



# REALTOR<sup>®</sup> Party Advocacy Results

## Nationwide

In many states, real estate was protected as an essential service during the COVID pandemic.

- The National Association of REALTORS<sup>®</sup> worked across state lines and with federal agencies to protect real estate as an essential service, keeping transactions moving during lockdowns.
- There were 6.5 million homes sold in the U.S. in 2021. At an average of 10 residential sides per REALTOR<sup>®</sup> that resulted in an average of \$43,330 in commissions was saved.

## Locally

**No renter's tax.**

- A 2% tax on renters was proposed in 2009 and again in 2011. Our advocacy efforts helped oppose it both times.
- At an annual rental rate of \$15,000, renters saved an additional \$300.

**Tucson Association of REALTORS<sup>®</sup> fought to keep housing providers and tenants together.**

- Home and Property Advocates invested countless hours during the eviction moratorium assisting housing providers and tenants in receiving aid from the state and federal governments.
- Pima County distributed a greater percentage of the available funds to those in need than any other county in Arizona.

**Tucson Association of REALTORS<sup>®</sup> fights for your business, your clients, and our communities.**

- We fight against burdensome regulations that affect property rights and zoning ordinances.
- We advocate for your ability to conduct business by opposing oppressive regulations, sign ordinances, and taxes.
- We promote the need for good infrastructure, roads and parks, and safe communities.

## Statewide

**REALTORS<sup>®</sup> and real estate professionals are not taxed on their services in Arizona and saved 5.6% in revenue.**

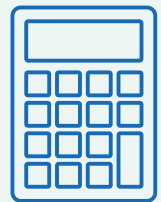
- Arizona Proposition 126 prohibits state and local governments from enacting new taxes, or increasing tax rates, on services performed in the state.
- For every \$10,000 in commissions, REALTORS<sup>®</sup> saved an additional \$560.

**No transfer tax – sellers save up to 2.2%.**

- Arizona Proposition 100 created to oppose a 2.2% real estate transfer tax, prohibits the government from charging any new tax on the sale or transfer of real property in Arizona.
- With Tucson home sales prices averaging \$328,000 in 2020, the transfer tax could have cost sellers an additional \$7,216.

## What's the Bottom Line?

Our advocacy efforts at the local, state, and national level saved you, your clients, and our communities thousands in expenses and taxes every year.



2020 U.S. Protection of Real Estate as an Essential Service

**Average Annual Commissions = \$43,330 Saved**

2020 Average REALTOR<sup>®</sup> did 10 Residential Sides

**Sales Tax on Your Services = \$2,426 Saved**

2020 Tucson Average Home Sales Price \$328,000

**Property Transfer Tax on Home = \$7,216 Saved**

# REALTOR® Party Advocacy Results

## What is the REALTOR® Party?

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

The party is non-partisan; it supports pro-REALTOR® candidates regardless of party affiliation. The REALTOR® Party speaks with one voice to support candidates who advance our causes and reflect our values.

## Who Are Its Members?

**You are!**

Any licensed REALTOR® or affiliated member registered with the Tucson Association of REALTORS® is a member of the REALTOR® Party.

## How Do We Advocate?

Local and state associations help the REALTOR® Party achieve its advocacy goals by engaging in the **Vote, Act, and Invest** activities.

- **Vote** – help elect pro-REALTOR® candidates who generally understand and support REALTOR® issues.
- **Act** – participate in member mobilization efforts, build relationships with elected officials, and share our voice in calls for action.
- **Invest** – RAPAC's voluntary investments support candidates for federal, state, and local office who advocate for the preservation of property rights and the real estate profession.

## What Does the REALTOR® Party Do?

In a word: **Advocate!**

The word advocate is defined as follows: to support or argue for (a cause, policy, etc.). The REALTOR® Party advocates by supporting the causes and representing the interests of REALTORS®, their industry, and their clients to elected officials at all levels of government.



## Why is Advocacy Important?

Part of our mission is to help legislators recognize REALTORS® as the experts in real estate so we can better promote our position and even help introduce legislation.

## What About Community Outreach?

Our advocacy efforts make REALTORS® visible.

In the legislative arena, community outreach activities help REALTORS® become a recognized and trusted resource.

Active and visible REALTORS® have opportunities to educate consumers about real estate and homeownership issues and encourage their involvement in the political process.

REALTORS® then become a go-to resource in matters of homeownership and community growth.



VOTE

ACT

INVEST

**REALTORParty.realtor**