



NEWS YOU CAN USE *December 2019*

NEWS

FHA Revises Commission Policy

Adopting NAR's interpretation, the FHA has revisited its policy and [will now permit](#) brokers to receive commissions on sales of HUD REO homes in which they have an ownership interest.

Mixing Philanthropy, Business

Many more real estate companies are adding a charitable aspect to their business. [Here are tips](#) on when and how to incorporate philanthropy into a business plan for the maximum impact.

The Safest Investment Is...

[Share with members](#): Across age groups, consumers surveyed on their opinions of the safest investments say purchasing a home is at the top of the list.

Board OKs Clear Cooperation

NAR's Board of Directors approved MLS Statement 8.0, also known as the Clear Cooperation policy, at its meeting during the 2019 REALTORS® Conference & Expo. The policy requires listing brokers who are participants in a multiple listing service to submit their listing to the MLS within one business day of marketing the property to the public. Here is [this summary](#) of the policy, including the Q&A. View additional board actions [here](#).

Ethics Training Gets More Time

The Board of Directors also approved a change to NAR's [Code of Ethics](#) training requirement. The change extends the training requirement from every two years to every three years and extends the current Cycle 6 deadline from Dec. 31, 2020, to Dec. 31, 2021. The next cycle (Cycle 7) will begin Jan. 1, 2022, and end Dec. 31, 2024. View additional board actions [here](#).

Who Won \$10,000 from C2EX?

Congratulations to the [winners](#) of the Commitment to Excellence C3 Challenge: Berkshire Hathaway Home Services Real Estate Professionals of Salem, Ore.;

Florida REALTORS®; and the REALTOR® Association of Central Massachusetts in Auburn. For a full list of finalists, visit [NAR.realtor/c3challenge](https://www.nar.realtor/c3challenge).

NAR Honors Members with DSA

Kit Hale of Roanoke, Va., and Ken Libby of Stowe, Vt., received NAR's [Distinguished Service Award](#) at the 2019 REALTORS® Conference & Expo in San Francisco. Hale, GRI, is principal broker and managing partner of MKB, REALTORS®. Libby, e-PRO, RSPS, SFR, is broker-owner of Stowe Area Realty Group, Keller Williams Vermont. Both have served in a variety of national leadership positions in the past two decades.

Emotional Support Animal Probe

The U.S. Department of Housing and Urban Development has sent a letter to the Federal Trade Commission asking it to investigate websites selling assistance animal documentation. [Read more](#).

Infographic: Buyer/Seller Data

New NAR report: The typical buyer age is 47; the median household income is now \$93,200. See more highlights from the just-released buyer and seller profile [here](#).

FHA Fund Performing Above Goal

The Federal Housing Administration has released its annual report to Congress on the financial status of the [FHA Mutual Mortgage Insurance Fund](#). The report shows the fund is on solid ground.

Fair Housing Video Now Free

Providing equal service to all is the basic tenet of federal fair housing law and part of NAR's Code of Ethics. Following the troubling results of a newspaper's fair housing investigation, NAR is making its [latest fair housing training video](#) available as a free download to all associations and members. Watch [nar.realtor](https://www.nar.realtor) for additional resources to ensure your service is fair and legal.

Public Schools and Home Prices

[NAR analysis](#) finds that counties with public school enrollment gains showed higher price appreciation in the past seven years.

Loan Limits Increase in 2020

The national baseline limit will increase to \$510,400 from \$484,350 in 2019. In high-cost areas, the limit will go up to \$765,600 from \$726,525. [Read more](#).

RESOURCES

Digital Life Estate Planning

You probably already have a will or trust that distributes your real property and personal possessions when you die. But what about your digital assets? In [this](#)

[video](#), learn about a law that helps ensure someone has access to your social media, website, and other online accounts after you pass away.

New Podcast: Historic Homes

You can listen to practical conversations that are important when it's convenient for you. This month's Center for REALTOR® Development [podcast episode](#) covers best practices when renovating and listing historic homes. Download and listen to it and share it with your colleagues to continue the learning.

Conference Deep Dive

Get all the highlights from the 2019 REALTORS® Conference & Expo, including video interviews with speakers, daily video recaps, *REALTOR® Magazine* articles, and posts from more than a dozen featured attendees.

Expanding Internet Access

Millions of Americans, primarily those in rural areas, lack access to reliable and affordable internet connections. [NAR's new white paper](#) explores this issue as it relates to the real estate industry. It also provides an overview of the current federal framework for encouraging broadband deployment and summarizes a number of state regulatory strategies that stand out from the crowd, both positively and negatively. Questions? Contact Holly Moskerintz, 202-383-1157.

Apply to Leadership Academy

NAR is accepting applications for the 2021 [NAR Leadership Academy](#) through March 3, 2020. Questions? Please contact Judy Perez, narla@nar.realtor.

Video: Short-Term Rentals

Hosting overnight guests can be a fun, easy way for property owners to make extra income. But if they aren't careful, they could end up with a hefty fine. [This video](#) details what you need to know to serve clients who might be considering this use for a property.

REALTOR BENEFITS® PROGRAM

How RPR "Wows" in Real Life

RPR offers REALTORS® tools, data, and reports that can help them “wow” their clients and close more deals. Many REALTORS® experience these “wow” moments, and we've gathered a few [real-life examples](#).