



**2020 State REALTOR® Association
Legislative Priorities Survey**
NAR Member Priorities

November 2019

Conducted by Research and the REALTOR® Party



October 20-November 1, 2019
2,466 Online Respondents (2,200 Weighted)
Margin of error: ± 2.1 percentage points

National Association of REALTORS® NAR Member Priorities Frequencies

Q.1 In which state do you primarily do business?

	Total
Region 1	4
Region 2	11
Region 3	5
Region 4	8
Region 5	18
Region 6	5
Region 7	6
Region 8	3
Region 9	4
Region 10	10
Region 11	9
Region 12	4
Region 13	15

Q.2 Generally speaking, do you think that things in [STATE] are going in the right direction, or do you feel things have gotten off on the wrong track?

	Total
Right direction	73
Wrong track	27
Right direction - Wrong track	46

Q.3 Generally speaking, do you think that things in your local community are going in the right direction, or do you feel things have gotten off on the wrong track?

	Total
Right direction	76
Wrong track	24
Right direction - Wrong track	52

Q.4 And in general, how would you rate the job being done by your state and local REALTOR® associations in representing your interests as a REALTOR® to state and local government?

	Total
Excellent	28
Good	46
Just fair	13
Poor	4
Don't know enough to rate	9
Excellent/Good	75
Just Fair/Poor	17
Excellent/Good - Just Fair/Poor	58

Q.5 Below is a list of policy areas in which some local REALTOR® associations are involved. Thinking about your community and the area where you live, please indicate how high a priority you think each issue area should be for your local REALTOR® association.

Use a scale of zero to ten, with zero meaning the issue is not a priority at all and ten meaning the issue should be the highest priority for your local REALTOR® association.

	0	1	2	3	4	5	6	7	8	9	10	Mean	0-3	4-7	8-10
A. Housing affordability	2	5	3	3	3	11	8	10	15	10	29	7.1	13	33	54
B. Short-term rentals	6	13	9	9	8	19	9	8	7	5	7	4.6	37	44	19
C. Housing inventory and stock	2	4	2	3	4	12	8	13	15	12	25	7.0	12	37	51
D. Landlord & tenant's rights	3	7	5	5	5	18	9	12	13	8	16	6.1	19	44	37
E. Workforce housing	5	9	6	6	6	17	10	11	11	6	12	5.5	27	45	29
F. Property taxes	2	4	3	4	3	11	7	11	13	12	32	7.3	12	32	56
G. Real estate transfer taxes	4	8	5	5	6	14	8	10	12	8	20	6.2	21	38	41
H. Water quality & sewer	4	7	5	5	5	12	8	10	13	9	23	6.4	20	35	45
I. Road maintenance and repair	3	7	4	6	5	12	10	11	13	9	20	6.4	20	38	42
J. Public school funding	5	8	4	5	4	15	8	11	12	7	21	6.2	21	39	40
K. Planning and zoning issues	2	4	3	5	5	14	9	13	15	10	20	6.7	14	40	46
L. Impact fees	5	10	6	7	7	19	9	11	9	7	11	5.4	28	45	27

Q.6 And in your own words, what are the one or two local public policy or advocacy issues you think are the most important for your REALTOR® associations to address? They may be from the issues listed in the previous question, or they could be different issues. We want to know what you think are the one or two biggest public policy or advocacy issues in your community.

Responses on following page

	Total
Taxes	43
Taxes	28
Property Taxes	13
Transfer Taxes	1
Mortgage Interest Tax Deduction	0
Housing Affordability and Availability	37
Housing Affordability	24
Housing Availability/Inventory	8
Homelessness	3
Rent Control	2
Workforce Housing	1
ADUs	0
Local Public Policy	24
Education and schools	9
Planning and zoning	6
Short-term rentals	3
Overdevelopment and growth	2
Crime, drugs and public safety	1
Fees	1
Impact fees	1
Private property rights	1
Declining population/people leaving area	0
Policies to keep people in their homes	-
Infrastructure	13
Streets and roads	6
Water, sewer and drainage	3
Traffic	2
Infrastructure	1
Internet and utilities	0
REALTOR Issues	10
Landlord and tenant rights	3
Realtor ethics and professionalism	3
Addressing disrupters and online companies	2
Educating public about REALTORS	1
HOA issues	1
MLS issues	0
Support for first-time homebuyers	0
Public Policy	3
Environmental Issues	1
Flood Insurance	1
Health Insurance/Healthcare	1
Jobs and the economy	1
(Other)	6
(Don't know/refused)	8

Q.7 Many localities are experiencing problems with the issue of housing affordability. How much of a problem is housing affordability in the area where you work?

(ROTATE FIRST TO LAST AND LAST TO FIRST)

	Total
Very serious problem	21
Serious problem	44
Not a serious problem	32
Not a problem at all	3
Very serious/Serious problem	65
Not a serious problem/Not a problem	35
Very serious/Serious problem - Not a serious problem/Not a problem	30

Q.8 Do you think that housing prices will (ROTATE INCREASE/DECREASE) increase, decrease or stay the same over the next 12 to 18 months?

	Total
Increase	51
Decrease	16
Stay the same	34
Increase - Decrease	35

Q.9 How much of a problem is the availability of housing or the lack of housing inventory/stock in the area where you work?

(ROTATE FIRST TO LAST AND LAST TO FIRST)

	Total
Very serious problem	14
Serious problem	45
Not a serious problem	37
Not a problem at all	4
Very serious/Serious problem	59
Not a serious problem/Not a problem	41
Very serious/Serious problem - Not a serious problem/Not a problem	19

Q.10 Do you think that the number of homes, condominiums and properties for sale in your community will (ROTATE INCREASE/DECREASE) increase, decrease, or stay about the same over the next 12 to 18 months?

	Total
Increase	37
Decrease	13
Stay the same	50
Increase - Decrease	24

Q.11 Thinking again about housing affordability, here are some ways that REALTOR® associations could work to address the issue. Please indicate how effective you think each measure would be in addressing housing affordability in the area where you work.

	Very effective	Smwt effective	A little effective	Not effective at all	Don't know	Very/Smwt effective	A little/Not effective	Very/Smwt effective - A little/Not effective
A. Encourage local jurisdictions to change zoning laws to allow for more dense developments with a greater variety of housing choices, like townhomes, condominiums, duplexes, and triplexes.	23	33	22	17	5	56	39	17
B. Provide tax incentives and other inducements to developers to build homes and apartments in underserved areas.	35	35	17	10	4	69	27	42
C. Reduce the costs and regulatory barriers that homebuilders and developers face when constructing new homes.	33	34	18	10	5	66	29	38
D. Encourage development of alternative housing models, like tiny houses and accessory dwelling units (ADUs).	21	29	24	20	7	49	44	6
E. Require developers to set aside a certain number of their units as below-market price housing.	19	27	23	24	7	46	47	-1

Q.12 Do you have any other suggestions for ways your local REALTOR® association could work to address housing affordability? **(728 respondents)**

	Total
Lower taxes	6
Provide incentives for first time homebuyers/low-income homebuyers/seniors	5
ADUs/alternative housing models	4
Build smaller/more affordable homes	4
Builder/developer incentives	4
Consumer financial education	4
Don't interfere/leave to market	4
Government incentives	4
Lower property taxes	4
Reduce regulation	4
Address zoning issues	3
Build more housing	3
Not an issue in my area	3
Problem is low wages	3
Revitalize/renovate older homes	3
Bring together stakeholders	2
Increase access to financing	3
Lower building costs	2
More outreach/communication on issue	2
Prevent price gauging	2
Reduce fees	2
Address investors driving up prices	1
Combat NIMBYism/eliminate affordable housing stigma	1
Government should address, not REALTORS	1
Improve public transit	1
Increase density	1
Issues are with banks	1
Landlord incentives	1
Member education	1
Provide assistance with down payment and closing costs	1
Rent control	1
Require affordable housing as part of new development	1
Support candidates who make affordable housing a priority	1
Make sure new development addresses community needs	1
Public/private partnerships	0
Tax incentives for landlords	0
(Other)	17
(Don't know/refused)	2

Q.13 Finally, we have just a few questions for demographic purposes. Are you:

	Total
Male	39
Female	57
Prefer not to say	4

Q.14 In what year were you born?

	Total
18-29	5
30-39	17
40-49	22
50-64	36
65+	19

Q.15 Generally speaking, do you think of yourself as a (ROTATE) Democrat, a Republican, or something else?

	Total
Strong Democrat	11
Weak Democrat	11
Independent-lean Democrat	5
Independent	22
Independent-lean Republican	7
Weak Republican	19
Strong Republican	25
(Don't know/refused)	-
Democrat	22
Independent with Leaners	34
Republican	44
Democrat - Republican	-23
Democrat and Ind. Lean Dem	27
Pure Independent	22
Republican and Ind. Lean Repub	51
Democrat and Ind. Lean Dem - Republican and Ind. Lean Repub	-24

Q.18 Next, would you consider yourself to be politically... (ROTATE)

	Total
Very liberal	4
Somewhat liberal	12
Moderate	45
Somewhat conservative	26
Very conservative	13
Total liberal	16
Total conservative	39
Total liberal - Total conservative	-23

Q.19 How many years have you been active as a professional in the real estate industry?

	Total
0 - 9.9	50
10 - 19.9	24
20 - 29.9	13
30 - 39.9	8
40 - 49.9	4
50 - 59.9	0
Mean	12.6

Q.20 Excluding any income from a partner or spouse, what share of your income comes from real estate activities (including real estate brokerage, appraisals, and property management)?

	Total
All of my income comes from real estate activities	46
More than half (but not all) of my income comes from real estate activities	19
Less than half of my income comes from real estate activities	21
Prefer not to say	14

Q.21 Which of the following best describes the organization where you currently work?

	Total
Independent, Non-Franchised Company	43
Independent, Franchised Company	34
Owned by a national or regional corporation	16
Not sure	5
Other	2

Q.22 What is your main function in the real estate industry? Please choose only one answer.

	Total
Sales Agent, Mainly Residential	61
Associate Broker, Broker-Associate or Broker(Not Broker of Record)	14
Broker/Owner, some selling	9
Local Association Executive, Government Affairs Director, or Staff	0
Buyer's Agent	6
Broker of Record, some selling	1
Manager, some selling	1
Real Estate Specialist (auction, appraisal, land, etc.)	1
Property Manager	2
Broker/Owner, no selling	0
State Association Executive, Government Affairs Director, or Staff	-
Manager, no selling	0
Broker of Record, no selling	0
Relocation Specialist	0
Other	5

Q.23 Which of the following best describes the number of agents who work in your office?

	Total
1	5
2-10	24
11-25	16
26-40	13
41-100	21
101 or more	22

Q.24 Are you actively involved in a leadership or volunteer role (e.g. committee or board member, elected leadership, etc.) in a local, state, or national real estate association?

Please select all that apply.

	Total
No, member at large	80
Yes, at the local level (Volunteer leader)	18
Yes, at the national level (Volunteer leader)	1
Yes, at the state level (Volunteer leader)	4

Survey Methodology

American Strategies designed and administered this online survey. The survey reached 2,466 Respondents (2,200 weighted), age 18 or older, who are members of the National Association of REALTORS®. A list of 50,000 REALTOR® members was randomly selected from the National Association of REALTORS® member database. Each member of the randomly selected universe was then invited by e-mail to take the survey online. Two additional reminders were sent to each member of the sample universe. Quotas were assigned to reflect the demographic distribution of active members of National Association of REALTORS®, and the data were weighted to ensure an accurate reflection of the population. The overall margin of error is +/- 2.1%. The margin of error for subgroups is larger and varies. Percentage totals may not add up precisely due to rounding.