



NEWS YOU CAN USE *April 2020*

NEWS

NAR Tools Now Free, Discounted

Video: NAR CEO Bob Goldberg shared good news last week to help REALTORS® navigate the COVID-19 crisis. NAR is reactivating a program introduced at a critical time in 2009: [Right Tools, Right Now](#). You can access new and existing resources, such as webinars, training courses, and other business tools, for free or at a reduced cost.

New: COVID-19 Response Hotline

Have questions about the resources available to help you navigate the challenges of COVID-19? Call the new [member hotline](#) for tools and ideas to operate your business safely and smartly.

Drive-Thru Closings Pop Up

Real estate pros find creative ways to [keep closings on track](#) as transactions are disrupted amid the coronavirus outbreak.

Scammers Try to Dupe Homeowners

Warn your clients not to fall prey to [fraudsters using spoofing tactics](#) to trick them.

Appraisal Alternatives OK'd

To reduce the need for appraisers to conduct interior property inspections, the Federal Housing Finance Authority has instructed Fannie Mae and Freddie Mac to [permit appraisal alternatives](#) for eligible mortgages through May 17.

COVID-19 Resources for Owners

For members to share with property owner clients: An [NAR resource](#) — updated daily — lists assistance for property owners by federal agencies, banks, mortgage loan servicers, and others during the COVID-19 crisis.

New Guidance on Open Houses

NAR is strongly encouraging you to consider whether it's safe to continue to hold open houses, especially in light of the recommendations and actions of federal, state, and local authorities. This [new guidance](#) includes ideas for tech-driven alternatives.

How Stimulus Affects Industry

The nearly \$2 trillion stimulus package intended to boost the economy and rush financial support to businesses and individuals during the COVID-19 outbreak includes one provision NAR's advocacy team has worked to achieve — an inclusion of unemployment aid that also would apply to independent contractors, a category that traditionally is not included in unemployment laws but one that many real estate professionals fall into. [Read more.](#)

REALTORS® Aid Their Communities

Many REALTORS® are fighting against all odds to deliver food, shelter, and health care to the most vulnerable citizens.

Adjusting to New Business Normal

[How real estate pros and brokerages are adapting](#) to work-from-home and virtual environments — and increasingly becoming beacons of calm for their clients in these uncertain times.

Some iBuyers Halt Instant Offers

Online companies look to restart services soon, citing low inventory as a catalyst that will soon reignite the housing market. [Read more.](#)

Meet 2020 Class of 30 Under 30

Much has changed since the year 2000, when *REALTOR® Magazine* began recognizing “30 Under 30.” One thing that hasn't: the impressive qualities of the honorees. Does [this year's class](#) of young powerhouses include a future leader from your state?

Legislative Meetings Go Virtual

NAR announced today that due to recent restrictions and recommendations implemented by the federal and local Washington, D.C., governments, NAR will deliver previously planned programming and committee meetings during the 2020 REALTORS® Legislative Meetings & Trade Expo virtually and cancel all in-person events. There will be virtual options for NAR's full governance to continue, and NAR is designing a true virtual meeting and convention. See the announcement [here](#).

Coronavirus Slows Home Searches

Worries about the coronavirus are leading to fewer homebuyers searching in the marketplace, as well as some listings being delayed, according to a survey of REALTORS® taken last week. [Read more](#). Also, be sure to review the evolving [Coronavirus: A Guide for REALTOR® Associations](#).

State-by-State Coronavirus Effect

As the number of coronavirus cases continues to increase, many states are undertaking measures to minimize the spread of the virus through social distancing measures. [Find out](#) how each state is being affected.

Robocall Curbs Signed Into Law

The [TRACED Act](#) expands Federal Communications Commission enforcement authority against robocall offenses with a longer statute of limitations and increased civil penalties.

Thank You for Your Generosity

The AE Institute Advisory Board would like to thank all who generously donated hundreds of items to the AE Institute's Charity Project — [The Monarch School](#). In lieu of an on-site packing day in San Diego, NAR staffers gathered the items, donated and shipped by you, to pack nearly 300 individual hygiene kits for homeless school-aged boys and girls who attend Monarch. Head to the school's website to see photos.

RESOURCES

Crisis Management Docs for RARE

Do you have documents related to crisis management, including emergency preparedness and communications plans, you can submit to the [REALTOR® Association Resource Exchange](#) database? RARE is a platform for you to share and request documents and resources. Check it out to find recommended speakers and instructors, sample job descriptions, strategic plans, mission statements, and much more. Questions? Please contact Andrew Scoulas, ascoulas@nar.realtor.

New Ad Campaign Social Posts

In light of the current situation we're facing together, we've created new social media messages for the That's Who We R campaign. You can access them, along with suggested post copy, [here](#), or find them on the Photofy app for easy social sharing in just a couple of steps. If you haven't downloaded the app yet, you can visit photofy.com/nar.

Uncle Sam Owe Members Money?

Make sure you get all the deductions and credits you're eligible for. The Center for REALTOR® Financial Wellness is your go-to resource for advice on taxes and financial needs. [log in and get started now](#).

New! Smart Home Podcast

You can share fresh, cutting-edge content with your customers every Wednesday. The [Smart Home Today](#) podcast with Stephen Gasque offers a deep dive into evolving home technologies — from solar panels to smart doorbells. It's content REALTORS® can use to help customers make their homes smarter, safer, more efficient, and more valuable. Gasque is also the popular host of Real Estate Today, the weekly radio show that makes REALTORS® the heroes of the home sales process. Subscribe to Smart Home Today wherever you get your podcasts. Plus, we'd love to talk with tech-savvy members: If you are knowledgeable in the areas of energy efficiency, mobility assistance, or smart-home devices, contact Stephen, sgasque@nar.realtor.

Podcast Covers Broker Basics

[Brokerage Basics and Beyond](#) is the topic of the latest podcast from the Center for REALTOR® Development. Download and listen to it and then share it with your friends.

New Walkable Communities Info

Find out how the demand for walkable communities affects your communities and your business. [Three resources](#) — The Walkable Community Overview for REALTORS®, Advocating for More Walkable Communities, and Walkable Community Workshop How-to Guide — are available to help you advocate to make your communities more walkable. Questions? Contact Holly Moskerintz, hmoskerintz@realtors.org.

REALTOR BENEFITS® PROGRAM

See a Doctor with Telemedicine

With concerns about coronavirus growing, you have access to [Members TeleHealth](#). This subscription plan provides 24/7 access to board-certified physicians via phone, app, web chat, or email. Members TeleHealth is available through the REALTOR Benefits® Program.

Board's RPR Training Pays Off

The Long Island Board of REALTORS® makes a focused effort to educate and train its members to become dedicated RPR users. LIBOR members are finding great value in RPR, applying their RPR skills to "the beginning, middle, and end of every transaction." [Read more](#).

Excess Insurance Extended

Chubb and RPX have agreed to extend the deadline to [purchase excess insurance coverage](#) for professional liability and patent infringement to May 1.