



# ADVOCACY RESOURCE GUIDE

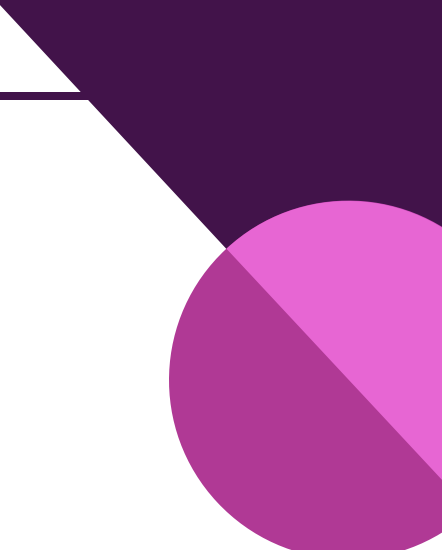
**VOTE ACT INVEST**





The REALTOR® Party is a powerful alliance of REALTORS® and REALTOR® associations working to advance public policies and support candidates that build strong communities, protect property interests and promote a vibrant business environment.





REALTORS® get measurable value from their NAR membership, which subsequently benefits their businesses, their communities and property owners alike. Our 1.5 million members and REALTOR® associations are the backbone of a powerful alliance that works to advance public policies and candidates who build strong communities, protect private property rights and promote a vibrant business environment. This is the REALTOR® Party! A driving force in economic development, affordability, fair housing and innovative community design, our work is solely focused on issues that matter to us, existing and future homeowners, and to the real estate industry. The collaboration between our residential and commercial members; affiliated institutes, societies, and councils; multicultural real estate groups; and industry partners strengthens our resolve. So, we stand together and vote, act and invest with one voice. Our advocacy outreach operations resonate from Capitol Hill to statehouses and townhalls nationwide.

Enjoy and put the REALTOR® Party Resource Guide to good use. Also available online at [\*\*realtorparty.realtor/resourceguide\*\*](https://realtorparty.realtor/resourceguide), this guide offers a comprehensive, easy-to-search view of the more than 80 programs, grants, resources and tools, and technical assistance readily available for you to create and sustain successful advocacy programs. As always, please feel free to contact staff directly and learn how other associations are successfully applying each program.

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## NAR'S ORGANIZATIONAL ALIGNMENT CORE STANDARDS

The REALTOR® Party offers programs, grants and other tools and resources, as well as expertise, to help associations meet the Vote, Act and Invest components of the Core Standards requirements. In the program descriptions listed throughout this resource guide, there are indications of the programs that may qualify for use in attaining Core Standards compliance. Programs marked with a **V** indicate they may qualify under the Vote section; programs marked with an **A** indicate they may qualify under the Act section; and programs marked with an **I** indicate they may qualify under the Invest section. Some programs may qualify for multiple sections and are marked with a **V**, **A** and/or **I**.

Submission of a grant application, program participation or resource utilization does not automatically meet the Core Standards requirement as an activity must take place and be documented. NAR Advocacy staff is available to assist you in learning how to use the REALTOR® Party resources to meet the **Vote**, **Act** and/or **Invest** components of the Core Standards.

# ADVOCACY TERRITORIAL JURISDICTION

NAR's Board of Directors approved a process for the use of advocacy resources outside of a state or local association's territorial jurisdiction in November 2017.

## **The two categories applicable:**

- » Situations where a state or local association is making use of REALTOR® Party resources for an advocacy activity.
- » All other uses of a state or local association's advocacy funds.

The National Association of REALTORS® adopted a policy whereby state and local REALTOR® associations may only use REALTOR® Party advocacy resources for activity within their territorial jurisdiction, as defined by NAR.

Use outside the association's territorial jurisdiction is permitted with a written agreement among or policy applicable to all affected local and state association(s) regarding such use of advocacy resources, or the association in whose jurisdiction such advocacy will occur or NAR approves. The policy allows for an association to request REALTOR® Party funds for use outside of its territorial jurisdiction, and if the association in which jurisdiction such activity will take place objects, the funds may be provided subject to review and approval by the appropriate NAR committee(s) overseeing REALTOR® Party activities.

For the full policy, sample agreements and bylaws and territorial jurisdiction maps, visit: [realtorparty.realtor/tools-resources/territorial-jurisdiction.html](https://realtorparty.realtor/tools-resources/territorial-jurisdiction.html)

# RPAC FUNDRAISING

The REALTORS® Political Action Committee (RPAC) is your best investment in real estate. Take advantage of these grants, promotional materials and fundraising tools to boost your investments and create a culture of RPAC in your REALTOR® Association.

## 1 REALTOR® PARTY CORPORATE ALLY PROGRAM

The REALTOR® PARTY Corporate Ally Program (CAP) is a powerful partnership between NAR and corporate allies aimed at protecting, promoting and strengthening the real estate industry. With contributions from state and local REALTOR® associations, affiliates, societies and councils, as well as industry partners, CAP supports federal, state and local advocacy campaigns and public policy priorities.

**Learn More:** [realtorparty.realtor/corporateally](https://realtorparty.realtor/corporateally)

## 1 PHONE-A-FRIEND FOR RPAC

The Phone-A-Friend for RPAC Phone Bank initiative leverages member-to-member outreach to ask for RPAC investments. The program uses the PAC Management System's comprehensive phone bank module to generate and manage targeted lists, process credit card investments and send automated thank you emails. NAR provides the structure and support required to execute this program, *including*:

- » Program, implementation and volunteer training sessions on how to manage, setup and run phone bank events
- » Consulting help and technical assistance to answer questions that go beyond training

**Learn More:** [realtorparty.realtor/phonebanks](https://realtorparty.realtor/phonebanks)

**Contact:** Peter Kelly  
pkelly@nar.realtor // (202) 383-7599

## 1 RPAC MAJOR INVESTOR EVENT FUNDRAISING PROGRAM

Collaborate with NAR's fundraising staff to recruit Major Investors through NAR-sponsored fundraising events eligible for reimbursement up to \$100 per attendee for approved events.

**Learn More:** [realtorparty.realtor/mievents](https://realtorparty.realtor/mievents)

**Contact:** Jenn Nguyen  
jnguyen@nar.realtor // (202) 383-1268

## 1 RPAC FUNDRAISING GRANT FOR INSTITUTES SOCIETIES AND COUNCILS

This grant is available to NAR Institutes Societies and Councils (ISCs) in conjunction with their national conventions. NAR provides up to \$5000 annually to ISCs for a RPAC fundraising event hosted in connection with either the convention's host state REALTOR® association or NAR.

**Learn More:** [realtorparty.realtor/rpacgrants](https://realtorparty.realtor/rpacgrants)

**Contact:** Jenn Nguyen  
jnguyen@nar.realtor // (202) 383-1268

## 1 RPAC FUNDRAISING GRANTS

Increase RPAC receipts and participation by applying for grants of up to \$15,000 annually based on association size. Use these grants to help fund special RPAC fundraising events and activities, including phone banks. This program is limited to states with campaign finance laws that permit the use of corporate or association general treasury money for RPAC fundraising or administrative purposes.

**Learn More:** [realtorparty.realtor/rpacgrants](https://realtorparty.realtor/rpacgrants)

**Contact:** Carlyle Smith  
csmith@nar.realtor // (202) 383-1234  
rpacpartnership@nar.realtor



# RPAC FUNDRAISING

## REALTOR® PAC MANAGEMENT SYSTEM

Use NAR's online REALTOR® PAC Management System to streamline processing, provide comprehensive accounting and compliance reporting and increase your association's RPAC investments.

**Learn More:** [realtorparty.realtor/pacmgt](https://realtorparty.realtor/pacmgt)

**Contact:** Peter Kelly  
pkelly@nar.realtor // (202) 383-7599

## RPAC ONLINE FUNDRAISING PROGRAM

For state and local associations on the PAC Management System, NAR offers a turnkey solution for increasing RPAC investments and participation through online efforts. NAR provides strategy development, technical support and training to simplify the creation of successful online solicitation campaigns. Campaign materials include association-specific branding, message and investment form creation, group segmentation and more.

**Learn More:** [realtorparty.realtor/rpaconline](https://realtorparty.realtor/rpaconline)

**Contact:** Peter Kelly  
pkelly@nar.realtor // (202) 383-7599

## REALTOR® ASSOCIATION MOBILE PROCESSOR (RAMP)

The REALTOR® Association Mobile Processor (RAMP) is a mobile-based fundraising application specifically designed for RPAC. Utilizing RAMP on a mobile phone or tablet empowers staff to collect RPAC investments anytime and anywhere. The investment information is stored directly in the REALTOR® PAC Management System for compliance and reporting purposes. RAMP processes all major credit cards and funds are deposited directly into the REALTOR® Association's RPAC bank account.

**Learn More:** [realtorparty.realtor/ramp](https://realtorparty.realtor/ramp)

**Contact:** Peter Kelly  
pkelly@nar.realtor // (202) 383-7599

## 1 RPAC FUNDRAISING BROCHURES

Order RPAC residential and/or commercial brochures to educate your members on the value of RPAC and increase investments. This program is limited to states with campaign finance laws that do not ban use of corporate or association general treasury money for RPAC fundraising or administrative purposes.

**Learn More:** [realtorparty.realtor/rpac/brochures](https://realtorparty.realtor/rpac/brochures)

## RPAC FUNDRAISING WEBINARS

Participate in webinars designed to help state and local staff as well as REALTOR® volunteers acquire practical RPAC fundraising skills. The webinars are often hosted by NAR staff and allow opportunities to get all of your RPAC questions answered.

**Learn More:** [realtorparty.realtor/rpac](https://realtorparty.realtor/rpac)

## CORPORATE ALLY RECOGNITION PIN

The Corporate Ally Recognition Pin recognizes Sterling, Crystal, Golden, Platinum and Platinum Diamond corporate investors in the Corporate Ally Program. The recognition pin signifies the year of the corporate contribution.

**Learn More:** [realtorparty.realtor/corporateally](https://realtorparty.realtor/corporateally)

# RPAC FUNDRAISING

## RPAC MAJOR INVESTOR RECOGNITION PINS

RPAC Major Investor recognition pins are given to individual Major Investors whose RPAC contributions meet investment thresholds designated by the RPAC Trustees, namely Sterling, Crystal, Golden and Platinum Rs. The pin signifies the year of the Major Investor contribution. Hall of Fame and President's Circle designations also are displayed on recognition pins.

**Learn More:** [realtorparty.realtor/rpac/major-investor-event-fundraising/pins.html](https://realtorparty.realtor/rpac/major-investor-event-fundraising/pins.html)

## PRESIDENT'S CUP AWARDS

Comprised of RPAC and Advocacy goals for state and local associations that must be met by the end of the fundraising year, this award recognizes the hard work of state and local REALTOR® leaders and association staff to advance the REALTOR® Party.

**Learn More:** [realtorparty.realtor/recognition/presidents-cup.html](https://realtorparty.realtor/recognition/presidents-cup.html)

## RPAC ONLINE POSTING GUIDELINES

The posting of RPAC information on websites and social media is subject to both federal and state campaign finance laws. These laws may require that associations regulate access to certain portions of their sites.

**Learn More:** [realtorparty.realtor/rpac/rpac-online-posting-guidelines.html](https://realtorparty.realtor/rpac/rpac-online-posting-guidelines.html)

## RPAC HALL OF FAME

The Hall of Fame recognizes dedicated members whose RPAC investments total an aggregate lifetime amount of at least \$25,000. Members are installed at the REALTORS® Legislative Meeting & Trade Expo the following year in Washington, D.C. President's Circle contributions may be counted toward Hall of Fame status. Among the benefits of the RPAC Hall of Fame are name plaques on the RPAC Hall of Fame wall located on NAR's Washington, D.C., building rooftop, personal plaques commemorating installation, and recognition pins with Hall of Fame designation.

**Learn More:** [realtorparty.realtor/rpachof](https://realtorparty.realtor/rpachof)

## TRIPLE CROWN AWARDS

Recognizes state and local associations that meet their RPAC goals during the fundraising year.

**Learn More:** [realtorparty.realtor/triple-crown](https://realtorparty.realtor/triple-crown)

## PRESIDENT'S CIRCLE

The President's Circle is an influential group of REALTORS® who contribute directly to REALTOR®-friendly federal candidates selected by NAR RPAC Trustees Federal Disbursements Committee. The President's Circle program strengthens the REALTOR® voice on Capitol Hill by channeling individual federal REALTOR® contributions to candidates supporting REALTOR® issues.

**Learn More:** [realtorparty.realtor/recognition/presidents-circle.html](https://realtorparty.realtor/recognition/presidents-circle.html)

**Contact:** Jenn Nguyen  
jnguyen@nar.realtor // ((202) 383-1268





# COMMUNITY OUTREACH

State and local REALTOR® associations can choose from five different Community Outreach grants, technical assistance and numerous resources to match their affordable housing, fair housing, community planning and development, placemaking and rural-related advocacy and community-engagement objectives.

## A HOUSING OPPORTUNITY GRANT

Supports state and local REALTOR® association activities that create or improve systems, programs and policies that expand access to affordable housing.

**Learn More:** [realtorparty.realtor/hopgrants](https://realtorparty.realtor/hopgrants)

**Contact:** Christine Windle  
cwindle@nar.realtor // (202) 383-1135

## A HOUSING OPPORTUNITY TOOLKIT

This collection of guides and resources is designed to help REALTOR® associations conduct activities to address affordability challenges in the communities they serve. The toolkit is based on the successes of other associations and offers practical tips and examples for a range of activities including housing fairs, buyer education classes, housing forums and more.

**Learn More:** [realtorparty.realtor/hoptoolkit](https://realtorparty.realtor/hoptoolkit)

**Contact:** Christine Windle  
cwindle@nar.realtor // (202) 383-1135

## A FAIR HOUSING GRANT

Supports state and local REALTOR® association activities that create or improve systems, programs, and policies that uphold fair housing laws and strengthen REALTORS® commitment to offering equal professional service to all.

**Learn More:** [realtorparty.realtor/state-local-issues/issues/fair-housing](https://realtorparty.realtor/state-local-issues/issues/fair-housing)

**Contact:** Hannah Dannenfelser  
hdannenfelser@nar.realtor // (202) 383-1132

## A FAIR HOUSING GRANT TOOLKIT

This collection of guides and resources is designed to help REALTOR® associations conduct activities to further the mission of fair housing in the communities they serve. The toolkit is based on the successes of other associations and offers practical tips and examples for a range of activities forums, fair housing education, co-branded brochures and more.

**Learn More:** [realtorparty.realtor/fairhousingtoolkit](https://realtorparty.realtor/fairhousingtoolkit)

**Contact:** Hannah Dannenfelser  
hdannenfelser@nar.realtor // (202) 383-1132

## A TRANSFORMING NEIGHBORHOODS

Today's neighborhoods face housing shortages, affordability crises, natural disasters, and commercial disinvestment. To address these challenges, NAR partners with The Counselors of Real Estate® (CRE) Consulting Corps through Transforming Neighborhoods to offer expert analysis, strategic solutions, and actionable recommendations to address pressing real estate issues in partnership with local REALTOR® associations and key stakeholders.

**Learn More:** [realtorparty.realtor/transforming](https://realtorparty.realtor/transforming)

**Contact:** Hugh Morris  
hmorris@nar.realtor // (202) 383-1278

## A SMART GROWTH GRANT

Supports state and local REALTOR® association initiatives, including trainings, community input planning and studies, in a wide range of land-use and transportation-related activities with the primary goal of affecting public policies that support development that meets one or more of the ten Smart Growth Principles.

**Learn More:** [realtorparty.realtor/community-outreach/smart-growth](https://realtorparty.realtor/community-outreach/smart-growth)

**Contact:** Hugh Morris  
hmmorris@nar.realtor // (202) 383-1278

## A WALKABLE COMMUNITY RESOURCES

Walkable communities are one of the latest trends in real estate, and REALTORS® need to be aware of how the demand for walkable communities impacts real estate and their business. Access a fact sheet, how-to guide, advocacy overview and webinar to learn how to make your community more walkable. Leverage a Smart Growth Grant to plan and implement your initiative.

**Learn More:** [realtorparty.realtor/walkability](https://realtorparty.realtor/walkability)

**Contact:** Hugh Morris  
hmmorris@nar.realtor // (202) 383-1278

## A BETTER BLOCK GUIDE FOR ASSOC.

Better Block projects are one type of strategy to revitalize a downtown or commercial corridor. Access this resource for an overview of the Better Block concept and a guide to plan and organize a Better Block.

**Learn More:** [realtorparty.realtor/betterblock](https://realtorparty.realtor/betterblock)

**Contact:** Hugh Morris  
hmmorris@nar.realtor // (202) 383-1278

## PLACEMAKING GRANT

Placemaking is the creation of vibrant, public spaces and destinations for the whole community. The Placemaking Grant funds projects that transform vacant lots, underutilized alleys or overgrown green spaces into new public spaces for the community to gather.

**Learn More:** [realtorparty.realtor/community-outreach/placemaking](https://realtorparty.realtor/community-outreach/placemaking)

**Contact:** Hannah Dannenfelser  
hdannenfelser@nar.realtor // (202) 383-1132

# COMMUNITY OUTREACH

## A PLACEMAKING RESOURCES

The Placemaking Guide, webinars and Spaces to Places blog offer ideas, guidance and project examples.

**Learn More:** [realtorparty.realtor/community-outreach/placemaking](https://realtorparty.realtor/community-outreach/placemaking)

**Contact:** Hannah Dannenfelser  
hdannenfelser@nar.realtor // (202) 383-1132

## A LAND USE INITIATIVE

Upon request, state and local associations can receive an analysis and talking points of proposed legislative and regulatory land-use measures—comprehensive plans, amendments, ordinances—that impact the transfer of real property. Search past analysis by key word, issue and state within the Land Use Memo Database.

**Learn More:** [realtorparty.realtor/landuse](https://realtorparty.realtor/landuse)

**Contact:** Christine Windle  
cwindle@nar.realtor // (202) 383-1135

## GROWTH MANAGEMENT FACT BOOK

Use the Growth Management Fact Book to research various land use management proposals and their impact on the real estate industry. This information can help craft your association's response to proposed local ordinances in a way that best supports your members.

**Learn More:** [realtorparty.realtor/growth-management-fact-book](https://realtorparty.realtor/growth-management-fact-book)

**Contact:** Hugh Morris  
hmmorris@nar.realtor // (202) 383-1278

# COMMUNITY OUTREACH

## A CUSTOMIZED STATE SMART GROWTH LEGISLATION PROGRAM

This customized resource can help your state association set the stage for sustainable development practices by proactively altering the state's land use laws.

**Learn More:** [realtorparty.realtor/statelegislation](https://realtorparty.realtor/statelegislation)

**Contact:** Christine Windle  
cwindle@nar.realtor // (202) 383-1135

## A PLANNING AND ZONING: ADVOCATING FOR YOUR COMMUNITY'S FUTURE COURSE

Offer and sponsor this course that teaches REALTORS® fundamentals of planning and zoning aimed at improving communities through smart growth and increased housing supply.

**Learn More:** [realtorparty.realtor/community-outreach/smart-growth/planning-and-zoning-class](https://realtorparty.realtor/community-outreach/smart-growth/planning-and-zoning-class)

**Contact:** Hugh Morris  
hmorris@nar.realtor // (202) 383-1278

## A COMMUNITY PREFERENCE SURVEY

Gain valuable information about consumers' preferences toward transportation, housing, and smart growth from this biennial survey. Access a customizable press release to communicate details to members and/or to help advocate for a range of housing types, open spaces and walkable neighborhoods.

**Learn More:** [realtorparty.realtor/cpsurvey](https://realtorparty.realtor/cpsurvey)

**Contact:** Hugh Morris  
hmorris@nar.realtor // (202) 383-1278

## A STATE AND LOCAL GROWTH POLLING PROGRAM

Survey your community's residents on their attitudes toward growth and development. This information can help your association formulate land use policies. NAR will cover the cost of the polling.

**Learn More:** [realtorparty.realtor/sgpolling](https://realtorparty.realtor/sgpolling)

**Contact:** Hugh Morris  
hmorris@nar.realtor // (202) 383-1278

## A ON COMMON GROUND MAGAZINE

Published twice a year, On Common Ground contains articles on cutting-edge land planning and development techniques. Order bulk copies of this magazine to use as a leave-behind when visiting local officials or provide NAR with a mailing list and leave the delivery to us.

**Learn More:** [oncommonground-digital.org/oncommonground](https://oncommonground-digital.org/oncommonground)

**Contact:** Hugh Morris  
hmorris@nar.realtor // (202) 383-1278

or Hannah Dannenfelser  
hdannenfelser@nar.realtor // (202) 383-1132

## A RURAL OUTREACH GRANT

Supports state and local REALTOR® association initiatives, including trainings, forums, studies, and ordinance drafting for a wide range of rural issues such as broadband, well and septic and planning and zoning issues.

**Learn More:** [realtorparty.realtor/community-outreach/rural-outreach-initiative](https://realtorparty.realtor/community-outreach/rural-outreach-initiative)

**Contact:** Christine Windle  
cwindle@nar.realtor // (202) 383-1135

## URBAN ROUNDTABLE

Semiannual forum on top-of-mind issues impacting the nation's built environment.

**Contact:** Hugh Morris  
hmorris@nar.realtor // (202) 383-1278





# CAMPAIGN SERVICES

Campaign Services provides a wide variety of resources to help your association be successful in campaigns to elect REALTOR® Champions to public offices as well as to advance public policies to benefit real estate. Tap into these services to help influence voter opinions in your next candidate or issue campaign.

## ▼ STATE AND LOCAL INDEPENDENT EXPENDITURES\*

Apply for funding to help influence voter opinion to elect your REALTOR® Champions to public office. Funds can help pay for mailings, phone banks, advertising and more. Total state and local allocations determined by membership size.

**Learn More:** [realtorparty.realtor/campaign-services/independent-expenditures](https://realtorparty.realtor/campaign-services/independent-expenditures)

**Contact:** Mitchell Norton  
mnorton@nar.realtor // (202) 383-1091

## ▼ STATE AND LOCAL ISSUES MOBILIZATION PROGRAM\*

Get financial and technical assistance in advocating your association's position on important real estate issues. Whether attempting to pass a ballot initiative or influence proposed legislation or regulations, communicating the REALTOR® position to targeted lawmakers and voters can significantly enhance your association's influence in the public policy arena.

**Learn More:** [realtorparty.realtor/issuesmob](https://realtorparty.realtor/issuesmob)

**Contact:** John Winston  
jwinston@nar.realtor // (202) 383-1235

\*Services available through the State and Local Independent Expenditures and Issues Mobilization Programs include campaign management, polling and research, direct mail services, phone calls and phone banks, creative services, digital media services (websites and social media), radio and television production, data analysis, and legislative and advocacy outreach.

## ONLINE CANDIDATE TRAINING ACADEMY

Designed for REALTORS® or REALTOR® association staff members interested in running for public office or just curious about learning more about campaigns. This free interactive four-hour course includes quizzes, exercises and videos from REALTORS® who have run for and been elected to local office. The training is divided into nine modules that can be completed at your own pace.

**Learn More:** [realtorparty.realtor/online-candidate-training-academy](https://realtorparty.realtor/online-candidate-training-academy)

**Contact:** John Winston  
jwinston@nar.realtor // (202) 383-1235

## ▼ VOTER REGISTRATION PROGRAM FOR REALTORS®

If your members are not registered to vote, they cannot vote for candidates who support REALTOR® issues or in favor of public policies that promote homeownership. Use the Voter Registration Program for REALTORS® to increase registered REALTORS® in your association.

**Learn More:** [realtorparty.realtor/vri](https://realtorparty.realtor/vri)

**Contact:** John Winston  
jwinston@nar.realtor // (202) 383-1235

## ▼ CANDIDATE TRAINING ACADEMY

Collaborate with NAR's professional campaign staff and consultants to help groom your REALTOR® Champions to be viable and successful candidates for public office. This training class walks a potential candidate step-by-step through the process, from making the decision to run and fundraising to Get-Out-The-Vote efforts on Election Day.

**Learn More:** [realtorparty.realtor/candidate](https://realtorparty.realtor/candidate)

**Contact:** John Winston  
jwinston@nar.realtor // (202) 383-1235

# MEMBER AND CONSUMER INVOLVEMENT

**Build on your association's grassroots power with these tools and resources. Increase your membership and consumer's involvement in the political process.**

## A ADVOCACY EVERYWHERE

Advocacy Everywhere is designed to increase REALTOR® and consumer participation in calls for action and expand REALTOR® influence on public policy at the local, state and federal levels. This cohesive, web-based grassroots communication system features a concierge service in which NAR, with our professional services, as a full-service provider, that expedites the components of a local or state association's calls for action. Call for action components include, but are not limited to, email broadcasts, text messaging, social media and website outreach to mobilize our REALTOR® membership and consumers on key legislative issues.

**Learn More:** [realtorparty.realtor/advocacyeverywhere](https://realtorparty.realtor/advocacyeverywhere)

**Contact:** Jami Sims  
jsims@nar.realtor // (202) 383-1221

## A REALTOR® PARTY MOBILE ALERTS

REALTOR® Party Mobile Alerts texting platform offers REALTORS® a way to stay connected directly from their cell phone or tablet. When a legislative call for action is launched, subscribers get a short text message containing information to take action.

**Learn More:** [realtorparty.realtor/rpma](https://realtorparty.realtor/rpma)

**Contact:** Jami Sims  
jsims@nar.realtor // (202) 383-1221

## CONSUMER ADVOCACY OUTREACH DATABASE

Educate hundreds, and in some cases, thousands, of consumers on your association's advocacy outreach efforts by using the Consumer Advocacy Outreach database. Ask them to take action on your real estate legislative Calls for Action.

**Learn More:** [realtorparty.realtor/consumeradvocacy](https://realtorparty.realtor/consumeradvocacy)

**Contact:** Erin Murphy  
emurphy@nar.realtor // (202) 383-1079

## CONSUMER ADVOCACY OUTREACH GRANT

Local and state associations assist with creating consumer advocacy activities or campaigns that advance wise public policies that strengthen the real estate market, promote property ownership and build strong communities. Grant monies should be used on consumer awareness (pre-issue campaign) or consumer education (post-legislative victory), and can be used to develop materials such as videos, infographics and social content.

**Learn More:** [realtorparty.realtor/consumeradvocacy](https://realtorparty.realtor/consumeradvocacy)

**Contact:** Erin Murphy  
emurphy@nar.realtor // (202) 383-1079



# MEMBER AND CONSUMER INVOLVEMENT

## REALTOR® PARTY CONFERENCE GRANT

State & local associations can use this grant to host their own REALTOR® Party Conference in an effort to educate members and further the mission of the REALTOR® Party. Associations may qualify to receive a minimum of \$5,000 and up to \$16,000 to aid in hosting an educational or fundraising conference. Grant amounts are based on membership at \$.10 per member or a minimum of \$5,000, whichever amount is greater. Associations must allow time for a NAR representative to speak about NAR programs.

**Learn More:** [realtorparty.realtor/member-consumer/conference-grant](https://realtorparty.realtor/member-consumer/conference-grant)

**Contact:** Christine Windle  
cwindle@nar.realtor // (202) 383-1135

## STATE KEY CONTACT GRANT

This grant provides resources and consultant expertise to help state associations create a REALTOR® grassroots advocacy program patterned off the successful Federal Political Coordinator (FPC) program. The grant is approved up to \$10,000 per state and can also be used to assist existing programs with training and educational resources.

**Learn More:** [realtorparty.realtor/member-consumer/state-key-contact-grant](https://realtorparty.realtor/member-consumer/state-key-contact-grant)

**Contact:** Victoria Givens  
vgivens@nar.realtor // (202) 383-1021



2022 Capitol Hill REALTOR® Visits

# TRAINING

Access a variety of training and learning opportunities so your association can meet your advocacy and community engagement objectives for success.

## GAD INSTITUTE

The Government Affairs Directors (GAD) Institute is an annual professional development conference for state and local real estate association professionals who provide guidance to and work for associations in the areas of government affairs; political, legislative or regulatory affairs; communications; lobbying, advocacy, RPAC fundraising, campaigns, community outreach and all other REALTOR® Party initiatives. The Institute is an opportunity for these industry professionals to meet, exchange ideas and best practices, and gain valuable career skills and networking opportunities in order to provide the best value and information to their association and the real estate industry.

**Learn More:** [realtorparty.realtor/gadinstitute](https://realtorparty.realtor/gadinstitute)

**Contact:** Jami Sims  
jsims@nar.realtor // (202) 383-1221

## REALTOR® PARTY NEW GAD AND AE ORIENTATION

Newly hired Association Executives (AEs) and GADs are invited to attend a day-and-a-half orientation, offering opportunities to explore the REALTOR® organization's community, political and advocacy agendas at all three levels of government. Attendees will be introduced to the array of REALTOR® Party tools, services and programs that can assist them in achieving their own association's community goals and advocacy efforts, as well as meet their minimum Core Standards. Interactive exercises will send attendees on their way with a roadmap for advocacy success. This training is offered twice a year in Washington, D.C. Please check the website for training details and qualifications.

**Learn More:** [realtorparty.realtor/news/events/new-ae-gad-orientation](https://realtorparty.realtor/news/events/new-ae-gad-orientation)

**Contact:** Jami Sims  
jsims@nar.realtor // (202) 383-1221



# TRAINING

## APEX TRAINING

Through a series of webinars culminating in an in-person course, AEs and GADs will have a deeper understanding of how to access and use NAR's Campaign Services resources to create multiphased plans for their association's issues and candidate campaigns. Attendees will also discover how they can accomplish association minimum Core Standards requirements through initiating campaign efforts.

**Part 1** – Webinars: A webinar series will cover the basics of issue and candidate campaign programs, including but not limited to mail, phone, online and email tactics and legal ramifications. Webinars are mandatory for those attending the in-person training and optional for any staff or member seeking additional information on a specific topic.

**Part 2** – In-Person Training: An intensive, hands-on two-day training, NAR staff and professional campaign consultants will help attendees create multi-phased plans for issues and candidate campaigns. Pre-registration is required.

**Learn More:** [realtorparty.realtor/campaign-services/apex-training](https://realtorparty.realtor/campaign-services/apex-training)

**Contact:** John Winston  
jwinston@nar.realtor // (202) 383-1235

## COMMUNITY OUTREACH WEBINARS

Access a variety of Community Outreach webinars showcasing local and state association successful use of grants and services to meet their community development related advocacy and community engagement objectives.

**Learn More:** [realtorparty.realtor/training/community-outreach/community-outreach-webinars](https://realtorparty.realtor/training/community-outreach/community-outreach-webinars)

**Contact:** Christine Windle  
cwindle@nar.realtor // (202) 383-1135

## V BEST PRACTICES FOR CHOOSING REALTOR® PARTY CHAMPIONS

This three-hour training session provides best practices for RPAC Trustees, Government Affairs Committees or other member-leaders who are tasked with making decisions regarding making contributions to candidates at their state or local associations. The training provides hands-on assistance, from NAR trainers or trained GADs in your region. Time-tested sample documents provide associations the needed guidance to identify and support political candidates who are best qualified to represent the issues important to REALTORS®.

**Learn More:** [realtorparty.realtor/training/realtor-champions-course.html](https://realtorparty.realtor/training/realtor-champions-course.html)

**Contact:** John Winston  
jwinston@nar.realtor // (202) 383-1235

## COMMUNITY OUTREACH GRANT PLANNING SESSIONS

State and local associations are invited to schedule one-on-one virtual sessions with Community Outreach Staff to brainstorm ways to address affordable housing challenges, community planning and development issues, revitalization opportunities and fair housing education using a Housing Opportunity, Fair Housing, Smart Growth, Placemaking and/or Rural Outreach grant. Overview of critical steps to success for developing grant ideas and writing a compelling application provided.

**Learn More:** [realtorparty.realtor/community-outreach](https://realtorparty.realtor/community-outreach)

**Contact:** Christine Windle  
cwindle@nar.realtor // (202) 383-1135



# STATE AND LOCAL POLICY RESOURCES

Use these resources to learn about trending state and local policies impacting the real estate industry and track legislative proposals in your state and across the country.

## HOT TOPIC ALERTS

Mini white papers covering important trending real estate issues at the state and local level containing historical context, summary of current research, legal summaries of court cases impacting the policy and recent advocacy efforts of state and local associations.

**Learn More:** Text **HOT TOPIC** to **30644** to receive a link directly to your mobile device through REALTOR® Party Mobile Alerts [realtorparty.realtor/news/hot-topic-alerts](https://realtorparty.realtor/news/hot-topic-alerts)

**Contact:** Drew Myers  
dmyers@nar.realtor // (202) 383-1072

## STATE LEGISLATIVE MONITOR

The State Legislative Monitor helps association staff identify and monitor state legislation. This database monitors legislation by searching state government websites for real estate related policies. A weekly report on trending State legislation is published **every Thursday** on the REALTOR® Party website. State and Local GADs may also request access to the State Legislative Monitor database to run custom reports and receive weekly reports via email.

**Learn More:** Text **MONITOR** to **30644** to receive a link directly to your mobile device through REALTOR® Party Mobile Alerts [realtorparty.realtor/legmonitor](https://realtorparty.realtor/legmonitor)

**Contact:** Drew Myers  
dmyers@nar.realtor // (202) 383-1072

## STATE AND LOCAL CORONAVIRUS POLICY TRACKING AND THE REAL ESTATE INDUSTRY IMPACT WATCH REPORT

Since 2020, NAR has compiled resources surrounding real estate issues impacted by the COVID-19 pandemic. These resources track a variety of policy issues that began to arise as state and local governments issued Shelter in Place and Emergency Declarations including pandemic unemployment assistance, remote online notarization, state government budget overviews, tax deadline changes, legislative session changes and protocols, rent and mortgage relief programs and eviction moratorium tracking.

In addition to providing a landing page on current state and local orders related to the coronavirus pandemic, NAR produces a bimonthly report entitled the Real Estate Industry Impact Watch Report which is released **every other Thursday** that provides legislative tracking on eviction moratoriums, fair housing, foreclosure, landlord and tenant (including short-term rentals), licensure (including changes to pre-licensing, post-licensing and continuing education and examination procedures and requirements) and notarization.

**Learn More:** Text **SL POLICY** to **30644** to receive a link directly to your mobile device through REALTOR® Party Mobile Alerts or visit [realtorparty.realtor/state-local-issues/resources/state-local-coronavirus-resources](https://realtorparty.realtor/state-local-issues/resources/state-local-coronavirus-resources)

**Contact:** Drew Myers  
dmyers@nar.realtor // (202) 383-1072



A person in a grey suit is seen from the side, holding a stack of papers. They are standing in a large, ornate hall with white columns, a red carpet, and a balcony with red seating. The hall has a high ceiling with decorative moldings and a large doorway in the background.

# FEDERAL ADVOCACY

NAR's Advocacy Group works on a number of pressing public policy issues affecting the real estate industry and REALTORS®. Highlighted top-of-mind issues and the staff experts working on those issues.



# ADVOCACY ISSUES A TO Z

NAR's Advocacy staff is working on a number of "active/hot issues" affecting real estate markets and REALTORS®. Each issue explanation is followed by the staff experts working on that issue. Use the staff contact list at the end of the document if you would like more information.

ISSUE	STAFF EXPERT
<b>AFFIRMATIVELY FURTHERING FAIR HOUSING</b> NAR supports meaningful enforcement of the Fair Housing Act's requirement that jurisdictions receiving federal assistance should assess the impact of that spending on local patterns of segregation and disinvestment. NAR opposed the repeal of HUD's 2015 AFFH rule, and supports issuance of a new rule creating a simpler process for communities to assess barriers to fair housing and develop local solutions to overcome them.	Alexia Smokler Colette Massengale
<b>AFFORDABLE RENTAL HOUSING</b> NAR supports legislative and regulatory proposals to remove disincentives that inhibit owner participation in the development of new rental housing or the preservation of existing safe and affordable rental housing.	Erin Stackley
<b>ALTERNATIVE CREDIT SCORES</b> Alternative Credit Scores: NAR supports legislative and regulatory proposals that support alternative credit scoring models aimed at responsibly expanding mortgage credit for millions of hardworking families.	Ken Fears Matthew Emery
<b>ALTERNATIVE VALUATION METHODS</b> NAR is in discussion with legislators, regulatory agencies and stakeholders on the increased use of data-based valuation methods and alternative appraisal products. NAR supports innovation in the valuation field, but only if safety and soundness concerns are also addressed.	Ken Fears
<b>ADA REFORM</b> While NAR strongly supports the requirements of the Americans with Disability Act (ADA), NAR also supports legislation to curb abusive "drive-by" lawsuits that demand high payments or threaten legal action related to minor, often easily correctable infractions of the ADA.	Erin Stackley Bryan Greene
<b>ADA WEBSITE COMPLIANCE</b> NAR supports clear website accessibility standards under the ADA, and has requested, and successfully received, guidance from the Department of Justice on this issue to curb demand letters for alleged violations by businesses. NAR has also engaged with HUD and conducted research on Fair Housing Act-related claims on website accessibility.	Erin Stackley Nia Duggins
<b>APPRAISAL BIAS</b> NAR is engaged with legislators, regulatory agencies and stakeholders in the discussion of potential bias and discrimination in the appraisal process.	Ken Fears Alexia Smokler Colette Massengale



ISSUE	STAFF EXPERT
<b>APPRAISER QUALIFICATIONS</b> NAR supports state-level adoption of revised national minimum requirements for trainee appraisers including more flexible education and work hour requirements.	Ken Fears
<b>APPRAISER SHORTAGES</b> NAR is engaged with legislators, regulatory agencies and stakeholders on addressing barriers and market conditions that hinder timely and accurate appraisals.	Ken Fears
<b>ARTIFICIAL INTELLIGENCE</b> NAR is engaged with legislators, regulatory agencies and stakeholders in the discussion of the potential impacts of artificial intelligence, machine learning and automated decision making for appraisals, lending, rental processing and other areas of real estate.	Chris Christensen Austin Perez
<b>ASSISTANCE ANIMALS</b> NAR continues to monitor HUD for further guidance for property managers on handling reasonable accommodation requests for assistance animals.	Alexia Smokler Colette Massengale
<b>ASSOCIATION HEALTH PLANS</b> NAR supports expanding access to affordable health insurance options for the self-employed and small employers. In particular, NAR supports the ability of working owners to participate in higher-quality, lower-cost association health plans, which existed for a short while before the enabling regulation was overturned by a federal court.	Austin Perez
<b>BASEL CAPITAL STANDARDS FOR BANKS AND THRIFTS</b> NAR supports legislation that would clarify the definition of High Volatility Acquisition, Development & Construction loans (HVCRE ADC), and provide exceptions to the Rule.	Erin Stackley Ken Fears
<b>BROADBAND ACCESS</b> NAR supports a national broadband plan to ensure all communities have affordable access to a world-class communications infrastructure.	Chris Christensen Austin Perez
<b>BROWNFIELDS CLEAN UP AND REINVESTMENT</b> NAR believes it is important for state and local governments to support and encourage the cleanup of Brownfields by providing tax and other economic incentives. These incentives are necessary to attract private investment to abandoned properties and to compensate for the risk of investing in contaminated land—typically surrounded by economically blighted neighborhoods. NAR also supports EPA's Brownfield Revolving Loan Fund, which provide communities with resources to transform contaminated sites into community assets that attract jobs and achieve broader economic development outcomes.	Russell Riggs
<b>CAPITAL GAINS EXCLUSION</b> NAR believes the capital gains exclusion (\$250K for single filers/\$500K for joint filers) for the sale of a home should be indexed for inflation.	Evan Liddiard
<b>COMMERCIAL REAL ESTATE LENDING</b> NAR supports legislative and regulatory proposals to create a covered bond market in the U.S., and also to increase the lending cap for credit unions. NAR supports common-sense regulations which do not place undue burdens on lending for commercial real estate development and purchases.	Erin Stackley

# ADVOCACY ISSUES A TO Z

ISSUE	STAFF/EXPERT
<b>COMPETITION</b> NAR asserts that the real estate market is vibrant, healthy and vigorously competitive. Technology innovation in the real estate industry is robust and listing data is available from multiple sources.	Chris Christensen Austin Perez Bryan Greene
<b>CONDOMINIUM LENDING</b> NAR supports legislative and regulatory proposals to ease restrictions on the purchase and sale of condominiums.	Ken Fears Matthew Emery Jeremy Green
<b>COPYRIGHT/TRADEMARK</b> NAR supports the ability of MLS organizations to protect their intellectual property through the use of compilation copyrights.	Nia Duggins Chris Christensen Austin Perez
<b>COVID-19 RELIEF</b> NAR supports funding for additional economic relief including unemployment assistance, rental assistance, mortgage assistance, small business relief and funding for state and local governments.	All staff
<b>CRYPTOCURRENCY AND BLOCKCHAIN</b> NAR acknowledges the potential impacts of cryptocurrency and blockchain will bring to real estate and the need for regulatory clarity and oversight, if necessary, for new and emerging technologies.	Matt Emery Austin Perez
<b>DATA PRIVACY AND SECURITY</b> NAR recognizes the importance of protecting client data entrusted to them and supports common sense data privacy and security safeguards that are effective but do not unduly burden our members' ability to efficiently run their businesses.	Chris Christensen Austin Perez
<b>DEDUCTION FOR SOLE PROPRIETORS AND OWNERS OF PASS-THROUGH BUSINESSES</b> NAR successfully lobbied Treasury and IRS to clarify that the 20% deduction included in the Tax Cuts and Jobs Act of 2017 is effective in providing the maximum benefit permissible under the law for real estate professionals. Also following NAR discussions, IRS guidance provides a "safe harbor" of 250-hours of landlord-type activity per year to ensure that net real estate rental income qualifies for the deduction.	Evan Liddiard
<b>DEPRECIATION</b> NAR supports shortening the 27.5- and 39-year cost recovery periods for real property.	Evan Liddiard
<b>DISPARATE IMPACT</b> NAR opposes policies and practices that have a disproportionately adverse effect on a demographic group defined by race, color, religion, sex, disability, familial status, national origin, sexual orientation or gender identity, unless such policies are justified by a legitimate business necessity and there is no less-discriminatory alternative. NAR believes that eliminating disparate-impact discrimination, as defined by the Supreme Court in its 2015 Inclusive Communities decision, helps protect both the legitimate business interests of real estate professionals and the fair housing rights of consumers. NAR supports the reinstatement of HUD's 2013 disparate impact standard, as proposed by HUD in August of 2021.	Alexia Smokler Colette Massengale

ISSUE	STAFF EXPERT
<b>DRONES</b> NAR supports efforts to create new federal regulations to create a safe regulatory framework for the commercial use of unmanned aerial vehicle technology by the real estate industry.	Chris Christensen
<b>ELECTRONIC SIGNATURES</b> NAR support ongoing legislative and education efforts to promote digital real estate transaction options for consumers, including the use of remote online notarization technology.	Chris Christensen Austin Perez
<b>EMINENT DOMAIN</b> NAR supports eminent domain authority only for a public use, as well as a broad interpretation of “just” compensation. NAR also supports states’ rights governing eminent domain.	Russell Riggs
<b>EMINENT DOMAIN FOR TAKING MORTGAGES</b> NAR opposes the use of eminent domain to take underwater mortgages.	Russell Riggs
<b>ENDANGERED SPECIES ACT (ESA) REFORM</b> NAR supports reforms to the ESA that recognize economic impacts when designating endangered species and their habitats. Proposals must provide market-based incentives to encourage species protection, and compensate private property owners if their property’s economic value declines.	Russell Riggs
<b>FAIR HOUSING (SEXUAL ORIENTATION &amp; GENDER IDENTITY)</b> NAR supports legislation, including the Equality Act, that adds sexual orientation and gender identity as prohibited bases for discrimination under the Fair Housing Act. NAR has also included these categories in the Code of Ethics.	Alexia Smokler Colette Massengale
<b>FHA LIFETIME MORTGAGE INSURANCE PREMIUM</b> NAR urges FHA to remove the requirement that premiums be paid for the life of the loan, and instead return to the practice where these could be cancelled after the borrower has sufficient equity.	Jeremy Green
<b>FINANCIAL READINESS</b> NAR supports the goals outlined in <a href="#"><i>Promoting Financial Success in the United States: National Strategy for Financial Literacy</i></a> , which are designed to increase financial literacy to empower school-aged children and young adults to build financial knowledge, skills, and habits that will help them make sound financial decisions and prepare them for homeownership in the future.	Christine Windle
<b>FIRST TIME HOME BUYER SAVINGS ACCOUNTS</b> NAR supports Home Buyer Savings Accounts established at the state level and urges states to adopt such plans. NAR believes individuals or families saving for homeownership should be able to put a percentage of income or maximum amount of funds into an account that is tax free to be used within a specified amount of time for the purchase of a home. Home Buyer Savings Accounts are typically used for first time homeowners or returning home buyers.	Erin Stackley Drew Myers
<b>FLOOD INSURANCE</b> NAR urges Congress and the Administration to reauthorize and reform the National Flood Insurance Program, and remove barriers to a more robust private market to offer higher-quality, lower-cost flood insurance.	Austin Perez



# ADVOCACY ISSUES A TO Z

ISSUE	STAFF EXPERT
<b>GLOBAL CLIMATE RISK</b> NAR supports action that protects property rights while emphasizing environmental stewardship and voluntary local action, based on private sector, market-based investments to encourage energy efficiency, adaptation and mitigation.	Russell Riggs Austin Perez
<b>GSE GUARANTEE FEES</b> NAR is concerned with the high loan level pricing adjustments (LLPAs) charged by Fannie Mae and Freddie Mac, which raise costs unnecessarily for consumers. NAR supports reasonableness when setting G-fees and LLPAs to avoid over charging tax-paying homeowners and a specific reduction in light of recent tax legislation.	Ken Fears Matthew Emery
<b>HOMELESSNESS</b> NAR supports Veterans Affairs Supportive Housing (VASH) vouchers to ensure veterans have access to housing, and continuum of care programs that focus on housing first programs.	Jeremy Green
<b>HOUSING COUNSELING</b> NAR supports housing counseling programs that incentivize housing education	Christine Windle Jeremy Green
<b>HOUSING FINANCE REFORM</b> NAR supports reforming Fannie Mae and Freddie Mac into government-chartered market utilities, in a way that ensures the mission of the GSEs continues to meet the needs of consumers while protecting taxpayers. Such reforms must also encourage private capital's participation in the secondary mortgage market, and ensure there is mortgage capital in all markets at all times and under all economic conditions, with the continued availability of the 30-year fixed rate mortgage.	Ken Fears Matthew Emery
<b>IMPACT FEES</b> NAR opposes impact fees. Where impact fees exist, NAR urges their repeal. Impact fees should be used solely for capital improvements related to a specific new development.	Drew Myers
<b>INDEPENDENT CONTRACTOR STATUS</b> NAR strongly supports the continued right of brokers to choose whether to treat and classify agents as employees or independent contractors for federal tax purposes; and supports actions at the state level to strengthen the rights of brokers to make these determinations and opposes efforts at the federal level to weaken those rights.	Evan Liddiard Nia Duggins
<b>INFRASTRUCTURE AND TRANSPORTATION</b> NAR supports action to develop a long-term, dedicated source of revenue to maintain and fund surface transportation projects; rebuild and modernize other infrastructure needs such as transit, ports and water management systems; and streamline the permit process.	Russell Riggs
<b>INTERNET SALES TAX FAIRNESS</b> NAR supports legislation to level the sales tax playing field for all retailers—online and brick and mortar.	Erin Stackley Evan Liddiard

ISSUE	STAFF EXPERT
<b>INVESTOR VISA</b> NAR supports EB-5 Immigrant Investor Program reauthorization that encourages investment in the U.S. economy and emphasizes program accountability in return for a path to citizenship.	Russell Riggs
<b>LEAD BASED PAINT</b> NAR supports federal policies that reduce lead exposure risks in homes without costly and burdensome rules on property owners.	Russell Riggs
<b>MARIJUANA LEGALIZATION</b> NAR does not have policy on the legalization of marijuana, but provides guidance to property owners/agents about issues to be aware of if state allows marijuana. Conflicts between federal and state law can create difficulties for all types of properties. NAR also supports access to financial institutions for state-legalized businesses.	Erin Stackley
<b>MARKETING SERVICE AGREEMENTS (MSAs)</b> NAR encourages the Consumer Financial Protection Bureau (CFPB) to publish guidance that specifically rejects the contention that the marketing of settlement services is a mere referral, and ensures that real estate professionals can be paid fair market value for such marketing.	Nia Duggins
<b>MONEY LAUNDERING AND TERRORISM FINANCING</b> NAR supports continued efforts to combat money laundering and the financing of terrorism through a risk-based analysis approach, focusing regulation on high-risk entities such as financial institutions. NAR supports the current rules requiring reporting receipt of cash over \$10,000 and ensuring real estate professionals understand their responsibilities to prevent criminal activity from infiltrating the real estate market without the imposition of burdensome or duplicative regulatory requirements.	Nia Duggins
<b>MORTGAGE DEBT CANCELLATION RELIEF</b> NAR supports legislation to provide a permanent provision for the exclusion from taxation of the phantom income generated when all or a portion of a mortgage on a primary residence is forgiven.	Evan Liddiard
<b>MORTGAGE INTEREST DEDUCTION</b> NAR supports indexing for inflation the \$750,000 maximum loan amount eligible for deducting mortgage interest.	Evan Liddiard
<b>MORTGAGE LOAN LIMITS</b> NAR supports reliable loan limits to provide security and consistency to the marketplace. Providing access to credit for all communities during all economic times is a hallmark of our federal housing policy. Appropriate loan limits for FHA, Freddie Mac and Fannie Mae (GSEs) are, and will continue to be, a critical factor in ensuring access to safe and affordable mortgage financing in all areas and all markets. Reducing limits will constrict liquidity to housing markets and homebuyers.	Ken Fears Matt Emery Jeremy Green
<b>NATIONAL DISASTER POLICY</b> NAR supports the development of a national disaster policy, which includes emergency post-disaster assistance but emphasizes pre-disaster planning, preparedness, mitigation and the proactive reduction of risk for natural and other disasters.	Austin Perez

# ADVOCACY ISSUES A TO Z

ISSUE	STAFF EXPERT
<p><b>OPPORTUNITY ZONES</b></p> <p>NAR supports Qualified Opportunity Zones, which offer powerful capital gains tax incentives to investors to redeploy assets into economically troubled areas throughout the country and to keep them invested for long periods. Newly constructed and revitalized commercial real estate is expected to be a primary focus for a great deal of the new investment expected through this incentive program.</p>	<p>Evan Liddiard Erin Stackley</p>
<p><b>PACE LOANS</b></p> <p>NAR supports legislative and regulatory proposals that require Property Assessed Clean Energy (PACE) loan terms to be fully disclosed to borrowers.</p>	<p>Russell Riggs</p>
<p><b>PATENT LITIGATION REFORM</b></p> <p>NAR supports common sense patent litigation reform in an effort to protect our members from abusive patent trolls.</p>	<p>Chris Christensen Austin Perez</p>
<p><b>POSSESSION AND EVICTIONS</b></p> <p>NAR believes that the fundamental right of rental property owners to regain possession of their property shall not be abridged. NAR opposes the erosion of these property owner rights: <b>1.</b> The right to owner occupy property. <b>2.</b> The right to inspect property with proper notice. <b>3.</b> The right to terminate tenancy within the terms of the lease. <b>4.</b> The right to freely go out of the rental business and convert property to other uses.</p>	<p>Drew Myers</p>
<p><b>REAL ESTATE TRANSFER TAXES</b></p> <p>NAR opposes real estate transfer taxes. Where transfer taxes currently exist, NAR urges their repeal and opposition to any increases. NAR urges the redirection of fees to be used for one-time capital acquisitions that are related to housing or commercial property improvements (e.g., infrastructure) and exemptions to transfer taxes for first-time homebuyers and for homebuyers from low- and moderate-income households.</p>	<p>Drew Myers</p>
<p><b>RENT CONTROL</b></p> <p>Rent control and rent stabilization are infringements upon private property rights. NAR opposes current and future rent control and rent stabilization laws on both residential and commercial properties. NAR encourages local and state REALTOR® associations to oppose any legislative measure allowing for rent control or rent stabilization efforts.</p>	<p>Drew Myers</p>
<p><b>REMOTE ONLINE NOTARIZATION</b></p> <p>NAR supports ongoing legislative and education efforts to promote digital real estate transaction options for consumers, including the use of remote online notarization technology.</p>	<p>Chris Christensen Austin Perez</p>
<p><b>REAL ESTATE SETTLEMENT PROCEDURES ACT (RESPA)</b></p> <p>RESPA (Regulation X) TILA (Regulation Z) Harmonization (Know Before You Owe or TRID) - NAR supports a RESPA/TILA harmonization that adds transparency, simplifies disclosures, and reduces burdens to settlement service providers, including real estate professionals. NAR continues to work with the CFBP to ensure outstanding concerns with the rule are addressed.</p>	<p>Nia Duggins</p>
<p><b>RURAL HOUSING LOANS</b></p> <p>NAR supports the role of the Rural Housing Service to provide loans for low to moderate income borrowers in rural areas and small towns. NAR urges the Rural Housing Service to move forward with efforts to allow lenders to directly endorse RHS loans, in order to increase the availability of guaranteed loans.</p>	<p>Jeremy Green</p>



ISSUE	STAFF EXPERT
<p><b>SALES TAX ON SERVICES</b></p> <p>NAR opposes the application of state or local sales tax to rent, and to real estate services and other professional services, including real estate broker commissions, title searches, appraisals, home inspections, property management services, and any other services related to the real estate transaction.</p>	Drew Myers
<p><b>SECTION 1031 LIKE-KIND EXCHANGE</b></p> <p>NAR opposes any change that would undermine the deferral mechanisms associated with exchanges or lead to fewer transactions. The like-kind exchange technique is fundamental to the real estate investment sector. The current law provides investors with a great deal of flexibility in managing their real estate portfolio. Real estate is essentially an illiquid asset that requires substantial commitments of cash. Flexibility is needed in order to assure the free movement of property and capital. This, in turn, results in economic growth and job creation.</p>	Evan Liddiard Erin Stackley
<p><b>SHORT-TERM WORKER VISAS</b></p> <p>NAR supports federal visa programs, such as the H2-B program, that allows foreign workers to work in the U.S. temporarily. NAR also supports reforms to these programs that addresses national security, employer and visa overstay concerns.</p>	Russell Riggs Nia Duggins
<p><b>SIGN ORDINANCES</b></p> <p>REALTORS® have the right to advertise properties and use For Sale signs, and NAR opposes efforts to restrict such activity.</p>	Drew Myers
<p><b>SMALL BUSINESS ISSUES</b></p> <p>NAR supports policies that assist REALTORS® and the small-business clients commercial real estate practitioners work with access financing and other assistance to make their businesses successful. This includes access to small business loans and emergency relief, as well as education and counseling resources through the Small Business Administration.</p>	Erin Stackley
<p><b>STATE-LEGALIZED CANNABIS BUSINESSES ACCESS TO BANKING</b></p> <p>NAR supports the rights of states and residents of those states to create laws aligned with their interests. NAR supports allowing businesses that are properly registered and that are legitimate by state standards to have the ability to access banking services. NAR does not have a position on cannabis legalization.</p>	Erin Stackley
<p><b>STUDENT LOAN DEBT</b></p> <p>NAR supports federal policies that help raise borrowers financial awareness and to allow student borrowers to refinance into lower rates as well as to streamline income-based repayment programs.</p>	Ken Fears Matthew Emery
<p><b>TAX BENEFITS FOR PROPERTY OWNERSHIP</b></p> <p>NAR supports the enactment of a meaningful tax credit for homeownership for those who do not currently benefit from the mortgage interest and real property tax deductions because they no longer itemize their deductions. Tax changes enacted in 2017 reduced the previously available homeownership tax incentives to only about 10% of households, which prevents many middle-income, minority and millennial households from realizing a direct tax benefit for owning a home.</p>	Evan Liddiard

# ADVOCACY ISSUES A TO Z

ISSUE	STAFF EXPERT
<b>TAX DEDUCTION (STATE AND LOCAL)</b> NAR supports legislative efforts to reinstate the full deductibility of state and local taxes. At a minimum, NAR urges legislators to index the current \$10,000 cap for state and local tax deductions to inflation and to remove the marriage penalty by increasing the deduction cap for joint returns to \$20,000, twice the amount of that for single filers.	Evan Liddiard
<b>TERRORISM INSURANCE</b> NAR supports and urges Congress to continue to authorize the federal terrorism risk insurance program.	Erin Stackley Austin Perez
<b>TILA-RESPA INTEGRATED DISCLOSURE (TRID)</b> RESPA (Regulation X) TILA (Regulation Z) Harmonization (Know Before You Owe or TRID) - NAR supports a RESPA/TILA harmonization that adds transparency, simplifies disclosures, and reduces burdens to settlement service providers, including real estate professionals. NAR continues to work with the CFBP to ensure outstanding concerns with the rule are addressed.	Nia Duggins
<b>TORT REFORM/CLASS ACTION</b> NAR supports legislative proposals to establish caps limiting noneconomic and punitive damage awards and standards for the assignment of certain class action lawsuits to federal court.	Nia Duggins
<b>TRANSPORTATION</b> Convenient and efficient transportation infrastructure enhances the quality of communities, supports property values, and mitigates traffic congestion effects that accompany growth. REALTORS® support improving mobility in communities so that all citizens have access to transportation means best suited to their needs. NAR believes in leveling the playing field with respect to funding highways versus transit and other modes. NAR supports a broad community vision that considers the needs of all transportation users and emphasizes repair and maintenance over development of new capacity. In addition, NAR supports a modest increase in the federal motor fuel tax and annual adjustments for inflation.	Russell Riggs
<b>VA HOME LOAN GUARANTY</b> NAR continues to work with the Department of Veterans Affairs to allow veterans to be on a level playing field with other buyers.	Jeremy Green
<b>WATERS OF THE US (WOTUS)</b> NAR supports legislation and regulation to clearly define what "waters" are under the jurisdiction of the federal government.	Russell Riggs
<b>WILDFIRES</b> NAR encourages active forest management practices that return the ecological benefits of fire to forested areas, bring balance to our nation's firefighting policies, and protect homes and communities in the wildland/urban interface.	Russell Riggs Austin Perez
<b>X AND Z</b> RESPA (Regulation X) TILA (Regulation Z) Harmonization (Know Before You Owe or TRID) - NAR supports a RESPA/TILA harmonization that adds transparency, simplifies disclosures, and reduces burdens to settlement service providers, including real estate professionals. NAR continues to work with the CFBP to ensure outstanding concerns with the rule are addressed.	Nia Duggins

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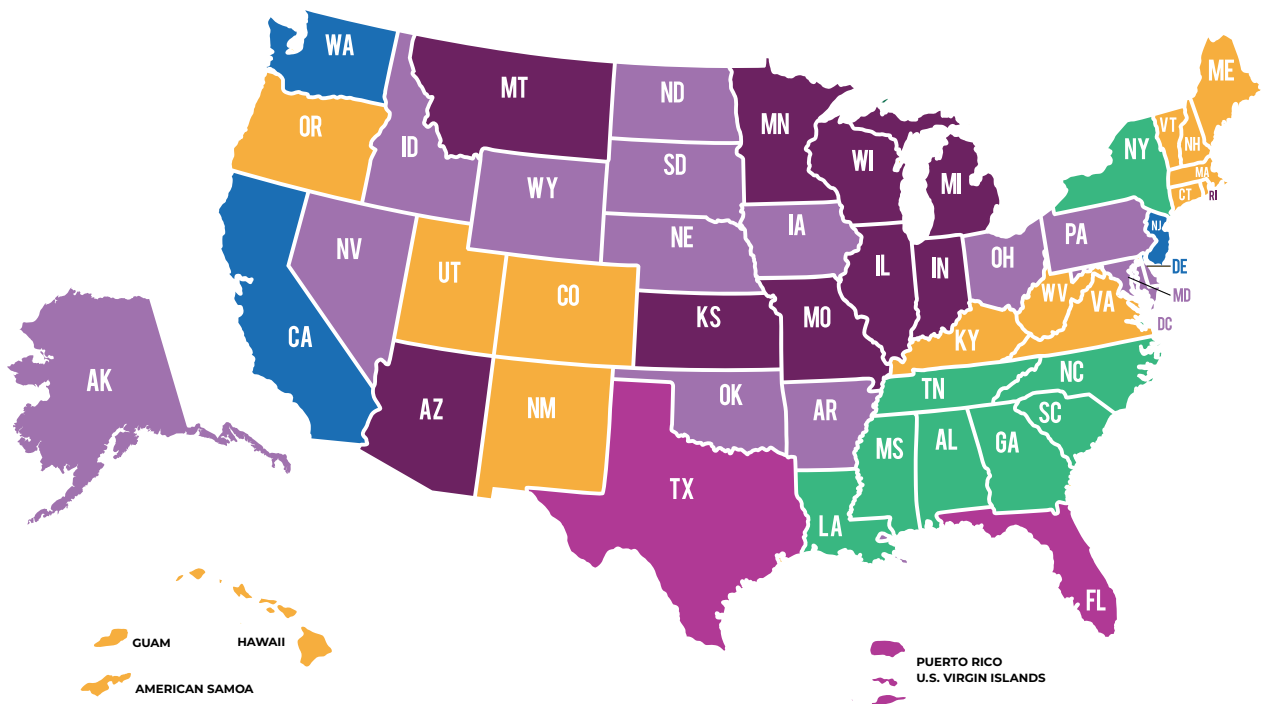


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## POLITICAL REPRESENTATIVES TEAM

NAR'S Advocacy Group Political Representatives team is comprised of six (6) Political Representatives each of whom serves as NAR's primary liaison to the state and local association members and staff within their assigned states/region. In their role they interface with these critical constituencies to raise awareness and mobilize them to advance the Advocacy Group's programs and priorities. Key responsibilities include recruiting, educating, training, promoting and motivating REALTOR® activists and general membership primarily on NAR's federal legislative and political agenda. Working with the Advocacy Group team and their respective assigned states, the Political Representatives manage the RPAC federal disbursement process, grassroots campaigns focused on federal issue priorities, and Opportunity Races (that is, member to member political communications in support of federal candidates) each election cycle.

JUSTIN BAKER      DARIA DUDZINSKI      APRIL GAVIN      ZACH RUBIN-MCARRY      DENSAY SENGSOULAVONG      PATRICK WOHL



# FEDERAL ADVOCACY

## FEDERAL POLITICAL COORDINATOR (FPC) PROGRAM

Federal Political Coordinators (FPC) are the “face of real estate,” working to educate members of Congress on important issues facing the real estate industry. FPCs are recommended by their state president and appointed by the NAR President, to serve a two-year term that runs concurrently with the congressional cycle. Potential FPCs should have a willingness to learn the issues, the ability to set aside their personal politics to represent the REALTOR® Party and the desire to build and/or maintain a relationship with a member of Congress. Ideally, they are also constituents living in the district of the Member of Congress whom they represent.

**Learn More:** [realtorparty.realtor/fpcs](https://realtorparty.realtor/fpcs)

**Contact:** Victoria Givens  
vgivens@nar.realtor // (202) 383-1021

## FPC MERITORIOUS SERVICE AWARD

Each year, NAR recognizes two FPCs whose outstanding work contributes to creating a sound and dynamic U.S. real estate market and fostering vibrant communities. These FPCs are selected through a rigorous selection process that includes the states and national leadership. Winners are announced and awarded the Meritorious Service Award during the REALTORS® Legislative Meetings & Expo in May.

**Learn More:** [realtorparty.realtor/msa](https://realtorparty.realtor/msa)

**Contact:** Victoria Givens  
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## FPC ADVOCACY ACADEMY

This intense and interactive training program is required for all new FPCs. All FPCs moving forward will be expected to participate in this program when they onboard in a new Congressional Cycle.

**Contact:** Victoria Givens  
vgivens@nar.realtor // (202) 383-1021



# ONLINE RESOURCES

## THE WASHINGTON REPORT

Covering legislative and regulatory policy activities, the Washington Report is compiled by NAR's Advocacy Group policy staff.

**Learn More:** [nar.realtor/washington-report](http://nar.realtor/washington-report)

## REALTOR® PARTY WEBSITE

Looking for new ways to vote, act, and invest in the REALTOR® Party? Want to see how other associations are successfully using REALTOR® Party programs, grants and tools? Whether you want to apply for grants, learn more about RPAC, or participate in a national call for action, the REALTOR® Party website is a one-stop shop for your advocacy needs. The website offers members and associations valuable resources and tools to strengthen their advocacy programs and build political clout at every level of government and strong communities nationwide.

**Learn More:** [realtorparty.realtor](http://realtorparty.realtor)

**Contact:** Brandon Maddox  
bmaddox@nar.realtor // (202) 383-1043

## INTERACTIVE REALTOR® PARTY RESOURCE GUIDE

An interactive version of the REALTOR® Party Resource Guide including Vote-Act-Invest resource options that can help your association reach your advocacy goals and meet your Core Standards requirements.

**Learn More:** [realtorparty.realtor/resourceguide](http://realtorparty.realtor/resourceguide)

**Contact:** Brandon Maddox  
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## REALTOR® PARTY NEWS

Emailed monthly, the REALTOR® Party News newsletter is sent to all NAR members and provides regular updates on REALTOR® Party activities and resources as well as success stories from state and local REALTOR® Associations.

**Learn More:** [realtorparty.realtor](http://realtorparty.realtor)

**Contact:** Emily Newman  
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## GADFLY NEWSLETTER

The GADFly is a monthly email newsletter that provides Government Affairs Directors (GADs) and select Association Executive at state and local REALTOR® Associations with tools, news, and information to help them serve their members.

**Learn More:** [realtorparty.realtor/news/newsletters/gadfly-archive.html](http://realtorparty.realtor/news/newsletters/gadfly-archive.html)

**Contact:** Jami Sims  
jsims@realtor.org // (202) 383-1221

## REALTOR® PARTY SUCCESS STORIES

State and local REALTOR® Associations around the country are taking advantage of REALTOR® Party tools and resources to step up their community outreach and advocacy efforts. Their success stories expand beyond their states and cities because they inspire and set precedents. Take a look at the examples here for around the country.

**Learn More:** [realtorparty.realtor/success-stories](http://realtorparty.realtor/success-stories)

**Contact:** Christine Windle  
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# ONLINE RESOURCES

## REALTORS PROPERTY RESOURCE (RPR) ECONOMIC AREA REPORTS

RPR is a national property database provided at no additional charge to members and provides association staff and FPCs with access to a variety of reports to help with advocacy. One of the key resources is the Economic Area Reports. The reports can be generated for a variety of geographies, including the state, congressional districts, state legislative districts, counties, zip codes, etc. Leveraging the foundation of RPR's Commercial application, these reports provide consumer tapestry data, demographic and lifestyle information and economic trends. Data is provided for the current year and includes future projections and comparison to other geographies. Market level statistical data is also available on the site.

**Learn More:** [narrpr.com](http://narrpr.com)

**Contact:** Karen France // [KarenF@narrpr.com](mailto:KarenF@narrpr.com)  
or Valerie Rivers // [ValerieR@narrpr.com](mailto:ValerieR@narrpr.com)

## COMMERCIAL ISSUES BRIEF

The Commercial Issues & Actions provides a snapshot of federal issues impacting commercial real estate and NAR's advocacy on them. It comes in a long-form as well as a one-pager of top priority issues.

**Learn More:** [nar.realtor/commercial/advocacy](http://nar.realtor/commercial/advocacy)

**Contact:** Erin Stackley  
[estackley@nar.realtor](mailto:estackley@nar.realtor) // (202) 383-1150

## FPC NEWSLETTER

The FPC Newsletter is a bi-weekly closed group email newsletter that provides Federal Political Coordinators, Association Executives, Government Affairs Directors and Members of various governance Committees, an inside look at political activities in Washington and the latest NAR involvement in advocacy on Capitol Hill.

**Learn More:** [realtorparty.realtor/member-consumer/fpc/fpc-resources](http://realtorparty.realtor/member-consumer/fpc/fpc-resources)

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## NOTES

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# VOTE ACT INVEST



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