

Hattie Graham
NAR Housing Opportunities Committee
NAR Board of Directors
NAR RLM 6/13/2026-6/18/2026

Meeting Summary

Housing Opportunities Committee

Senior Campaigns / Messaging Discussion

John Gehlbach- Senior Campaign Manager Yimby Action

- Discussed the importance of improving messaging around the “American Dream” and creating stronger emotional connections with audiences.
- Focus on shifting the conversation from simply “home” to the broader benefits and value of homeownership.
- Key themes:
 - Helping people understand the benefits of owning a home.
 - Creating more emotional, relatable messaging.
 - Being specific and concrete in communication.
- Discussed homeowner messaging examples, including:
 - The idea that “rent is today’s expense” while homeownership builds long-term value.
 - Highlighting the stability, security, and personal benefits of owning a home.
- Discussion around the “Welcome Neighbors Network” and building community connections.

Advocacy / Legislative Updates

Samar Jha- GAD AARP

- Discussion around AARP-related initiatives and outreach.
- Noted that many people still want to stay in their homes rather than relocate.
- Focus on supporting policies that allow people to age in place.
- Transportation districts and funding mechanisms were discussed as important community issues.
- Additional discussion around:
 - Funding for housing initiatives.
 - Local legislative actions.
 - Service agreement concerns and potential impacts.

Turning Barriers Into Doorways

- June 4th- NAR HOC Grants Reopened
- Discussion centered around overcoming obstacles to homeownership and creating opportunities.
- Grant programs and affordability initiatives:
 - \$6,000 — Level 1 assistance available
 - \$34,000 — Level 2 assistance available
- Discussion around future grant cycles and expanded opportunities.
- Focus on helping first-time homebuyers overcome financial barriers.
- January 8th- 2027 Grant cycle

Speakers / Presentations

Jeff LeRoy- Missoula Organization of REALTORS CEO

- Speaker discussion focused on:
 - HOC grant helped fund a community stakeholder meeting discussing building code updates.
 - Continued education and awareness around changes impacting members.

Montana Legislative Updates

- Land Use Bill has passed.
- ADU (Accessory Dwelling Unit) legislation updates discussed.
- Short-term rental considerations.
- Review of recent legislative accomplishments and priorities.
- Discussion around ongoing housing needs and barriers.

Dolly Wilson- Greater Lakes Association CEO.

- Presented information related to housing transformation.
- Discussed:
 - Community housing initiatives.
 - Housing trust fund opportunities.
 - The role of partnerships in addressing housing challenges.

Key Takeaways

- Continue strengthening the message around homeownership by focusing on emotional connection, stability, and long-term benefits.
- Support policies that expand housing opportunities and help residents remain in their communities.
- Continue advocating for programs that address affordability, transportation, and housing availability.
- Focus on removing barriers and creating pathways to homeownership, especially for first-time buyers.

Meeting Summary

Solving for Supply – Fannie Mae Discussion

- Discussion focused on addressing the ongoing housing supply shortage and identifying solutions to create more opportunities for homeownership.
- Reviewed the role of Fannie Mae initiatives in supporting the housing market and expanding access to financing.
- Highlighted the importance of creating additional pathways to ownership rather than relying solely on traditional housing models.

Next Generation Housing & Market Trends

- Discussed the future of housing and the need for innovative solutions to meet changing consumer needs.
- Fannie Mae reported significant liquidity available in the mortgage market.
- Approximately 1.5 million loans were discussed, with a large portion involving first-time homebuyers.
- Identified key barriers impacting housing supply:
 - Laws and regulations
 - Lumber and construction costs
 - Labor shortages
 - Land availability
 - Lending challenges

Creating More Paths to Homeownership

- Emphasis was placed on “solving for supply” by expanding opportunities and developing new approaches to ownership.

- Discussed the importance of consumer education and creating clearer pathways from renting to owning.
- Potential idea discussed:
 - Quarterly consumer-focused events connecting the homebuyer ecosystem.

Building a Homeownership Pipeline

Discussion included the importance of collaboration among industry partners, including:

- Lenders
- REALTORS®/brokers
- Inspectors
- Title companies
- Housing-related organizations

The goal is to create a stronger, more connected process that helps consumers successfully navigate the path to homeownership.

Fannie Mae Policy & Program Updates

- Fannie Mae eligibility requirements were discussed, including a change from a 12-month to an 18-month timeframe.
- Interest rate considerations and the impact of affordability challenges were reviewed.
- Continued focus on making financing options more accessible.

ADUs & Manufactured Housing

- Discussion around expanding housing options through:
 - Accessory Dwelling Units (ADUs)
 - Manufactured housing
- VA financing considerations were discussed, including how manufactured homes may be treated similarly to site-built homes.
- Current programs may allow up to three ADUs on one property.
- Potential opportunities exist for mortgage financing options to support these housing types.

Key Takeaways

- Increasing housing supply requires collaboration across industries and innovative thinking.

- Expanding access to financing, supporting alternative housing options, and removing barriers are critical to increasing homeownership opportunities.
- Continued education and partnerships between lenders, REALTORS®, and housing professionals will be important in creating solutions for future buyers.

NAR Directors Meeting Summary & Key Updates

2027 NAR Leadership Updates- **taken directly from the NAR email*

The National Association of REALTORS® Board of Directors met following the REALTORS® Legislative Meetings to finalize leadership updates and approve key organizational decisions.

2027 Leadership Team

The 2027 Leadership Team was announced:

- President: Christine Hansen (FL)
- President-Elect: Colin Mullane (OR)
- First Vice President: Pete Kopf (OH)
- Treasurer: Patti Fitzgerald (FL)

Appointed leadership positions include:

- Vice President of Advocacy: Chris Beadling (PA)
- Vice President of Association Affairs: Mary Dykstra (VA)

Regional Vice Presidents were also announced, including Region 12 representative John Blom (WA).

Membership & Financial Updates

The Finance Committee presented several important recommendations that were approved by the Board:

- NAR annual dues will remain at **\$156 per member for 2027**.
- Budgeted membership will remain at **1.2 million members** for 2027.

- Adjustments were made to the Consumer Advertising Campaign assessment allocation:
 - \$35 will support the operating budget.
 - \$10 will remain allocated to the Consumer Advertising Campaign.
- The 2025 audited financial statements for NAR, subsidiaries, and affiliated organizations were accepted.

The Board discussed the continued market uncertainty impacting membership projections and the importance of maintaining responsible financial planning.

Professional Standards & Code of Ethics Updates

The Board reviewed proposed changes to the Code of Ethics Standards of Practice.

- A proposed clarification to Standard of Practice 1-17 was referred back to the Professional Standards Committee for further consideration.
- The Board approved an amendment to Standard of Practice 16-11:
 - REALTORS® requesting compensation from sellers of unlisted property must do so no later than when an offer is presented.
 - This change reflects the current post-settlement environment and protects consumers during negotiations.

REALTOR® Leadership & Election Rules

Updates were approved to the Campaign and Election Rules Manual to improve transparency around leadership qualifications.

Changes clarify:

- When candidates must meet required criteria for elected positions.
- Service requirements needed for leadership roles, including President, President-Elect, First Vice President, Treasurer, Regional Vice President, Chair, Vice Chair, and Liaison positions.

Advocacy & Member Engagement

The Board received updates on:

- REALTOR® Relief Foundation initiatives.
- RPAC fundraising efforts.
- Continued member engagement and outreach from leadership.
- Strategic plan progress updates expected following Q2 2026 review.
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Key Takeaways

- NAR continues to focus on financial stability while maintaining member services and advocacy efforts.
- Leadership transitions and governance updates are designed to provide clarity and transparency.
- Code of Ethics changes continue to adapt to the evolving real estate environment.
- Continued member engagement, advocacy, and strategic planning remain priorities for the organization.