

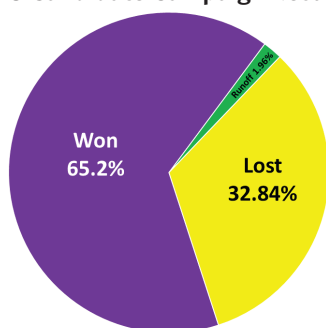
# 2018 State and Local Election Cycle Summary

## I. Candidate Campaigns

The State and Local Independent Expenditure (IE) Program completed a total of 408 races in 2018. One hundred fifty-seven of those races were for primary or municipal general elections occurring prior to the November General Election. For the November General Election, the IE program was involved in 252 state or local elections. Results were as follows:

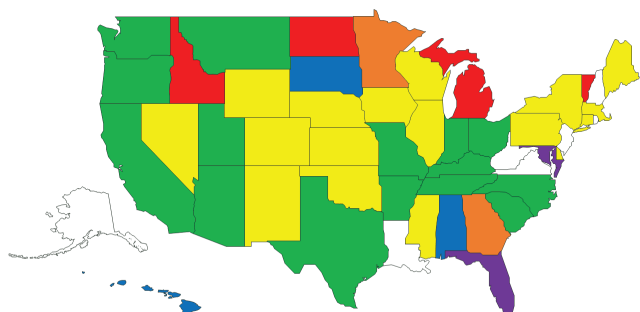
- Total Races: 408
- Wins: 266
- Runoffs: 8
- Losses: 134

2018 Candidate Campaign Results



IE campaigns ran in 43 states and the District of Columbia. Campaigns ranged from statewide and state legislative office (Governor, State Senate/House, etc) to local offices (county supervisor, mayor, city council, etc.)

2018 Candidate Campaigns by State

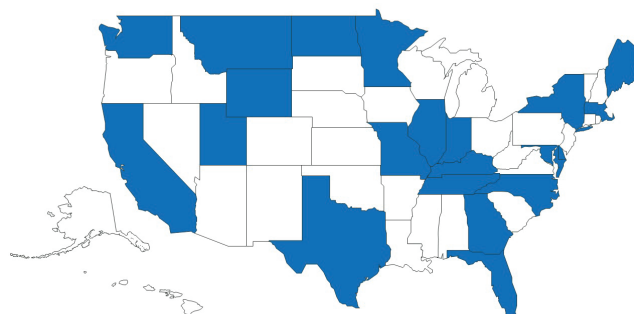


Purple:  
Statewide, State Senate/House, & Local  
Orange:  
Statewide & State Senate/House  
Green: State Senate/House & Local

Red: Statewide Only  
Yellow: State Senate/House Only  
Blue: Local Only  
White: No Activity

Of those 274 IE wins and runoffs, 57, or 20.8%, were races in which NAR was supporting a REALTOR® running for office. Here are the stats for REALTORS® running for office in 21 different states.

2018 REALTORS® Elected to Office by State



Highlights for the 2018 IE Program include:

- Active in 5 different races for Governor this year
  - REALTOR® Larry Hogan re-elected Maryland Governor
  - Minnesota REALTOR® Champion Tim Walz
  - Brad Little elected Idaho Governor
  - Ron DeSantis elected Florida Governor
  - Brian Kemp elected Georgia Governor
- Campaigns run in North Dakota and South Dakota for the first time in program history
- Record number of IE campaigns approved in a mid-term election year
- Record amount spent on state and local IE campaigns: \$10,446,661

## II. Ballot Measure Campaigns

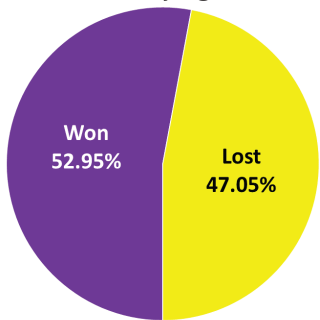
The State and Local Issues Mobilization program participated in 34 separate ballot measures campaigns in 2018. Seventy-seven took place during the November General Election with only 7 occurring earlier in the year. Issues ranged from supporting infrastructure

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measures and caps on property taxes to fighting rent control and sales tax on services. Results were as follow:

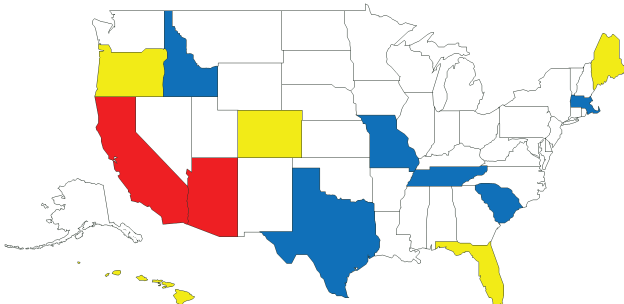
- Total Races: 34
- Wins: 18
- Losses: 16

2018 Issue Campaign Results



In total, 7 campaigns were state issues, while 27 were local measures, with 27 different associations participated in the Issues Mobilization Program in 2018.

2018 Issue Campaigns by State



Red: State & Local Campaigns  
Yellow: State Campaigns Only  
Blue: Local Campaigns Only  
White: No Activity

Highlights for the 2018 Issues Mobilization Program include:

- Passing a permeant ban on any new tax on services in Arizona.
- Passing a constitutional amendment to cap property taxes on non-homestead properties in Florida.
- Defeating rent control measures locally in National City and Santa Cruz, California.

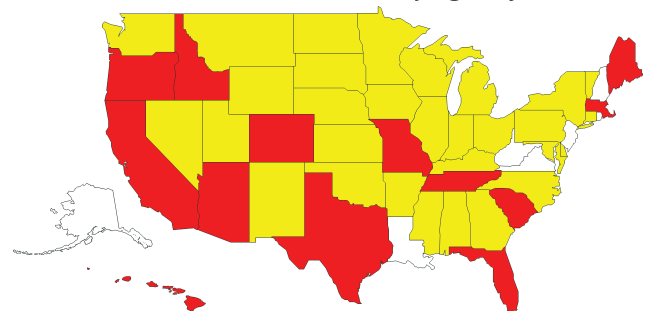
- Passing infrastructure measures in Beaufort County, South Carolina and Collin County, Texas.
- Defeating a parcel tax in Richmond, California and a transfer tax in Union City, California.

NAR also contributed to campaigns that helped keep local rent control measures in Sacramento and Long Beach, California off the 2018 ballot.

### III. State and Local Campaign Totals

NAR State and Local Campaign Services conducted a total of 441 campaigns in 43 different states for 145 different REALTOR® Associations in 2018.

2018 Candidate and Issue Campaigns by State



Red: Candidate & Issue Campaigns  
Yellow: Candidate Campaigns Only  
White: No Activity

### IV. Total Spending

