

REALTORS[®] LEGISLATIVE MEETINGS 2024

MAY 4-9 • WASHINGTON, DC

Know Before You Go Webinar
April 25, 2024
2:00pm ET



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#NARLEGISLATIVE

2024 Capitol Hill FPC Talking Points

Joe Harris, Vice President of Government Advocacy

Ryan Rusbuldt, Director of Government Advocacy

2024 FPC Talking Points

- Update Tax Laws to Increase Housing Inventory & Supply
- Fair Housing & Equal Access to Professional Representation
- NAR Research
- NAR Settlement

Taxes: Housing Inventory & Supply

Ask #1: Cosponsor More Homes on the Market Act (H.R. 1321)

- Decreases the equity penalty and incentivizes more long-term owners to sell homes.
- Bipartisan effort by:
House
Representatives Jimmy Panetta (D-CA) and Mike Kelly (R-PA).

Ask #2: Cosponsor The Neighborhood Homes Investment Act (NHIA) (H.R.3940/ S.657)

- Offers tax credits to attract private investment for building/rehabilitating homes for low/moderate income neighborhoods.
- Bipartisan effort by:
Senate
Senators Ben Cardin (D-MD), Rob Portman (R-OH), Chris Coons (D-DE), Todd Young (R-IN), Sherrod Brown (D-OH), and Tim Scott (R-SC).
House
Rep. Brian Higgins (D-NY)

Housing Inventory & Supply

Ask #3: Affordable Housing Credit Improvement Act (S. 1557/H.R. 3238)

- Encourages creating and preserving affordable housing.
- Sponsored by:

Senate

Senators Maria Cantwell (D-WA), Todd Young (R-IN), Ron Wyden (D-OR), and Marsha Blackburn (R-TN).

House

Representatives Darin LaHood (R-IL), Suzan DelBene (D-WA), Brad Wenstrup (R-OH), Don Beyer (D-VA), Claudia Tenney (R-NY), and Jimmy Panetta (D-CA)

Additional Tax Solutions:

- **Preserve the 199A qualified business income deduction** and keep taxes on business income lower for independent contractors and pass-through business owners.
- **Preserve 1031 like-kind exchanges** to support Commercial real estate.
- **Increase the \$10,000 cap on the state and local tax (SALT) deduction and eliminate the marriage penalty.**

NAR Research

- Congressional District Reports
- Homebuying Reports like “Generational Trends”
- Snapshot Housing Affordability and Supply
- Analysis and Case Studies: Office-to-Housing Conversions
- Commercial Market Insights Report

NAR Settlement

- Yes, we are facing the challenges of a changing landscape, but we remain committed to addressing the real threat to the future of homeownership: devastating lack of inventory, high interest rates and increasing non-mortgage costs (property taxes, home maintenance, home insurance premiums, etc.) that are driving up the overall costs of homeownership.
- We don't have a crystal ball regarding how this settlement will affect the market going forward, but we are committed to minimizing its impact on our military veterans, first-time, low to moderate income and minority buyers.
- Should MOCs and staff have more specific or complex questions, feel free to refer them to NAR staff

Shaping NAR's 2024 Policy Priorities

Emily Newman, Advocacy Communications Team

Do's and Don'ts of Meetings on Capitol Hill

Victoria Givens, REALTOR Mobilization Programs

Do's and Don'ts of Meeting with Members of Congress

Before The Meeting

Prepare by familiarizing yourself with the NAR talking points and learning your Members' committee assignments

Organize know time and place of your meeting

Plan your strategy with your team

Choose the talking point where you will **TELL A STORY**

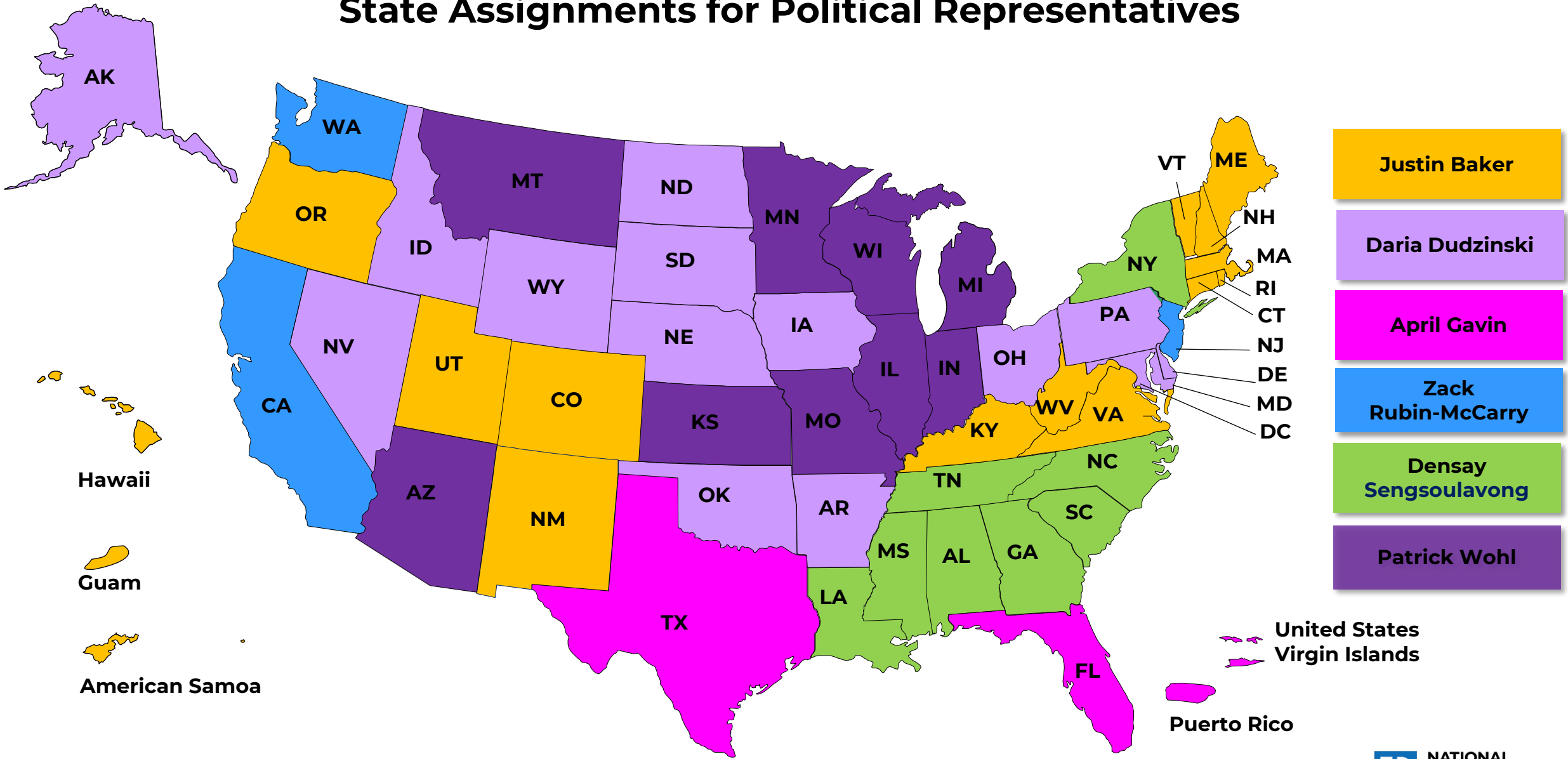
Touch base with your NAR Lobbyist & Political Director

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State Assignments for Political Representatives



Updated on 4/26/2024

Do's and Don'ts of Meeting with Members of Congress

During The Meeting

Present your business card up front

Be aware of the time allotted to you

Explain the need for what you're asking

Relate situations to the home district – STORIES!

Ask the Representative's or Senator's position and why.

Show openness to and knowledge of counterarguments

Admit what you don't know.

Do's and Don'ts of Meeting with Members of Congress

End of the Meeting

Ask for the name and business card of staff

Give the Member and staff any handouts

Thank the office for any support the Member has given

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Do's and Don'ts of Meeting with Members of Congress

After the Meeting

Write a thank you e-mail to the staff with whom you met

Offer to be a resource on Real Estate issues

Follow Through on any promises you made in your meeting

FILE A FIELD REPORT!

Send your Member of Congress a note of support when they do or say something that is helpful to NAR.

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2024 REALTOR Legislative Meeting Logistics

2024 REALTOR® Legislative Meetings Details

REALTOR Legislative Meetings: May 4-9, 2024

- Federal Legislative and Political Forum: May 5, 8:30am
- FPC Lobbyist Salons: May 5, 9:30am
- FPC Roundtable: May 5, 1:45pm-3:45pm
- The Advocacy Scoop: May 5, 4:00pm
- Congressional Hill Visits: May 7, 9:00am-5:00pm
- **FPC 50th Anniversary Reception** May 7, 6:30pm-9:30pm
- The Expo: May 6-7, 10am-5pm
- Board of Directors: May 9, 9am

FPC Room Block: Washington Grand Hyatt

FPC E-Packet, RPR & 1-Huddle

FPC E-Packet: Realtorparty.realtor/epacket

- Talking Points (Long Hand)
- One-Pager Leave Behind
- Map of the Capitol Hill Complex
- FPC Roundtable and FPC Advisory Meeting Agendas
- Full RLM Event Schedule
- NAR Letter to the VA
- Hill visit economic materials
- FPC Lounge details
- Hill Meeting Prep Checklist
- Restaurants

Mapping Your Congressional Assets

THANK YOU



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