclosure and liability risks for real estate professionals." The U.S. Court of Appeals will now reconsider the issue. "At the same time," Vannoy says, "the DOE is reviewing the rules and may pursue new rulemaking that better reflects consumer choice and practical realities for property owners."

Capital gains reform debate gains attention

The National Association of REALTORS® has been spreading the word about the need to update a nearly 30-year-old tax law—and that message is gaining media attention. The capital gains tax exclusion on the sale of a home—\$250,000 for singles and \$500,000 for married couples filing jointly—has been unchanged since 1997. Critics say a change would benefit mainly wealthy households, but NAR says the limit has the potential to impact more Americans each year and raising it would boost For Sale inventory. Susan Tompor of The Detroit Free Press reported Wednesday on the growing exposure to capital gains tax liability across many U.S. markets (article is paywalled).

NAR Advocacy's Michael Rauber recently [wrote on the issue for REALTOR® News](#). His article includes an interactive U.S. map. Click on your state to see a Realtor.com analysis of how many homeowners in the state face a "hidden home equity tax" if they sell.

ADVOCACY UPDATE



Six Forces Shaping the Future of Commercial Real Estate

Today's commercial real estate landscape is being shaped by more than just market trends. In the [latest episode](#) of Advocacy Scoop, Shannon and Patrick break down six policy forces influencing the CRA landscape and how NAR advocacy is responding at every level.

In this episode, you'll hear:

- The latest NAR snapshot on the commercial real estate market Policy updates on taxes, interest rates, insurance, rent control and energy costs and how they impact CRE transactions
- How NAR advocacy is taking action and what it means for brokers, developers and investors



Update on NAR lobbying efforts:

> Sustained NAR lobbying helped move Congress to a pivotal point on the critical issues of housing supply and affordability.

> In May, an updated version of a bipartisan housing package aimed at boosting supply and improving affordability passed the House by a vote of 396-13.

> NAR applauds passage of the bill. Among other things, it would:

- Provide new resources to build more homes,
- Streamline federal processes that delay construction,
- Modernize federal programs to expand homeownership opportunities,
- and

* Improve access to credit.

Get more details [here](#).

> NAR applauds FHA and the Federal Housing Finance Agency's decision to factor rent, utility, and telecom payments into credit score evaluations, something REALTORS have lobbied on for years. More details [here](#).

> NAR is pushing for the bipartisan More Homes on the Market Act, which would double the capital gains exclusion, index it to inflation, and help unlock inventory. More information [here](#).

> And NAR is working with policymakers to make it easier for first-time home buyers to enter the market by assuming low-interest loans.



Ways to Give

We welcome contributions—not only in times of disaster, but any time throughout the year—and 100% of all funds collected go to disaster relief causes. Donate one time or with a recurring investment.

[DONATE TODAY](#)

From June 1 to July 31, 2026, Second Century Ventures is matching every dollar donated up to \$250,000 to the REALTORS® Relief Foundation.

YOUR MEMBERSHIP

MARKS MATTER

COMPLYING WITH NAR'S TRADEMARK RULES

The REALTOR® marks aren't just a logo or a word—they represent membership in NAR and adherence to a strict Code of Ethics. Watch essential trademark training videos to ensure you're using your membership marks correctly to protect your brand. Learn more.

[ACCESS VIDEO SERIES](#)

Membership Marks Manuals

[Click here](#) to download the Membership Marks Manual, which outlines NAR's trademark rules as they apply to members' use of the REALTOR® trademarks.

Access the Brand Infringement Intake Form

Use the [Brand Infringement Intake Form](#) to report any misuse, infringement, or unauthorized use of the REALTOR® trademark, brand or copyrighted materials.

Questions?

Contact trademark@nar.realtor

[ACCESS RESOURCES](#)

DID YOU KNOW?

Quick tips & updates to help you get more from NorthstarMLS

Northstar | MLS

SHOWING ETIQUETTE TIPS

You've searched homes for your client on the MLS, now it's time to schedule some showings. Already fraught with tension for the seller, and anticipation for the potential buyer, open houses can turn into a disaster or flop on the smallest incident.

SOME DO'S & DON'TS FOR SHOWING AGENTS

- ⚠ The showing agent is responsible to make sure the house is secured and left in the same condition as they found it.
- ⚠ If your plans change and you can't make the showing, let the listing agent know ASAP so seller can be notified.
- ⚠ Entering any listed property without prior authorization is considered a Serious Violation and can come with a fine of \$1,000.



Some Basic Do's & Dont's

1.) The showing agent is responsible to make sure the house is secured & left in the same condition as they found it.

2.) If your plans change & you can't make the showing, let the listing agent know ASAP so the seller can be notified.

3.) Entering any listed property without prior authorization is considered a **SERIOUS VIOLATION** & can come with a fine of \$1000.

4.) Overlapping appts - even if the listing company allows for overlapping appt - **PLEASE** be aware that

early entrance to a property is not acceptable

without authorization from the listing agent/brokerage. Check your times carefully. See fines in #3. Download Tips Here

Tips

While this is in no way an official or complete list -- here are some showing etiquette tips that we've received from agents, along with some plain common sense to help ensure a pleasant house hunting experience for everyone involved.

Always leave a copy of your business card in the house after the showing as a courtesy to the seller.



Take your shoes off before you start the showing -- a good sign of respect to the current homeowner.

Make sure you've confirmed the showing with the listing agent so you or your clients are not waiting or turned away & a trip is wasted.



View the home together with your potential buyer -- avoid letting them roam the home by themselves.

If the showing gets canceled or postponed, let the listing office know immediately so the seller can be contacted.



Never allow buyers to enter a property unaccompanied.

Use your own lockbox or e-key to open the property for a showing. Make sure to lockbox is locked back up when the showing is finished.



Have a listing sheet ready with all the info of the property for buyers to easily refer back to.

Honor the listing agent's relationship with the seller and encourage the seller to direct all questions to his or her agent.



Respect your client by limiting your use of cell phones or computers to the business a hand.

Double check that all doors & windows are locked before you leave the property. Treat the property as if it were your own home!



Don't allow anyone to eat, drink, smoke, dispose of trash or bring pets into the property.

If the seller has pets, leave them alone! Whether kenneled up or not, encourage clients to leave them alone.



Encourage your clients to keep any photos they take during the showing off social media for respect to the seller.

Be on time! Always call the listing agent or use the ShowingTime app to adjust your schedule.

Report any problems with the property to the Listing Agent.

Questions? Contact the NorthstarMLS Rules & Regs Department at 651-251-3210.

Support an organizations that helps protect your trade, clients, and livelihood. Take your career to the next level by joining the Greater Lakes Association of REALTORS®.

We are here to support our members by being the advocate for REALTORS®; enhancing the professionalism, integrity, education, and competency of our members; promoting and protecting private property rights; and strengthening the REALTOR® image within the community.

Preferred
BUSINESS
Partners

Architects,
Engineers,
Surveyors

COMPANY	CONTACT	PHONE	EMAIL
Widseth	Chad Conner	218-829-5117	chad.conner@widseth.com

Partners

COMPANY	CONTACT	PHONE	EMAIL
CTC	Jamie Lyter	218-330-6724	jlyter@goctc.com
Lakes Area Habitat for Humanity	Kevin Pelkey	218-828-8517	kevin.pelkey@lakesareahabitat.org
Lonesome Cottage Furniture Company	Ruth Traut	218-568-8223	ruth@lonesomecottage.com
Mid/MN Builders Assoc.	Ashley Gilson	218-829-4982	mmba@brainerd.net
Mosquito Squad Plus	Darcy Jackson	218-829-9342	darcy.mosquitosquad@gmail.com
Professional House Doctors	Brian Delmore	218-429-1421	prohousedocs@hotmail.com
SentriLock	Mallory Fendrick	312-329-8260	
Superior Mechanical	Levi Bock	218-820-4895	lbock@superiormechnical.us

Home Inspectors

COMPANY	CONTACT	PHONE	EMAIL
Advantage Home Inspection	Chad Stenglein	218-820-2266	chadstenglein@gmail.com
AJR Home Inspections	Ryan Rengstorf	612-710-7020	ryanrengstorf@yahoo.com
Eagle Vision Home Inspection	Bill Anderson	218-232-8515	billand@brainerd.net
Hi-Tech Home Inspections	Todd Peterson	218-330-1011	hitechhomeinspections@outlook.com
HomeTeam Inspections	Kyle Holm	218-825-7372	lakesarea@hometeam.com
Lakes Area Home Inspection	Cory Pederson	218-231-2893	cory@lakesareainspection.com
Lasher Inspections	Vincent Lasher	218-513-8807	lasher.inspections@gmail.com
Navigator Home Inspections	Jonathan Kline	218-820-2251	jonathan@navigatorhomeinspections.com
ProShield Home Services	Doug Haataja	218-831-5244	ProShield@yahoo.com
Pro Tech Home Inspections Services	Bill Lewis	218-332-7222	service@protechinspects.com
Total Home Inspecting	Tyler Wittwer	218-616-2264	tyler@totalhomemn.com

Radon Testing

COMPANY	CONTACT	PHONE	EMAIL
HomeTeam Inspections	Kyle Holm	218-825-7372	lakesarea@hometeam.com

Support an organizations that helps protect your trade, clients, and livelihood. Take your career to the next level by joining the Greater Lakes Association of REALTORS®.

We are here to support our members by being the advocate for REALTORS®; enhancing the professionalism, integrity, education, and competency of our members; promoting and protecting private property rights; and strengthening the REALTOR® image within the community.

Preferred
BUSINESS
Partners

Architects, Engineers, Surveyors	COMPANY	CONTACT	PHONE	EMAIL
	Widseth	Chad Conner	218-829-5117	chad.conner@widseth.com
Assessor's Offices	COMPANY	CONTACT	PHONE	EMAIL
	Morrison Co. Assessor's Office	Michel Wetzal	320-632-0103	michelwe@co.morrison.mn.us
	Morrison Co. Assessor's Office	Julie Shelstad	320-632-0103	julies@co.morrison.mn.us
	Morrison Co. Assessor's Office	Jean Popp	320-632-0103	jeanp@co.morrison.mn.us
	Aitkin Co. Assessor's Office	Mike Dangers	218-927-7327	mike.dangers@co.aitkin.mn.us
Insurance and Home Warranty	COMPANY	CONTACT	PHONE	EMAIL
	Central Choice Ins.	Brian Sedlachek	218-824-1431	bsedlachek@sagepointadvisor.com
	Home Warranty, Inc.	Peter Jackson	952-239-0182	peterjackson@homewarrantyinc.com
Home Inspectors	COMPANY	CONTACT	PHONE	EMAIL
	Advantage Home Inspection	Chad Stenglein	218-820-2266	chadstenglein@gmail.com
	AJR Home Inspections	Ryan Rengstorf	612-710-7020	ryanrengstorf@yahoo.com
	Eagle Vision Home Inspection	Bill Anderson	218-232-8515	billand@brainerd.net
	Hi-Tech Home Inspections	Todd Peterson	218-330-1011	hitechhomeinspections@outlook.com
	HomeTeam Inspections	Kyle Holm	218-825-7372	lakesarea@hometeam.com
	Lakes Area Home Inspection	Cory Pederson	218-231-2893	cory@lakesareainspection.com
	Lasher Inspections	Vincent Lasher	218-513-8807	lasher.inspections@gmail.com
	Navigator Home Inspections	Jonathan Kline	218-820-2251	jonathan@navigatorhomeinspections.com
	ProShield Home Services	Doug Haataja	218-831-5244	ProShield@yahoo.com
	Pro Tech Home Inspections Services	Bill Lewis	218-332-7222	service@protechinspects.com
	Total Home Inspecting	Tyler Wittwer	218-616-2264	tyler@totalhomemn.com
	Radon Testing	COMPANY	CONTACT	PHONE
HomeTeam Inspections		Kyle Holm	218-825-7372	lakesarea@hometeam.com

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Preferred
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Lenders/Banking/Mortgage

COMPANY	CONTACT	PHONE	EMAIL
American Federal Bank FF	Chris Marvel	218-739-3377	cmarvel@americanfederal.net
American Nat. Bank-Baxter	Sam Horn	218-829-1484	shorn@anbmn.com
Compeer Financial	Jodie Garceau	320-258-2974	jodie.garceau@comeer.com
Deerwood Bank	Allie Verchota	218-825-8946	allie.verchota@deerwoodbank.com
Deerwood Bank	Malissa Tandeski	218-825-8946	malissa.tandeski@deerwoodbank.com
Farmers State Bank	Darren Krein	218-998-7283	darrenk@farmersstbank.com
First National Bank	Troy Friberg	218-822-4485	troy.friberg@fnbwalker.com
First Western Bank	Michael Engen	218-821-6004	michael.engen@firstwestern.bank
First Western Bank	Joe Sparks	218-833-8513	joseph.sparks@firstwestern.bank
FM Bank	Amanda Aaberg	218-736-5485	amanda.aaberg@mybankfm.com
Frandsen Bank & Trust	Chris Boelter	218-822-3356	cboelter@frandsenbank.com
Members Coop CU	Travis Betley	218-625-8907	travis.betley@membersccu.org
Mid MN Fed CU	Ginger House	218-822-5120	ghouse@mmfcu.org
Mid MN Fed CU	Veronica Franzen	218-829-0371	vfranzen@mmfcu.org
Northwoods Bank	Taylor Hansen	218-366-4810	taylorhansen@northwoodsbank.com
PrimeLending	Laurie Whitlow	320-632-2237	lwhitlow@primelending.com
Randall State Bank	Tyler Ogren	218-454-2189	Tyler.Ogren@Randallstatebank.com
Randall State Bank	Jaime Rowlette	218-209-5554	Jaime.Rowlette@Randallstatebank.com
Supreme Lending	Benson Ringle	218-507-0429	benson.ringle@supremelending.com
Tradition Mortgage	Lynn Mittelsteadt	218-820-6621	lynn@homeloanmn.com
United Community Bank	Janel Altstadt	218-346-5700	janela@ucbankmn.com
Wings Financial CU	Tim Hall	651-226-6664	tim.hall@wingsfinancial.com
Wings Financial Mortgage	Kristin Saul	952-484-2986	ksaul@wingsfinancial.com
COMPANY	CONTACT	PHONE	EMAIL
B. Johnson & Associates	Tad Johnson	218-829-3501	tad@brainerdcpa.com

Financial
Advisors/
CPAs

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Preferred
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Partners

Title Abstract

COMPANY	CONTACT	PHONE	EMAIL
Atlas Abstract & Title	David Jensen	218-828-3910	djensen@atlasabstract.com
Crow Wing Co. Abstract	Diane Junker	218-829-7368	diane.junker@cwcac.com
Cygnature Title Solutions	Suz Pohl	218-828-0122	suzep@cygnatureonline.com
Elite Title & Escrow	Shayna McCulloch	218-829-4450	shayna@elitetitlemn.com
First American Title	Sindy Shanks	218-828-9611	sshanks@firstam.com
Lakes Area Title Services	Jackie Trott	218-692-1473	jackietrott@lakesareatitle.com
Lawyers Title Services	Michelle Kadus	218-820-1242	skadus@lawyers-title.com
Quality Title	Linda Hurst	218-454-2156	lindah@breenandperson.com
The Title Team - Leer Title	Ineke Leer	218-547-7500	ineke@leertitle.com
The Title Team	Morgan Engen	218-568-5025	morgane@thetitleteam.com

Water Testing

COMPANY	CONTACT	PHONE	EMAIL
A.W. Research Labs	Sara Ahlers	218-829-7974	sara@awlab.com

Partners

COMPANY	CONTACT	PHONE	EMAIL
BCH Builders	Taylor Plautz	701-353-1398	bch@bchbuilders.com
CTC	Jamie Lyter	218-330-6724	jlyter@goctc.com
Lakes Area Habitat for Humanity	Kevin Pelkey	218-828-8517	kevin.pelkey@lakesareahabitat.org
Lonesome Cottage Furniture Company	Ruth Traut	218-568-8223	ruth@lonesomecottage.com
Mid/MN Builders Assoc.	Ashley Gilson	218-829-4982	mmba@brainerd.net
Mosquito Squad Plus	Darcy Jackson	218-829-9342	darcy.mosquitosquad@gmail.com
Pequot/Gull Lake Sanitation	JT Jordan	218-568-4630	jt@lakestrash.com
Professional House Doctors	Brian Delmore	218-429-1421	prohousedocs@hotmail.com
SentriLock	Mallory Fendrick	312-329-8260	
Superior Mechanical	Levi Bock	218-820-4895	lbock@superiormechnical.us

Your Client is Interested then the questions start coming in

What does it cost to build? How long will it take? Who do I even call first?

Sound Familiar?

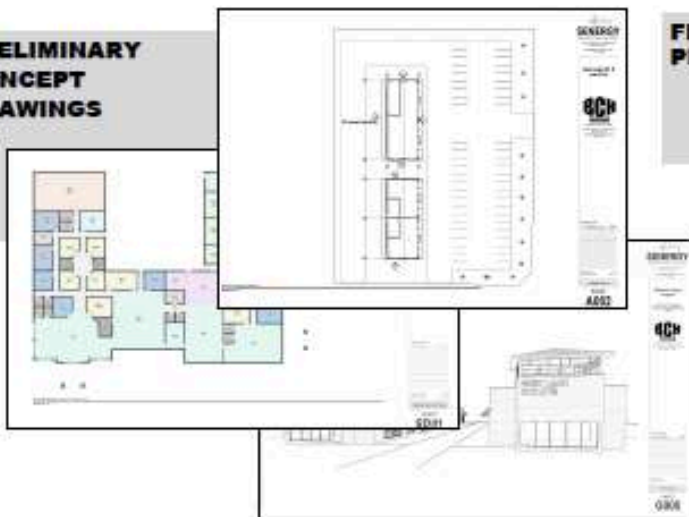
- What tax incentives are available?
- How do I qualify?
- What is needed for city planning?
- What zoning documents do I need?
- How do I deal with zoning requests?
- How do I meet all codes, rules, and regulations?



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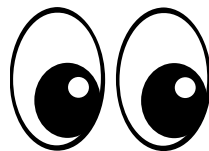
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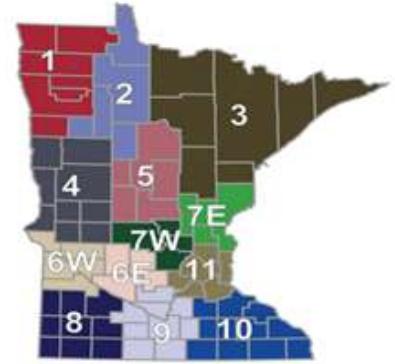
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The single most important rule governing the MARK is that it may only be used to convey this meaning, and never used to convey another meaning.

Board Meeting Scheduled for June 25th.



JUNE





2026

SUN	MON	TUE	WED	THU	FRI	SAT
14 REALTORS® LEGISLATIVE SESSION - WASHINGTON, DC	15	16	17	18	19 <i>GLAR Budget Committee</i> <i>GLAR Government Affairs Committee</i>	20
21 	22	23	24	25 Board of Directors Meeting	26	27
28	29	30				

JULY



2026

SUN	MON	TUE	WED	THU	FRI	SAT
			1	2	3 Office CLOSED <i>in observation of Independence Day</i> 	4 
5	6	7	8	9	10	11
12	13	14	15	16 Board of Directors Meeting	17	18