



NEWS YOU CAN USE *June 2019*

NEWS

Pending Home Sales Increase

In a reversal of course from the prior month, [pending home sales](#) rose in March. Three of the four major regions saw growth, with the Northeast reporting a minor slip in contract activity

NAR Meeting Recap: The Highlights

At NAR's May 18 Board of Directors Meeting, REALTORS® elected 2020 officers, approved new housing and natural disaster policy language, and — buoyed by the popular That's Who We R campaign — renewed the member assessment for national advertising. Review the [Special INS Report](#) for key board actions, read [REALTOR® Magazine's report](#) from the BOD, and catch up on [all the coverage](#) from the REALTORS® Legislative Meetings & Trade Expo in Washington, D.C.

Women's Grant Winner Named

NAR and the Women's Council of REALTORS® announced the first set of winners of the Supporting Women of Real Estate Grant program. The goal of the program is to inspire women professionals to take on greater leadership roles in both business and organized real estate. See the five winners [here](#).

UPDATES

NAR Moves to End Lawsuits

A motion for summary judgment [has been filed](#) in the class action lawsuits currently pending against NAR.

Economic/Real Estate Outlook

[Chief Economist Lawrence Yun's slides](#) from the Residential Economic Issues and Trends Forum at last week's REALTORS® Legislative Meetings & Trade Expo.

Existing-Home Sales Go Up

[Infographic](#): Total April existing-home sales increased 0.4% from March.

New Issue Affects Real Estate

REALTORS® have long reported low inventory as a major issue affecting transactions. That continued in April, but they also say construction is now an issue. Read more in the latest [confidence index](#).

Money Laundering Rules Extended

Data collection and reporting requirements on title companies involved in certain residential real estate transactions will continue after the Financial Crimes Enforcement Network's [renewal of geographic targeting orders](#). The GTOs are effective through Nov. 11, 2019.

RESOURCES

Freshen Up Social Media Pages

Help spread the word about NAR's national ad campaign, That's Who We R, with new campaign materials just for social media. You can update profile images, download and share eye-catching graphics, even access pre-written content to help celebrate the REALTOR® difference and support the campaign. Find everything you need here, then email TWWR@realtors.org to share your results.

Being a REALTOR® Is a Huge Win

John Jennings says he's won the lottery three times. First when he was born in the United States, second when his girlfriend accepted his marriage proposal, and third when the REALTOR® in Roseville, Calif., hung his license at his current brokerage. Find out what Jennings says is the best part about being a REALTOR®, and have members share their story, at the [That's Who We R page](#).

C2EX Benefits

Excellence and expertise are the cornerstones of professionalism and the focus of C2EX — Commitment to Excellence. Work toward your C2EX endorsement to gain a competitive advantage and show customers you're committed to conducting business at the highest standard. [Visit C2EX.realtor](#).

Financial Tips for Rookies

As you launch your career, [log in](#) to the Center for REALTOR® Financial Wellness for expert advice designed just for independent contractors — from budgeting basics to dealing with the ebbs and flows of income to saving for retirement.

Legal Hot Topics for Brokers

Broker-members - read [this information](#) about important legal topics, including wire fraud, TCPA, and the *Moehrl v. NAR* litigation, along with access to links to NAR resources.

LEGAL

Fair Housing Claim Can Proceed

A California federal court [has denied](#) a landlord's attempt to dismiss a lawsuit, instead ruling that a tenant's claim alleging disability discrimination over the loss of his assigned parking spot can continue.