Best Practices in State Licensing Laws: Fair Housing Education

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NEW YORK NEWSDAY: Unequal Treatment by Real Estate Agents

- 19% Against Asian Americans
- 39% Against Hispanic Americans
- 49% Against Black Americans
- 40% Overall Against Buyers of Color



UNEQUAL TREATMENT

- Steering
- Additional qualifications for Black tester
- Showing Fewer Listings
- Providing Different Information
 - Neighborhoods
 - Crime
 - Schools







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NAR'S ACT! FAIR HOUSING INITIATIVE

- ACCOUNTABILITY
- CULTURE CHANGE
- TRAINING



BACKGROUND: LICENSURE LAW REPORTER

- ACT! provides states information to ensure their licensing law:
 - Includes effective fair housing training requirements
 - Holds licensees accountable for fair housing violations
- We surveyed all 54 US jurisdictions' licensing statutes and identified best practices



NOTEWORTHY FINDINGS: PRE-LICENSE EDUCATION

- 46% of US jurisdictions require pre-license fair housing training for Brokers
- 50% mandate pre-license fair housing training for Salespersons
- These states require 1-4 hours of pre-license FH education
- Other states:
 - Require a <u>general course</u> on real estate law
 - Make fair housing education an <u>approved elective</u>



NOTEWORTHY FINDINGS: CONTINUING EDUCATION

- 31% of US jurisdictions mandate fair housing CE for Brokers
- 27% mandate fair housing CE for Salespersons
- States requiring fair housing CE vary in how many hours they require
- Some states exempt certain licensees from CE



FAIR HOUSING EDUCATION: BEST PRACTICES



Defined fair housing education requirements for both pre-licensing and continuing education



Fair housing education requirements for both brokers and salespersons



Concrete minimum number of required hours (preferably stand-alone courses)



Fair housing education for <u>all</u> licensees, with no exemptions



NAR'S FAIR HOUSING LICENSING REPORTER



Real Estate Licensing Reporter: Fair Housing Education and Enforcement

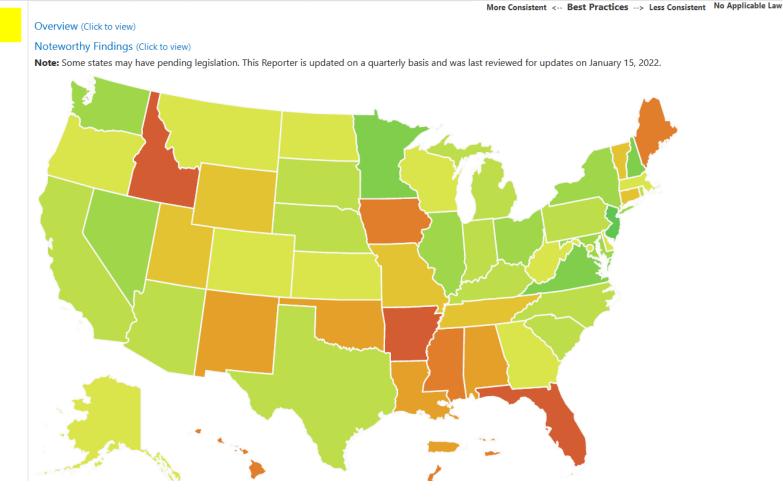
Tutoria

Help

- ▼ Fair Housing Education and Enforcement
 - ▼ Education
 - Pre-Licensing
 - Continuing Education
 - **▼** Enforcement

Violations

Investigations and Reporting





THANK YOU.





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