

RASM INSIDER

WWW.RASMINFO.COM



Inside this Issue:

- **Membership - Page 2**
- **Latest Home Reports - Page 3**
- **Office Chatter - President's Message - Page 4**
- **RASM Events - Page 5**
- **Member info - Page 6**
- **Misc information - Page 7**



REALTOR® ASSOCIATION OF SOUTHERN MINNESOTA

June 2025

UPDATES FROM NAR

During the recent REALTORS® Legislative Meetings, the NAR Board of Directors approved clarifications and updates to Standard of Practice 10-5 (SOP 10-5) and Professional Standards Policy Statement 29.

In 2020, Policy Statement 29 was amended to make the Code of Ethics applicable to all member activities regardless of whether or not the actions took place within the context of providing professional services.

A new SOP, 10-5, was adopted to further address harassment and discrimination concerns. After implementing these changes, NAR began discussing how they were being interpreted and applied. NAR became concerned that the changes were not being universally applied as intended.

NAR also recently underwent a risk audit, and it was determined that further clarification was needed concerning these matters to avoid liability for Realtor® members and associations. The following updates are aimed to improve the clarity and enforceability of the Code of Ethics, while at the same time protecting our commitment to Fair Housing and opposing discrimination in the marketplace.

Standard of Practice 10-5 (Revised language, effective immediately)

REALTORS®, in their capacity as real estate professionals, in association with their real estate businesses, or in their real estate-related activities shall not harass any person or persons based on race, color, religion, sex, disability, familial status, national origin, sexual orientation, or gender identity.

As used in this Code of Ethics, harassment is unwelcome behavior directed at an individual or group based on one or more of the above protected characteristics where the purpose or effect of the behavior is to create a hostile, abusive, or intimidating environment which adversely affects their ability to access equal professional services or employment opportunity. (Adopted and effective November 13, 2020, Amended 1/23 and 6/25)

Membership

NEW BUSINESS PARTNER- APTA TRAVEL

Amber has been customizing and planning personalized luxury vacations since 1999. Her amazing attention to detail and impeccable personal service have become her hallmarks in travel planning. Her dedication to each and every client is second to none.

Amber grew up and has resided in the Mankato area her entire life. She currently lives in Lake Crystal where she is raising her son, Lucas. She graduated from Dakota County Technical College in Rosemount, Minnesota in 1998. She has a Diploma in Travel Planning and is a Certified Travel Associate certified by The Travel Institute. The CTA designation, conferred by The Travel Institute, marks the pinnacle of travel industry professionalism. CTAs are required to complete a rigorous academic program and exam, possess at least five years of full-time experience, and follow a continuing education regimen to remain current on the latest travel trends. Amber is also a Luxury Lifestyle Specialist, having been certified as a specialist from Sandals Resorts, Aruba, Dominican Republic, Jamaica, Disney Vacations, Holland America Cruises, and Trafalgar Tours.

Her expertise is in customized itineraries, luxury cruises and tours, adventure travel, history tours, honeymoons, romantic getaways, and world cruises, as well as travel for large groups, businesses, destination weddings and family reunions.

Amber was an award-winning Travel Agent for over 14 years at AAA in Mankato, MN. At AAA Travel, she earned the President's Elite for top sales in 2007, 2008, 2010, 2011 and 2012. In 2013, Amber opened her own agency called Amber Pietan Travel Agency. She quickly established herself and began personalizing travel for her beloved clients in lower North Mankato. Since opening her agency, Amber received the Outside Agents Outstanding Sales Achievement Award in 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023 and 2024! She has also been voted the top Travel Agency in Mankato by the Mankato Free Press/Mankato Magazine every year since she started Amber Pietan Travel Agency.

Amber is a seasoned and dedicated traveler! As a child, she and her family traveled the United States extensively. As an adult, Amber has traveled to many Mexico destinations, England, Iceland, France, Italy, Switzerland, Spain, Greece, the Dominican Republic, Hawaii, Africa, Aruba, St. Martin, Costa Rica, Turks & Caicos, Vietnam, Cambodia, and Jamaica. She has also enjoyed a fabulous Caribbean, Alaskan & English Channel Cruises.

Amber's moto is "Without a Travel Agent you are on your own". On your own, planning a trip today can be confusing, and time consuming. However, having the availability and expertise of a travel professional to assist you will guarantee you the best prices and most amazing itineraries. Her years of experience enables her to share the wealth of information she has accumulated over the years with her clients and in her own personal travels. She also makes herself available to clients for unforeseen emergencies and changes. Amber prides herself on making each vacation she plans a memorable experience.



New Members

Ellie Sonju- Edina Realty

Les Laidlaw- True Real Estate

Ashley Ewing- Re/Max Dynamic Agents

Andrew Brudvig- Re/Max Dynamic Agents

Amanda Williams- Re/Max Dyanmic Agents

Brandon Wendlandt- True Real Estate

Thomas Wilkins - Re/Max

Kennedy Jones Riquelme - True Real Estate

Megan Alvarado - True Real Estate

New Business Partners

Amber Pietan- APTA Travel

Kelly Bloomgren- The Title Team Mankato

Jason Griggs- Bell Bank Mortgage- Rochester

Members Transferred

Todd Scott- Landmark Real Estate- Borgs Homes

Hiis Abukar- Edina Realty-True Real Estate

Sydney Ziegler- Keller Williams Premier- Re/Max
Dynamic Agents

Erik Jensen - True Real Estate-American Way

Leaving Members

Becky Vogel- Edina Realty

James Marble- Keller Williams Select

Seth Dreckman-C21 Atwood

HOMES REPORT

June 2025

245
New Listings

2024 / 217
+12.2%

2023 / 232
+5.6%

\$303,823
Average Sales Price

2024 - \$307,744
-1.2%

2023 - \$297,474
+2.1%

167
Closed Sales

2024 / 166
0%

2023 / 117
+42.7%

98%
% List Price
/ Sold

\$289,000
Median Sales
Price

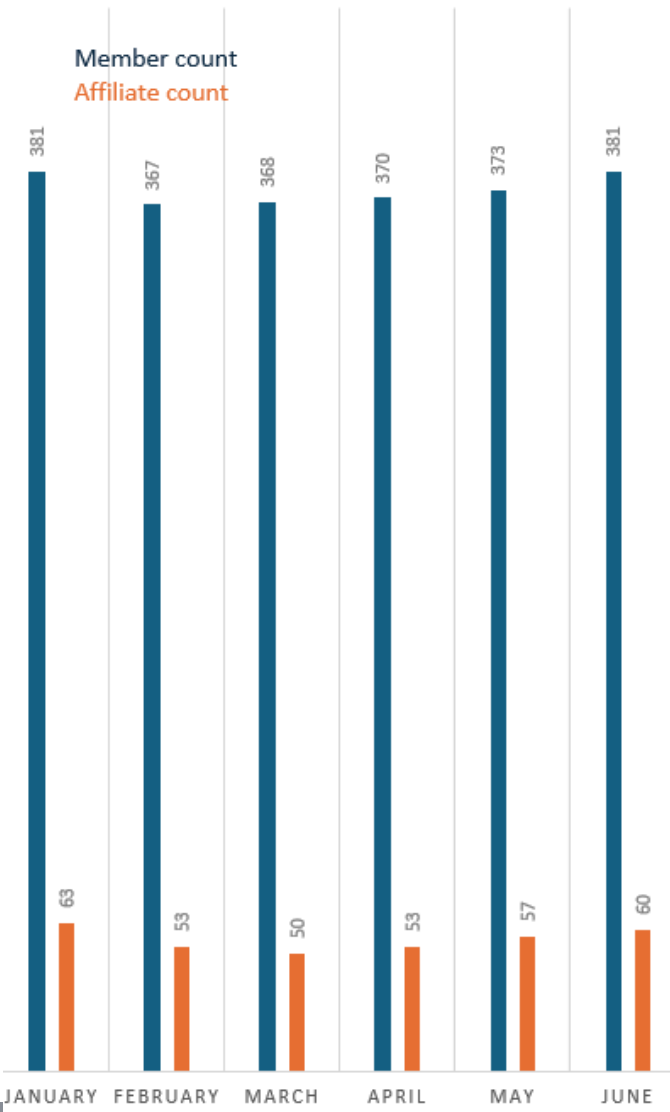
77
Days on
Market

MEMBERSHIP REPORT

New REALTOR® Members 3

Resignations 0

Memberships 381





RASM President Erik Jensen

A Message from the President

Be the Person You Want to Work With

This quote hangs in my office, and from the very first time I saw it, it stuck with me. It still stops me in my tracks when I glance at it today. Simple, but powerful—and incredibly relevant in our business.

At face value, this saying speaks to the clients we meet and work with (and hopefully their families too!). We all want to work with people we connect with—people who are kind, respectful, maybe even fun. But that kind of relationship starts with us. It begins with how we show up in every interaction. The golden rule still applies: treat others the way you want to be treated.

But there's another layer to this, and that's the main point I want to share today.

This principle is just as important—maybe even more so—when it comes to how we work with our peers: other agents, lenders, inspectors, title reps, and especially each other. There's a right way to collaborate, and there are plenty of wrong ways too. When things get stressful (as they often do), ask yourself: What does this situation need from me right now? Does it need more conflict? Frustration? Or would it be more productive to lean in, communicate, and problem-solve together? Because ultimately, we're all working toward the same goal: helping our clients succeed. So let's choose to work smarter and kinder. Be better. Do better. We're in this together.

And finally, I want to touch on the Realtor® Code of Ethics. Personally, I think this should be part of our required continuing education every year. Too many agents forget—or ignore—what this profession stands for, and it gives Realtors® a bad name.

If we all committed to holding ourselves to a higher standard, the industry would be better for it.

One part of the Code that really stands out in relation to this topic is Article 15:

REALTORS® shall not knowingly or recklessly make false or misleading statements about other real estate professionals, their businesses, or their business practices.

We owe that respect to each other, and to the profession as a whole.

You can read the full Code of Ethics here: [2025 Code of Ethics – Standards of Practice](#)

Let's raise the bar—together.

A New Face At RASM

If you call the main office at RASM these days, you may notice a new voice on the line. Jess Ziemer has been hired as our new Member Coordinator/Office Staff. Jess comes to us from Risen Savior Lutheran School, where she was a classroom aide and part-time office staff. She lives in North Mankato with her husband and two teenage sons. In her free time, Jess enjoys reading, baking, and traveling.

Stop and say hello the next time you are in the office and be patient - she's new here.



Past Events



Volunteering at FOCP Backpack Food Program during REALTOR® Volunteer week.

The RASM team packed 3-day food packs that went home with area elementary students to sustain them over Memorial Day weekend. Many food insecure children rely on their neighborhood school for meals. When school is not in session FOCP provides proper fuel so they can return to school ready to learn. With the help of RASM volunteers, FOCP served 8,000 meals over Memorial Day Weekend to local youth who might otherwise go hungry.



Let's Look... MLS Rule Coming Soon Listings:

A few reminders on Coming Soon listings:

- They must be input into the MLS under the coming soon status within 1 business day of listing agreement being completed.
- There must be a date input for when the property will be available for showing.
- Listings are only allowed to be in coming soon status for 14 days.
- NO showings are allowed by any agent while in a coming soon status.
- Buyers may write an offer site unseen while a property is in the coming soon status
- A property may be marketed while in the coming soon status.

And a bonus rule reminder in regards to disclosing ownership from the MLS policies: **Owner is agent: When agent is owner or related to the owner of the property that must be disclosed in the public remarks of Paragon. Failure to do so will result in a \$50.00 fine.**

COURTESY REMINDER

When you have a showing set up and something changes, please remember to update the list agent. This includes if for some reason you are unable to be the agent that goes to the showing with the buyers. If you have another agent from your office take buyers to a showing please notify the list agent of the change. Sellers have the right to know who is accessing their home.

WHAT DOES RASM HAVE PLANNED

GET READY TO HAVE FUN AND NETWORK

- AUGUST 6 - VOLUNTEER @ BACKPACK FOOD PROGRAM
- AUGUST 7- RASM ANNUAL GOLF OUTING
- SEPTEMBER 16- AFFILIATE TRADE SHOW
- NOVEMBER 6- VETERANS DAY LUNCHEON
- *TENTATIVE DATE

We look forward to you joining us at RASM events. Please watch your emails for upcoming events and details.

A FRIENDLY REMINDER... PLEASE CALL TO MAKE AN APPOINTMENT FOR ANY NEW MEMBERS. WE WANT TO MAKE SURE WE HAVE THE TIME TO HELP THEM.

Interested in volunteering for a RASM Committee?
We have room for you and would love for you to join us.
[click here for information on our committees.](#)

NAR FAIR HOUSING TRAINING REQUIREMENT

REALTORS® are required to complete Fair Housing / Anti-Bias Training upon becoming a member, and every 3 years thereafter, coinciding with the Code of Ethics training timeline. **This requirement is in addition to the Code of Ethics training.** Qualified training must be of not less than 2 hours of instructional time. The training must meet specific learning objectives and criteria established by the National Association of REALTORS®. This requirement began January 1, 2025 with a deadline of December 31, 2027. Training may be completed through NAR's online courses or through another method, such as online or classroom courses via local/state associations.

Click [here](#) for RPR Training videos to help you use this free tool

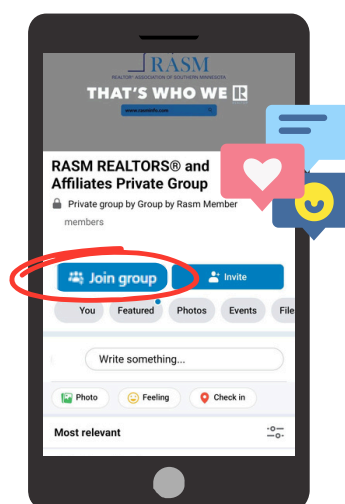


Add us on Social Media



Want to be the first to know about RASM news and events?

[Click here to join our private Facebook Group with daily and weekly updates!](#)



Business Partners



APPRAISERS

Appraisal Services of Mankato

507-387-1137
Erin Tisdell, Gordon Oslund, Kathy Thielges
staff@appraisalservicesmankato.com

Banner Appraisals

507-647-3060
Phillip Klenk - banner@means.net

Hinrichsen Appraisal

507-526-2433
Brad Hinrichsen
brich@bevcomm.net

Home Value Resource

507-382-0689
Bradley Haug
homevalueresource@outlook.com

JC Valuation Services, Inc

507-456-7930
Jason Carlsten - info@jcvaluationservices.net
Ryan Carlsten - rcarlsten18@gmail.com
Nicholas Ackerman - nick@jcvaluationservices.net

Pete Peterson Appraisal

507-243-4213
Darwin Peterson - appraise@hickorytech.net

Premier Appraisals

507-317-7969
David Koppendrayner
premierappraisalsmn@outlook.com

River City Appraisal Services

507-388-1276
Brian Schultz - vit4041@hickorytech.net

Midwest Property Specialists

507-526-3947
Layne McCleary
connect@midwestpropertyspecialists.com

So. MN Real Estate Services

507-655-6650
Tim McPartland - statewidetim@earthlink.net

CLOSING SERVICES

Premier Title Services, LLC

507-385-4488
Stacey Edwards Jones
stacey@joneslawmn.com

Stewart Title

507-386-0664
Deb Throldahl - debra.throldahl@stewart.com
Kim Schmidt - kimberly.schmidt@stewart.com
Mandy Koch - amanda.koch@stewart.com

FINANCIAL SERVICES

Atwood Mortgage

651-384-2100
Bryan Atwood
bryan.atwood@atwoodmortgage.com

Bremer Bank

507-276-3579
Adam Macho - ajmacho@bremer.com

CCF - Citizens Community Federal

507-386-0200
Samantha Paris - sparis@ccf.us

Busch Lawrence Group Home Lending

Brent Busch - brent@buschlawrencegroup.com
Steve Lawrence - steve@buschlawrencegroup.com

Compeer Financial

507-344-5020
Lindsey Anderson
lindsey.anderson@compeer.com
Chad Young
chad.young@compeer.com

Cross Country Mortgage

507-380-0780
Habib.sadaka@myccmortgage.com

First National Bank

507-934-5266
Matt LeTourneau
matt.letourneau@fnbmn.bank
Jay Buboltz - jay.buboltz@fnbmn.bank
Mike Ludvik - mike.ludvik@fnbmn.bank

Frandsen & Trust

507-385-4510
Joslyn Manske
jmanske@frandsenbank.com

Lumiate Bank

River Valley Team
507-382-1468
Nick Teigland
INick.Teigland@goluminate.com

MN Valley Federal Credit Union

507-625-1121
Becky Wilson - beckyw@mnvalleyfcu.coop
Melissa Stafford - melissas@mnvalleyfcu.coop
Jessica Wheelock - jessicaw@mnvalleyfcu.coop

Pioneer Bank

507-625-3310
Carissa Lutterman
clutterman@bankwithpioneer.com
507-325-3268
Jen Wiens - jwiens@bankwithpioneer.com

PrimeSource Funding

507-389-8240
Ryan Stangl - rstangl@primesourcefunding.com

U.S. Bank

507-387-9436
Chad Borgmeier
chad.borgmeier@usbank.com

HOME WARRANTIES

Home Warranty, Inc

952-239-0182
Peter Jackson - Peterjackson@homewarrantyinc.com

INSPECTORS

Anchor Home Services

507-995-1886
Josh Ardolf
ardolfhomeservices@gmail.com

Brunz Home Inspections

507-382-6669
Bryce Brunz
brunzhomeinspections@gmail.com

Carlstrom Home Inspections

507-317-0516
Ian Carlstrom
iancarlstrom1@gmail.com

Central Inspections

507-382-8866
James Watts
wattstileandstone@gmail.com

Elite Inspections, LLC

507-382-8668
Erik Magelee
info@eliteinspectionsmn.com

Haas Home Inspectors

507-304-3500
Josh Hass - haasinspection@gmail.com

Holm Inspections, LLC

507-276-4238
Paul Holm
holm inspections@gmail.com

Homespex of Minnesota

507-381-1418
Rodney Reinhardt rodreinhardt@msn.com

Quality Home Inspection, LLC

507-380-1989
Randall Preuss
qualityhomeinspectionmn@gmail.com

Terry B's Home Inspections

507-381-0268
Terry Barbeau - terrybshomeinspection@gmail.com

Superior Inspection Services

507-676-3950
Mike Danberry - superiorinspections101@gmail.com

Willette Inspections

507-995-6960
Jonathan Willette - willetteinspections@gmail.com

PHOTOGRAPHY

MN Home Tours

763-300-7730
Jason Smith - info@mnhometours.com
Lilly Anderson - lillyemanderson@gmail.com
Michael Sargent - msarge507@gmail.com

Nordy Photography

612-440-0558
Adam McIntyre Barn- office@nordyphoto.com
Michael Wagner - mike@nordyphoto.com
Nicole Schneider - nicole@nordyphoto.com
Michel Cros -michel@nordyphoto.com
Ashley Grise - ashley@nordyphoto.com

Nordy Photography

Niklas Heine - nikheine@nordyphoto.com
Bryan Holm - holmbry@nordyphoto.com

Share Media

414- 379-6759
Brandon Knudsvig - sharemedia17@gmail.com

MARKETING

Forward Minded Media

612-440-9040
Patrick McCabe- pat@forwardmindedmedia.com

Property Pedigree

507-327-1408
Laura Babock- laura@propertypedigree.com

MOVING AND STORAGE /PERSONAL PROPERTY

Kato Moving and Storage

507-508-2034
Bob Reeves - bob@katomoving.com

Caring Transitions of Mankato

507-381-4631
Doug Lamoureux - dlamoureux@caringtransitions.com
Beth Milbrett- bmlbret@caringtransitions.com

RADON

Ameradon Services

507-304-3537
Dalton Westerlund
- daltonwesterlund@outlook.com

Radon Solutions

507-351-2413
Andy Kelly, Mitch Kelley - basementandradonsolutions@gmail.com
Ryan Dahlvang - ryandahlvang@breatheeasymanakato.com

Title Companies

MN River Valley Title & Abstracting

507-720-6415
Debra Scruggs- dksruggs@mnrivertitle.com
Thomas Traetow- tom@mnrivertitle.com
ardolfhomeservices@gmail.com

Near North Title Group

507-382-6669
Bryce Brunz
brunzhomeinspections@gmail.com

Premier Title Services

507-317-0516
Ian Carlstrom
iancarlstrom1@gmail.com

Stewart Title

507-385-4488
Deb Throldahl- debra.throldahl@stewart.com
Kim Schimdt- kimberly.schmidt@stewart.com
Mandy Koch- mandy.koch@stewart.com

The Title Team

507-965-2030
Kelly Bloomgren
kelly@thetitleteam.com

Premier Title Services

507-385-4488
Stacey Edward Jones- stacey@joneslawmn.com

TRAVEL

APT TRAVEL

507-382-0669
Amber Pietan - amber@ambertravels.com

MOVING AND STORAGE /PERSONAL PROPERTY

McGowan Water Conditioning

507-388-3361
Mike McGowan- mikem@mcgowanwater.com

RADON

Ameradon Services

507-304-3537
Dalton Westerlund
- daltonwesterlund@outlook.com

Radon Solutions

507-351-2413
Andy Kelly, Mitch Kelley - basementandradonsolutions@gmail.com
Ryan Dahlvang - ryandahlvang@breatheeasyankato.com

TITLE COMPANIES

MN River Valley Title & Abstracting

507-720-6415
Debra Scruggs
dksruggs@mnrivertitle.com
Thomas Traetow - tom@mnrivertitle.com

Near North Title Group

507-380-8867
Janean Winter - jwinter@nntg.com

Premier Title Services, LLC

507-385-4488
Stacey Edward - Jones
- stacey@joneslawmn.com

Stewart Title

507-386-0664
Deb Throldahl - debra.throldahl@stewart.com
Kim Schmidt - kimberly.schmidt@stewart.com
Mandy Koch - amanda.koch@stewart.com

WATER TESTING/ TREATMENT

McGowan Water Conditioning

507-388-3361
Mike McGowan - mikem@mcgowanwater.com