



National Association of REALTORS® 2019 Dues Increase

In April of this year, the NAR Board of Directors, including all the NAR Directors from Oregon, overwhelmingly voted in favor of the budget that included a \$30 dues increase. This increase brings NARs dues from \$155.00 per member to \$185.00. The dues increase was thoroughly vetted over seven weeks with many discussions and debates aimed at complete transparency for members. The result is to support programming known as “Strategic Measures Advancing REALTORS® to Tomorrow” or S.M.A.R.T. This focus grows from the strategic and long-term goals of the national association to ensure REALTORS® and their associations remain relevant and strong long into the future.

NAR 2019 budget includes dollars to:

- Define measurable increases in professionalism
- Increase influence in an uncertain legislative, regulatory, and political environment
- Take the management of real estate data to the next level
- Ensure the role of the REALTOR® is essential to the consumer

Organized real estate has been a core driver of the US economy since the founding of the country and our real estate industry is the benchmark and envy of most other countries across the globe. The National Association of REALTORS® has been at the forefront of this since 1908. The passing of the S.M.A.R.T. budget initiative ensures we will continue to be that force well into the future.

If you would like a further insight into the process, please follow this link to the NAR website and the SMART budget initiative at <https://www.nar.realtor/smartbudget>.



Oregon Association of REALTORS® 2019 Dues Increase

At OAR we are working hard to go beyond the status quo to provide our members with the best resources for continuing education, risk management, real estate industry trends and advocacy for REALTOR® issues and political strength at the capitol. As with most successful organizations there is a need to continue to grow, enhance programs and improve quality.

It's been over a decade since we've asked members to increase their dues for membership service enhancements and operational expenses. In 2019, we asked the Board of Directors to increase member dues by \$50 to help facilitate new programs and exciting initiatives that will benefit all OAR members. This increase brings OARs dues from \$235.00 per member to \$285.00. The budget approved reflects a streamline of expenses and reduction of costs in many areas. OAR is positioning the association for future opportunities to provide resources for all our members. Here are just a few of the goals we hope to achieve.

1. Develop the Principal Broker Academy focusing on core proficiency and performance training in order to improve leadership and management skills within brokerages and association volunteer roles.
2. Create a well-trained pool of current and future leaders that understand how to lead a strategically focused organization with the Leadership Academy.
3. Increase CE class offerings and secure advanced content and speakers.

4. Increased funding for the Legal Action Fund which is critical to participate in legal actions to protect the real estate industry.
5. Improve awareness and attendance at the REALTOR® Day at the Capitol (April 2, 2019) to showcase the power of our association for homeownership and private property rights.
6. Ensure financial stability for years to come by paying off the mortgage on the REALTORS® Plaza.
7. Develop in depth membership survey to better understand the needs of members.
8. Implement Big Data; Customer Relations Management (CRM) program to obtain, organize and analyze accurate, relevant information about our membership to offer better programs and services and improve the value and benefits OAR provides to the members.
9. Upgrade the OAR website to streamline content and increase mobile responsiveness.
10. Establish OAR value with increased member outreach efforts in partnership with the local boards.

Each member's contribution is important! We are making thoughtful and careful decisions with how dues are allocated. If you have additional questions or concerns, please feel free to contact OAR at 1- 800-252-9115 or email us at info@oregonrealtors.org. We also invite you to learn more about the resources and benefits available to you on our website at <https://www.oregonrealtors.org/resources>.



Portland Metropolitan Association of REALTORS® 2019 Dues Increase

Advocacy. Professionalism. Risk Management. Ethics. These are the four cornerstones of the PMAR Business Plan. The cost to deliver these services continues to grow, so we carefully weigh the purpose and value of every expenditure. This year the PMAR Board of Directors determined that a \$35.00 dues increase was necessary in order to continue to deliver high quality programming. This increase brings PMARs dues from \$165.00 per member to \$200.00. What does the Member receive for \$200.00? Here are a few of our initiatives and budgetary allowances for 2019.

1. Develop Risk Management tools to help the Members stay ahead of challenging emerging trends. Programs include Principal Broker Forums designed to provide company principals timely legal and risk avoidance information to share within their firms.
2. Promote REALTORS® as integral to every real estate transaction through enhancements to HOWNW.com.
3. Provide tools to enhance skills in working with generational homebuying markets, including the specific needs of "Boomers" and those with disabilities.
4. Increase CE offerings aimed at improving skills and professionalism.
5. Implement a vibrant video campaign to increase our reach and connection to the membership, and provide shareable content for consumers.
6. Advocate at the local and regional level to continue to fight onerous taxes, costs and fee ordinances (e.g. real estate sign placement fees; independent contractor business taxes; inequitable development fees).
7. Enhance internal technologies to ensure our ability to communicate with over 8,000 Members, including upgraded software and hardware to enhance pmar.org, send weekly blast email information to the Membership, increase mobile compatibility, and maintain a robust database that links to our State and National associations.
8. Ensure financial stability by increasing reserves in anticipation of future marketplace fluctuations.

Your Realtor® association is not immune to the rising costs of doing business. Rent, utilities, equipment, technologies and human resources cost more today than they did yesterday. In order to maintain a vibrant association, the Board of Directors finds it necessary to ask for more. In return, we pledge to deliver the highest quality advocacy, educational and professionalism tools.

Visit PMAR's Member Resources page here <https://pmar.org/become-a-realtor/member-benefits/>.