

2022 Legislative Priorities Survey

Member Results

NOVEMBER 2022

Conducted by
American Strategies &
the REALTOR® Party





October 6-14, 2022

September 21-30, 2021

September 21-October 1, 2020

October 20-November 1, 2019

1,300 Online 2022 Respondents

1,750 Online 2021 Respondents (2,114 Unweighted)

2,000 Online 2020 Respondents (2,437 Unweighted)

2,200 Online 2019 Respondents (2,466 Unweighted)

Margin of error: ± 2.7 percentage points

National Association of REALTORS® NAR Member Priorities Frequencies (% responding)

Q.3 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?

	2022	2021	2020	2019
Right direction	64	62	71	73
Wrong track	36	38	30	27

Q.4 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?

	2022	2021	2020	2019
Right direction	68	67	75	76
Wrong track	32	33	25	24

Q.5 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?

(ROTATE FIRST TO LAST AND LAST TO FIRST)

	2022	2021	2020	2019
Excellent	28	25	32	28
Good	40	43	44	46
Just fair	13	14	11	13
Poor	5	6	4	4
Don't know enough to rate	15	12	9	9
Excellent/Good	68	68	76	75
Just fair/Poor	17	20	15	17
Excellent/Good - Just fair/Poor	51	48	61	58

Q.6 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® associations. Please click on the number to make your selection.

	0 - Not a priority at all	1	2	3	4	5	6	7	8	9	10 - High priority	Mean	0-3	4-7	8-10	
A. Housing affordability																
2022	4	1	2	4	3	10	6	10	15	12	33	7.4	11	30	60	
2021	4	6	4	3	5	12	9	11	12	10	24	6.6	17	37	46	
2020	2	4	4	3	4	12	8	12	12	11	29	7.1	13	35	52	
2019	2	5	3	3	3	11	8	10	15	10	29	7.1	13	33	54	
B. Housing inventory and stock																
2022	3	1	2	3	4	12	8	14	15	15	25	7.3	8	38	54	
2021	2	5	2	3	3	10	7	10	14	12	31	7.2	13	31	57	
2020	2	4	3	4	3	10	6	10	15	13	31	7.4	12	29	59	
2019	2	4	2	3	4	12	8	13	15	12	25	7.0	12	37	51	
C. Fair Housing issues (discrimination in the homebuying or renting process, expanding homeownership to underrepresented groups, etc.)																
2022	7	4	3	4	5	13	6	10	12	10	26	6.5	19	34	47	
D. Working against rent control and rent stabilization																
2022	10	4	4	6	6	16	7	10	10	9	18	5.9	23	39	38	
E. Tax issues (property taxes, transfer taxes, etc.)																
2022	3	1	3	4	4	12	8	11	15	11	28	7.2	10	36	54	

National Association of REALTORS® NAR Member Priorities: Frequencies, October 6-14, 2022

	0 - Not a priority at all	1	2	3	4	5	6	7	8	9	10 - High priority	Mean	0-3	4-7	8-10	
F. Water issues, like water quality, wells, sewer, and septic																
2022	6	2	4	4	5	15	10	12	13	9	20	6.5	16	42	42	
G. Transportation issues, like traffic and congestion, road maintenance and public transit																
2022	7	2	5	6	6	12	10	13	15	9	15	6.2	21	40	39	
H. Policies related to natural disaster preparedness, like floods, storms, sea level rise, and forest and brush fires																
2022	7	3	5	6	7	18	8	13	12	7	14	5.9	21	46	33	
I. Energy use policies, like electric appliance mandates and home energy scores																
2022	14	4	6	7	7	19	10	11	11	5	8	5.0	31	46	24	
J. Planning and zoning issues																
2022	4	1	2	3	6	15	11	15	17	10	17	6.7	10	46	44	
2021	3	6	4	6	6	16	9	12	13	9	17	6.2	19	43	38	
2020	3	4	3	4	5	15	9	14	14	10	19	6.6	15	43	42	
2019	2	4	3	5	5	14	9	13	15	10	20	6.7	14	40	46	
K. Short term rental regulations																
2022	11	3	5	6	6	20	9	11	11	6	12	5.5	25	46	30	
L. Cybersecurity/Data privacy																
2022	4	2	2	4	5	13	8	12	14	13	24	7.0	12	38	51	

Q.7 And in your own words, what are the one or two local issues you think are the most important for your REALTOR® associations to address? They may be an item from the list on the previous question, or it could be something different.

We want to know what you think are the one or two biggest real estate issues in your community

	2022	2021	2020	2019
Housing Affordability/Workforce Housing	37	21	23	8
Housing Availability/Inventory	19	29	22	24
REALTOR ethics, education and professionalism	8	9	7	3
Short-term rentals	6	3	3	3
Taxes	6	6	8	28
Planning and Zoning	5	6	4	6
Diversity, equity and inclusion issues	4	2	1	-
Property taxes	4	7	11	13
Infrastructure	3	2	2	1
Rent control	3	1	2	2
Financing for buyers/homeowners	3	1	1	-
Overdevelopment and growth	3	3	1	2
MLS issues	2	2	2	0
Crime, drugs and public safety	2	1	2	1
Jobs and the economy	2	1	2	1
Addressing disrupters and online real estate companies	2	4	4	2
Homelessness	2	2	1	3
Big Government/Overregulation	2	3	-	-
Investors buying up properties	2	1	-	-
Landlord and tenant rights	2	6	6	3
Fees	2	1	1	1
Water supply	1	1	1	-
Building codes and permitting	1	1	1	-
Commission issues	1	1	-	-
Streets and roads	1	2	3	6
Education and Schools	1	3	4	9
Blighted/unkempt properties	1	3	1	-
Water, sewer and drainage	1	1	2	3
Local government/elections/advocacy	1	2	1	-
Flood insurance	1	0	1	1
Private property rights	1	1	1	1
HOA issues	1	0	-	1
Educating public on role and importance of REALTORS	1	1	1	1
Appraisal issues	1	1	1	-
Transportation	1	2	-	-
Health insurance	0	0	0	1
Transfer taxes	0	1	1	1

Internet/Broadband access	-	1	2	0
Impact fees	-	0	0	1
Environmental issues/Climate change	-	3	1	1
Covid related issues	-	1	2	-
(Other)	6	3	8	6
(Don't know/refused)	6	4	6	8

Q.8 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)

	2022	2021	2020	2019
Very serious problem	31	30	21	21
Serious problem	50	44	43	44
Not a serious problem	17	23	33	32
Not a problem at all	2	3	4	3
Very/Serious problem	81	74	64	65
Not serious/Not at all problem	19	26	36	35

Q.9 Do you think that housing prices will (ROTATE INCREASE/DECREASE) increase, decrease, or stay the same over the next 12 to 18 months?

	2022	2021	2020	2019
Increase	19	44	63	51
Decrease	49	23	16	16
Stay the same	32	34	21	34

Q.10 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)

	2022	2021	2020	2019
Very serious problem	20	39	30	14
Serious problem	51	48	47	45
Not a serious problem	26	12	20	37
Not a problem at all	3	1	2	4
Very/Serious problem	71	87	77	59
Not serious/Not at all problem	29	14	23	41

Q.11 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?

	2022	2021	2020	2019
Increase	43	43	43	37
Decrease	20	13	17	13
Stay the same	37	45	40	50

Q.12 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.

(ROTATE FIRST TO LAST AND LAST TO FIRST)

(RANDOMIZE)

	Very effective	Somewhat effective	A little effective	Not effective at all	Don't know	Very/Somewhat effective	Little/Not at all effective
A. Encourage local jurisdictions to change zoning laws to allow for more middle housing options with a greater variety of housing choices, like townhomes, condominiums, duplexes, and triplexes.							
2022	29	35	18	12	6	65	30
2021	24	31	22	18	5	54	40
2020	23	32	22	16	6	55	39
2019	23	33	22	17	5	56	39
B. Provide tax incentives and other inducements to developers to build homes and apartments in underserved areas.							
2022	37	33	16	8	6	70	24
2021	36	34	17	10	4	70	26
2020	36	35	16	10	4	70	25
2019	35	35	17	10	4	69	27
C. Reduce the costs and regulatory barriers that homebuilders and developers face when constructing new homes.							
2022	38	30	15	10	7	68	25
2021	40	32	15	10	4	71	25
2020	37	32	17	10	5	68	26
2019	33	34	18	10	5	66	29
D. Encourage development of alternative housing models, like tiny houses and accessory dwelling units (ADUs).							
2022	28	31	20	16	6	58	36
2021	25	29	21	18	7	54	39
2020	23	29	21	20	7	53	40
2019	21	29	24	20	7	49	44

	Very effective	Somewhat effective	A little effective	Not effective at all	Don't know	Very/Somewhat effective	Little/Not at all effective
E. Update local zoning to provide for more density							
2022	19	31	22	19	9	50	41
2021	22	28	23	20	7	50	43
F. Support funding of down payment assistance programs at the state or local level to assist buyers, including but not limited to first-time homeowners							
2022	48	28	13	7	4	76	20

Q.13 Switching gears, how concerned are you about the impact of extreme weather and weather-related events on the real estate industry in your community?

Extreme weather or weather-related events are things like hurricanes, tornadoes, wildfires, floods, droughts, and heat.

(ROTATE FIRST TO LAST, LAST TO FIRST)

	2022	2021	2020
Very concerned	18	21	19
Somewhat concerned	29	26	26
Not too concerned	35	33	35
Not concerned at all	19	21	20
Very/Somewhat concerned	46	47	45
Not too/Not at all concerned	54	53	55

Q.14 And would you say your level of concern about extreme weather and weather-related events has (ROTATE) increased, decreased, or stayed about the same over the past three years?

	2022	2021	2020
Increased	36	36	31
Decreased	4	3	3
Stayed about the same	60	61	66

Q.15 How concerned would you say real estate CLIENTS are about the impact of extreme weather -and weather-related events on real estate in your community?

(ROTATE FIRST TO LAST, LAST TO FIRST)

	2022	2021	2020
Very concerned	9	9	12
Somewhat concerned	32	33	31
Not too concerned	41	40	42
Not concerned at all	18	18	16
Very/Somewhat concerned	41	42	43
Not too/Not at all concerned	59	58	57

Q.16 And would you say real estate CLIENTS' level of concern about extreme weather- and weather-related events has (ROTATE) increased, decreased, or stayed about the same over the past three years?

	2022	2021	2020
Increased	32	30	25
Stayed about the same	64	68	73
Decreased	4	2	2

Q.17 Thinking now about the racial homeownership gap and segregation that persists in many communities. Have your state or local governments proposed, implemented, or discussed any changes in real estate related policies with the goal of creating more equitable communities?

	2022	2021	2020
Yes	19	15	10
No	20	24	38
Unsure	61	61	52

(242 respondents)

Q.18 (IF YES IN Q.17) And which of the following have been proposed, implemented, or discussed by your local governments with the goal of creating more equitable communities? Please check all that apply.
(RANDOMIZE, KEEP OTHER LAST)

	2022	2021	2020
Low-income housing assistance programs	61	64	59
Down Payment Assistance (DPA)	56	-	-
Incentives to build affordable housing	53	58	44
Changes in city or county zoning policies	29	30	26
Community design changes	23	26	23
Incentives to build workforce housing	19	25	22
Changes in city or county master plans	16	28	17
Property appraisal or assessment reforms	15	13	9
Changes in covenant language	13	14	14
Other (Please specify):	8	6	13

Q.19 Finally, we have just a few questions for demographic purposes.

Are you:

	2022	2021	2020	2019
Male	43	41	42	39
Female	56	55	55	57
Prefer not to say	1	4	3	4

Q.20 In what year were you born?

	2022	2021	2020	2019
18-29	7	6	5	5
30-39	18	14	17	17
40-49	23	22	22	22
50-64	34	34	35	36
65+	17	19	18	19
(Don't know/refused)	-	6	3	-

Q.21 Generally speaking, do you think of yourself as (ROTATE) a Democrat, a Republican, or something else?

	2022	2021	2020	2019
Strong Democrat	12	10	13	11
Weak Democrat	14	10	10	11
Independent-lean Democrat	5	4	3	5
Independent	23	6	9	22
Independent-lean Republican	6	6	5	7
Weak Republican	19	14	14	19
Strong Republican	21	22	26	25
(Don't know/refused)	-	28	21	-
Democrat	25	21	23	22
Independent with Leaners	34	9	17	34
Republican	40	36	40	44
Democrat - Republican	-15	-15	-17	-23
Democrat and Ind. Lean Democrat	30	25	26	27
Pure Independent	23	6	9	22
Republican and Ind. Lean Republican	46	42	45	51
Democrat and Ind. Lean Democrat - Republican and Ind. Lean Republican	-16	-17	-19	-24

Q.24 Next, would you consider yourself to be politically... (ROTATE)

	2022	2021	2020	2019
Very liberal	5	4	4	4
Somewhat liberal	12	10	10	12
Moderate	29	30	29	45
Somewhat conservative	24	23	21	26
Very conservative	11	11	15	13
Prefer not to answer	19	22	21	-
Total Liberal	17	14	14	16
Total Conservative	35	34	36	39

Q.25 How many years have you been active as a professional in the real estate industry?

	2022	2021	2020	2019
0-2 years	26	26	25	27
3-5 years	16	14	17	15
6-10 years	19	12	12	11
11-20 years	18	24	26	24
21-30 years	12	12	11	13
31-40 years	7	7	5	8
41-50 years	3	4	3	4
51+ years	1	0	0	0
(Don't know/refused)	0	1	0	-
Mean	12.7	13.3	12.3	12.6

Q.26 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)?

	2022	2021	2020	2019
All of my income comes from real estate activities	49	45	46	46
More than half (but not all) of my income comes from real estate activities	18	19	19	19
Less than half of my income comes from real estate activities	19	20	21	21
Prefer not to say	14	16	14	14

Q.27 Which of the following best describes the organization where you currently work?

	2022	2021	2020	2019
Independent, Non-Franchised Company	45	44	44	43
Independent, Franchised Company	31	30	30	34
Owned by a national or regional corporation	16	18	18	16
Not sure	5	6	6	5
Other (please specify):	3	2	2	2

Q.28 What is your main function in the real estate industry? Please choose only one answer.

	2022	2021	2020	2019
Sales Agent, Mainly Residential	59	61	62	61
Associate Broker, Broker-Associate, or Broker (Not Broker of Record)	14	13	11	14
Broker/Owner, some selling	8	8	9	9
Local Association Executive, Government Affairs Director, or Staff	-	0	-	0
Buyer's Agent	7	6	7	6
Broker of Record, some selling	2	1	1	1
Manager, some selling	1	1	1	1
Real Estate Specialist (auction, appraisal, land, etc.)	2	1	1	1
Property Manager	2	2	2	2
Broker/Owner, no selling	0	1	0	0
State Association Executive, Government Affairs Director, or Staff	-	0	-	-
Manager, no selling	0	0	0	0
Broker of Record, no selling	0	0	0	0
Relocation Specialist	0	0	0	0
Other (please specify):	5	4	4	5

Q.29 Which of the following best describes the number of agents who work in your office?

	2022	2021	2020	2019
1	4	7	6	5
2-10	24	23	25	24
11-25	17	16	15	16
26-40	12	12	11	13
41-100	17	18	18	21
101 or more	23	25	25	22
Not applicable	4	0	-	-

Q.30 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?

	2022	2021	2020	2019
No, member at large	79	78	79	80
Yes, at the local level (Volunteer leader)	17	19	19	18
Yes, at the national level (Volunteer leader)	1	4	4	1
Yes, at the state level (Volunteer leader)	3	2	1	4
Total yes	21	-	-	-

Region

	2022	2021	2020	2019
Region 1	4	4	4	4
Region 2	10	11	11	11
Region 3	5	5	5	5
Region 4	8	8	8	8
Region 5	18	18	18	18
Region 6	5	5	5	5
Region 7	6	6	6	6
Region 8	3	3	3	3
Region 9	4	4	4	4
Region 10	10	10	10	10
Region 11	9	9	9	9
Region 12	4	4	4	4
Region 13	14	14	15	15

NAR Regions

	2022	2021	2020
Mid-Atlantic and South	31	31	31
Midwest	14	13	13
Northeast	14	15	15
South Central	14	14	14
West	27	27	27

Survey Methodology

American Strategies designed and administered this online survey. The survey reached 1300 Respondents, age 18 or older, who are members of the National Association of REALTORS®. A list of 50,000 REALTOR® members were 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. The survey was conducted from October 6th – October 14th, 2022.

Quotas were assigned to reflect the demographic distribution of active members of the National Association of REALTORS®, and the data were weighted to ensure an accurate reflection of the population. The overall margin of error is +/- 2.3%. The margin of error for subgroups is larger and varies. Percentage totals may not add up precisely due to rounding.