

NATIONAL ASSOCIATION OF REALTORS®
2021 REALTORS® LEGISLATIVE MEETINGS
BOARD OF DIRECTORS MEETING
FRIDAY, MAY 14, 2021 • 10:00 A.M. – 12:00 P.M. CENTRAL TIME

AGENDA

- CHAIR** Charlie Oppler, President, Franklyn Lakes, New Jersey
VICE CHAIR Leslie Rouda Smith, President – elect, Plano, Texas
STAFF EXECUTIVE Bob Goldberg, NAR Chief Executive Officer, Chicago, Illinois
- 10:00 a.m. Call to Order – Charlie Oppler, 2021 NAR President, Franklin Lakes, New Jersey
10:02 a.m. Pledge of Allegiance – Wendell Bullard, Durham, National Director, North Carolina
10:04 a.m. Inspirational Message – Richard Mendenhall, NAR Past President, Columbia, Missouri
10:06 a.m. Introduction of 2021 NAR Leadership Team and Parliamentarian - Charlie Oppler, 2021 NAR President, Franklin Lakes, New Jersey
10:08 a.m. Review Directors’ Fiduciary Duty – Katie Johnson, General Counsel
10:10 a.m. Recognition of Past National Directors - Charlie Oppler, 2021 NAR President, Franklin Lakes, New Jersey
10:12 a.m. President’s Remarks - Charlie Oppler, 2021 NAR President, Franklin Lakes, New Jersey
10:17 a.m. Approval of Consent Agenda - Charlie Oppler, 2021 NAR President, Franklin Lakes, New Jersey
10:22 a.m. Election of 2022 First Vice President - Charlie Oppler, 2021 NAR President, Franklin Lakes, New Jersey
10:40 a.m. Introduction of 2022 Vice Presidents and Committee Liaisons – Leslie Rouda Smith, 2021 President-elect, Plano, Texas
10:47 a.m. Approval of Proposed Amendments to the bylaws of the REALTORS® Land Institute and the Residential Real Estate Council - Leslie Rouda Smith, 2021 President-elect, Plano, Texas
10:49 a.m. Report of the CEO – Bob Goldberg, NAR Chief Executive Officer, Chicago, Illinois
10:55 a.m. RPAC Fundraising Update – Kevin Brown, REALTOR® Party Director, Oakland, California

- 11:00 a.m. Report of the Treasurer – Nancy Lane, NAR Treasurer, Brandon, Mississippi
- Finance Committee Report
- 11:10 a.m. Reports of the Committees
- Distinguished Service Award Council
 - Association Executives Committee
 - Legal Action Committee
 - Membership Policy & Board Jurisdiction Committee
 - Federal Taxation Committee
 - Multiple Listing Issues & Policies Committee
 - Executive Committee
- 11:55 a.m. Closing and Adjournment

Time and Place of Next Meeting:

Board of Directors Meeting
Monday, November 15, 2021, 8:30a.m. – 12:00p.m.
San Diego, CA

Delegate Body Meeting
Monday, November 15, 2021, 1:00p.m. – 2:30p.m.
San Diego, CA

NATIONAL ASSOCIATION OF REALTORS® REALTORS® LEGISLATIVE MEETINGS FRIDAY, MAY 14, 2021 10:00 A.M. – 1:00 P.M CST BOARD OF DIRECTORS

CONSENT AGENDA 1. Approval of 2022 NAR Elected Officers and Regional Vice Presidents "It is moved, seconded and carried to elect the 2022 NAR President-elect and Regional Vice Presidents of the National Association of REALTORS®. In accordance with the NAR Constitution, the office of President-Elect automatically succeeds to President. Therefore, the 2022 NAR President will be Leslie Rouda Smith, Plano, TX. Kenny Parcell Spanish Fork, UT First Vice President Kimberly Allard Braintree, MA RVP: Region 1 Frank Jacovini Philadelphia, PA RVP: Region 2 Russ Boyce Waldorf, MD RVP: Region 3 Brian Copeland Nashville, TN RVP: Region 4 Ryan Brashear Augusta, GA RVP: Region 5 Pete Kopf Cincinnati, OH RVP: Region 6 Peter Sveum Stoughton, WI RVP: Region 7 Bart Miller Rapid City, SD RVP: Region 8 Brenda Oliver Odessa, MO RVP: Region 9 Logan Morris Leesville, LA RVP: Region 10 Rick Southwick Ogden, UT RVP: Region 11 Dale Chumbley Camas, WA RVP: Region 12 Ziggy Zicarelli Tarzana, CA RVP: Region 13

2. Approval of Board of Directors Meeting Minutes "It is moved, seconded and carried to accept the meeting minutes from the November 13, 2020 Board meeting.

3. Acceptance of the Filed Committee Reports "It is moved, seconded and carried to accept those committee reports which are filed, upon the condition that they do not contain policy issues or changes in total budget requiring review by the Executive Committee and approval of the Board of Directors and further subject to review by NAR's General Counsel."

4. Acceptance of Director Excused Absence "It is moved, seconded and carried to accept 2 requests for an excused absence."

5. Acceptance of the Reports of the Institutes, Societies and Councils "It is moved, seconded and carried to accept the written reports of the institutes, societies and councils of the NATIONAL ASSOCIATION OF REALTORS® as outlined in Exhibit 1.

6. Approval of REALTOR® Emeritus Candidates "It is moved, seconded and carried to approve the REALTOR® Emeritus candidates as outlined in Exhibit 2."

7. Approval of Candidates for Student Membership "It is moved, seconded and carried to approve the following individuals for Student membership Andrew McConnell Ashford University Cambridge, MA Thelma Osei Sum Bible College Arlington, VA Colton Pace

University of California (UCLA) Los Angeles, CA William Prazak Tyler Junior College
Tyler, TX Davetta Reynolds Cuyahoga Community College Cleveland Heights, OH Lori
Stuart Real Estate Express Mountain Home, MT

REALTOR® EMERITUS CANDIDATE From Montana:

Teresa Lightbody Helena Association of REALTORS® Inc MT

ASSOCIATION EXECUTIVES COMMITTEE

Recommendations #1 through #7 are related and it is recommended that they are taken together (Exhibit 1).

1. To require final submission of local and commercial associations' Core Standards certification forms on December 31st and terminate access to the form after that date, barring a special request from a state association to provide additional access.

2. To prohibit Core Standards hearing panels from granting non-compliant associations an extension to comply

3. To create a standard online form that formalizes the Core Standards reporting process by which state associations communicate issues of local and commercial association non-compliance to NAR.

4. To provide state associations the option to submit written documentation for the Core Standards hearing panel, and the option to meet with the hearing panel prior to the hearing; the appealing association will have no less than five days to review the information provided by the state association.

5. To send a 'letter of warning' to the chief staff and officers of every association that is not compliant with the Core Standards by February 1.

6. To allow the Core Standards hearing panel the option of placing non-compliant associations on a probationary status for one year and the option of imposing the following sanctions:

-Publish association's name in NAR communication channels for not meeting the Core Standards (e.g., The Hub, AE INS, etc.)

-Require appropriate training on the Core Standards for association staff and leadership as determined by the appeal hearing panel

-Deny associations opportunities for NAR grants that are pending approval-Require associations to develop a plan for merger, consolidation or dissolution

-Recommend revocation of association's charter to the NAR Board of Directors.

7. To develop a training program that can be used by all REALTOR® associations, including NAR, to educate local, commercial, and state association volunteer leaders on the Core Standards. Passed 765/17

Recommendations #8 through #15 are related and it is recommended that they are taken together (Exhibit 2).

8. To remove the Salutation field from the Member's First (M1) member record for all member types.

9. To add a Preferred Pronoun field to the member record and allow the end-user to select from an approved set of values (i.e. he/him, she/her, they/them, etc.)."

10. To allow updates to the following fields within the member record when that member record is inactive (Status 1 only): Home Address, Mailing Address, Email Addresses, Phone Number, Web Page Address, and First and Last Name.

11. To allow State POEs (Points of Entry) to update Real Estate License in the member record and Main Office ID in the office record.

12. To track whether Business Email address has been verified for each member and to require such verification for all new members.

13. To require that the Business Email field be an address used for business by the individual member and that any shared email address be relegated to a new field called Shared Email Address.

14. To require a Business Email field for Institute Affiliate members.

15. To remove the following fields from the member record: Dues Paid Local, Dues Paid State, Dues Paid National, Member: On Roster, Officer: On Roster, Office: District.
Passed 759/29

LEGAL ACTION COMMITTEE

1. That NAR provide funding of \$3,986.50 towards legal fees incurred by Illinois REALTORS® in support of the case Kempa 3105, LLC, Kempa and Associates, and Dynamic Rentals, Inc., on behalf of themselves and all others similarly situated v. Sauk Village, Illinois and Illinois Home Inspections, LLC. Passed 780/11

MEMBERSHIP POLICY & BOARD JURISDICTION COMMITTEE

1. To amend the Procedure for Processing an Application for Change of Jurisdiction with "Unassigned" Territory to clarify expectations of a party to a dispute and align the jurisdictional and name change procedures, as follows:

FEDERAL TAXATION COMMITTEE

1.To amend current NAR policy that supports repealing the estate tax and retaining the step-up in basis to fair market value for all inherited assets to include:

- That NAR support an estate tax exemption no lower than \$11.7 million per person, which is the amount provided in the current law.

- That NAR oppose a tax on unrealized gains upon a decedent's death. Passed 751/14

MULTIPLE LISTING ISSUES AND POLICIES COMMITTEE

1.To adopt a new MLS Policy Statement indicating that the property address for all residential listings filed with the MLS must be disclosed and available to MLS participants and subscribers at the time the listing is submitted to the MLS. Where an address does not exist, a parcel identification number or legal description of the property's location must be filed with the MLS.

This motion was amended and the motion failed (235/562) and we went back to the original motion. Passed 665/127

2.To amend MLS policy to facilitate the display of sales listing data from MLSs that otherwise prohibit the display of sold prices. Passed 716/44 Page 73/74

EXECUTIVE COMMITTEE

1.That, effective immediately, the social media audit in Section E of the Campaign and Election Rules Manual be expanded to include all Appointed Leaders as defined on page three (3) of the Manual, and that the Credentials and Campaign Rules Committee (CCRC) be permitted to request that the Leadership Team, not the CCRC, make a final ruling on any Appointed Leader's social media report. Passed 713/49

FINANCE COMMITTEE REPORT

1.That the 2020 year-end financial statements, as audited by Grant Thornton, and reviewed by the Finance Committee, be accepted for the combined entity of NAR, its wholly owned subsidiaries, and its affiliated Institutes, Societies and Councils. (Exhibit – Pages1-57) Passed 784/1

2.That the 2021 Operating, Advocacy, Capital and Ad Campaign budgets, as reflected in the budget proposal noticed to the Directors in advance of this meeting, be adjusted as proposed. (Exhibit –Pages 58-67) Passed 797/4

3.That a membership figure of 1,430,000 serve as the basis for dues revenue in the 2022 budget proposal. (Exhibit –Pages69-74) Passed 780/6

4. That the NAR dues remain at \$150 per member for 2022. (Exhibit –Pages 69-74)
Passed 800/8

5. That the 2022 budget proposal for NAR's Operating and Advocacy programs, as noticed to the Directors in advance, be approved. (Exhibit –Pages 70-76) Passed 797/5

6. That the 2022 capital expenditures proposed for interiors and technology of \$11,265,313 and the 2022 capital expenditures proposed for NAR's owned buildings of \$10,438,500 be approved. (Exhibit-Pages 83-92) Passed 789/24