



NEWS YOU CAN USE *July 2019*

NEWS

Register for Leadership Course

Get a head start on your Leadership Summit experience by attending [REALTOR® Leadership Program L400: Taking the Reins on Aug. 11](#) in Chicago with your volunteer leadership. This all-day course that debuted last year is customized for presidents and presidents-elect. Registration opens today in conjunction with [Leadership Week](#) registration. Contact [Laurie Oken](#), 312-329-8307, with questions.

Share This: Answers to Clients' Tough Questions

[navigate the tricky questions](#) you're getting about the state of the market, inventory, and interest rates.

REALTOR® Safety Grants Awarded

Thank you to the more than 60 associations that applied for a 2019 REALTOR® Safety Grant from NAR. Congratulations to the five recipients: New Jersey REALTORS®, Northern Arizona Association of REALTORS®, Pasadena-Foothills Association of REALTORS® (Calif.), Rhode Island Association of REALTORS®, and Southern Adirondack REALTORS® Association (N.Y.). [Learn more.](#)

Texan Named 2020 AE Vice Chair

Janet Kane, RCE, CAE, has been appointed as the 2020 Association Executives Committee and AEFORUM vice chair. She's the CEO of the Metro Tex Association of REALTORS®. Her term begins immediately following the 2019 REALTORS® Conference and Expo. [Read more.](#)

That's Who We R Spotlight: PAR

Several digital billboards around central Pennsylvania recently featured That's Who We R, NAR's national ad campaign. The Pennsylvania Association of REALTORS® sponsored the billboards during its 2019 Spring Business Meetings. What a great way to remind homeowners and legislators about the

importance of REALTORS®. See how other members and associations are getting involved in the campaign [here](#).

Access RPAC Anniversary Artwork

You can [download new artwork](#) commemorating RPAC's 50th anniversary. If you were a 2018 RPAC Major Investor, you can search by their first or last name to find your name within the artwork.

Metros Show Strong Price Growth

Metros with a median list price of \$400K or less are showing stronger price appreciation. Check out [this link](#) and check out price appreciation in your market.

UPDATES

Flood Insurance Gets a Hail Mary

President Donald Trump signed a [two-week extension](#) of the National Flood Insurance program late last week and is expected to sign another extension, to Sept. 30, that the U.S. House passed Monday evening as part of a disaster relief bill. [Learn more](#), including what NAR's doing on this issue.

VA Changes Appraisal Process

To ensure that veterans don't have to pay for an appraisal if they end up not qualifying for a VA loan, the Department of Veterans Affairs is [now requiring](#) that the certificate of eligibility be in "Active or Pending" status when ordering an appraisal.

Officials List Housing Priorities

REALTORS® traveled to the U.S. Department of Housing and Urban Development to hear from administration officials on a host of regulatory issues affecting the housing industry. Read about [the agency's priorities](#) highlighted during the event.

Bill Ends VA Loan Guarantee Cap

The Blue Water Navy Vietnam Veterans Act, aimed at extending VA health benefits, also includes language that [eliminates the cap](#) on the VA home loan guarantee. [Get details](#).

Supreme Court Property Rights Win

In a case in which a woman objected to her town's use of her land to access an ancient burial ground, [the court held](#) that property owners can sue the government in federal court over its "taking" of their land.

May Existing-Home Sales Rise

Existing-home sales increased 2.5% but were down slightly compared with last year; inventory rose, too. [Find out more.](#)

RESOURCES

Every REALTOR® Should Have A Little Black Book

NAR is excited to debut "[The Little Black Book: Relationship Rules to Live By for REALTORS®.](#)" This must-have resource gives you hundreds of tips for cultivating relationships and building success.

RCE Self-Study Updates on Sale

The REALTOR® Association Certified Executive [exam](#), REALTOR® association management self-study [courses](#), and the self-study reference [guide](#) *The Answer Book* are updated for 2019 and available at a discount until June 30. The Advanced REALTOR® Association Management course—a \$150 value—is on sale for \$120. The Professional Standards course—valued at \$75—is on sale for \$60. The self-study courses satisfy the professional development hours required under Core Standards. For more information, contact [Renee Holland](#).

RPR®: NAR's No-Cost Benefit

[RPR®](#) is the nation's largest property database and was built exclusively for REALTORS®. It's a valuable tool that you can't put a price on, and it's a resource that's available to all NAR members at no extra cost to you—it's funded through your NAR membership dues.

That's Who We R Now in Spanish

You can now download That's Who We R [print ads translated to Spanish](#). It's easy for you to add company branding to the new Spanish print ads or download the logo to add to already created advertising and listing materials.

Insights Right in Members' Inbox

The Commitment to Excellence program's surveys are a quick and easy way for you to get a snapshot of anything they want to know about their clients. With C2EX, you can create a custom survey or use an existing template. [Find out more.](#)

Using RPR® in 'Resimercial'

"resimercial" agents: You can toggle between RPR® Residential and Commercial for creative ways to serve their clients, be more successful, and close more deals. [Here's how.](#)

Broker Members In The Know

[Center for REALTOR® Financial Wellness](#) — a comprehensive program focused on the unique needs of REALTORS®. Visit NAR.realtor/FinancialWellness for print and digital ads, flyers, social media posts, and more to share with your agents.

Stack Incentives on FCA Vehicle Purchase or Lease

REALTOR® association staff and eligible family members can secure a \$500 cash allowance on the purchase or lease of select FCA US LLC vehicles, including Alfa Romeo Stelvio and Giulia, Chrysler 300, and REALTOR Benefits® Program best seller — Jeep® Grand Cherokee. Head to your dealer to learn about the Jeep® Celebration incentives through June. [Visit NAR.realtor/FCA](http://NAR.realtor/FCA) for [important details](#).

Celebrate By Raising A Red Flag

That's Who We R flags are just one of the many new products celebrating NAR's national advertising campaign that you and your members will find at [REALTOR Team Store®](#). Save 10% on your first purchase of \$25 or more with promo code "NARmember." REALTOR Team Store® is a REALTOR Benefits® Program partner.

Get Early Savings on iOi 2019

NAR wants to see your members at the second annual [Innovation, Opportunity, and Investment, or iOi, Summit](#) Aug. 21-22 in Seattle. Encourage them to register now — the early-bird discount ends July 1. Follow [#iOiSummit](#) or visit nar.realtor/ioi to keep up with the latest news about the event, speakers, and sponsors.

LEGAL

The Legal Angles of Wholesaling

See this month's [Window to the Law](#). You'll learn more about the real estate wholesaling business model and some of the potential legal pitfalls related to this practice.