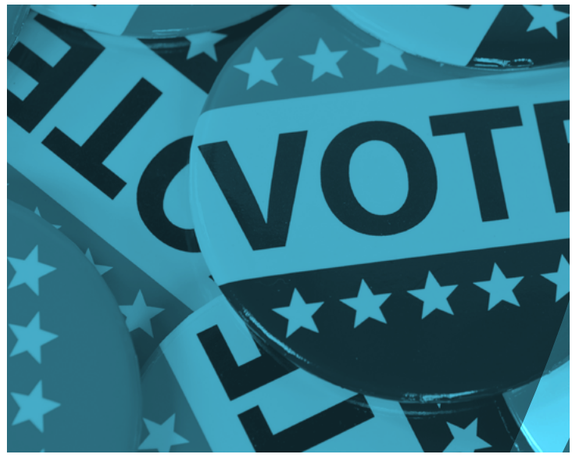
YOU ARE

NAR



NATIONAL ASSOCIATION of REALTORS®

Table of Contents

One Million Strong 2

The Trusted Source 4

Protecting Your Business 12

Engaging REALTORS® for Action 16

Brand Advantage 22

Raising the Professional Bar 30

Membership Dues and Assessments:
How Your Dues Are Used 34

2014 NAR Leadership 36

One Million Strong

THE NATIONAL ASSOCIATION OF REALTORS® IS AMERICA'S LARGEST TRADE ASSOCIATION—THE VOICE FOR REAL ESTATE®—REPRESENTING MORE THAN 1 MILLION MEMBERS.

Members of the National Association of REALTORS® are involved in all aspects of residential and commercial real estate, and all are bound by a Code of Ethics that sets them apart from nonmember practitioners.

Legislators, policymakers, and the media turn to NAR as the go-to source for authoritative and objective information about real estate and the economy. NAR's strength in numbers also translates into benefits of membership, from publications and data tools exclusively for members to buying discounts and special offers on a range of products and services.

IN 2014

REALTORS® produced a bold new strategic plan; set standards of professionalism for 1,400 state and local REALTOR® associations; and explored the idea of an aspirational commitment to excellence designed to ensure NAR members meet the changing needs of consumers.

STEVE BROWN
NAR PRESIDENT

"We count on you to act when your industry needs you. You can count on your association to give you the tools you need to succeed."

The Trusted Source

WHILE THERE ARE MANY TOOLS THAT SEEK TO HELP HOME BUYERS AND SELLERS, THERE'S NO REPLACEMENT FOR A REALTOR® WHEN IT COMES TO PROVIDING EXPERTISE AND ACCURATE DATA.

REALTORS® provide real insight. They're the most trusted voice on the value of property rights and home ownership, real estate trends, and the impact of public policy decisions on property values. NAR shared that message with consumers throughout 2014, achieving 145 billion consumer impressions through an integrated campaign that included:

- Media outreach
- Advertising
- Direct-to-consumer communication
- Social media engagement

At the same time, NAR advanced the industry through highly regarded, closely tracked economic indicators and produced market research unavailable elsewhere.

ROBERT THOMSON, CHIEF EXECUTIVE OF NEWS CORP

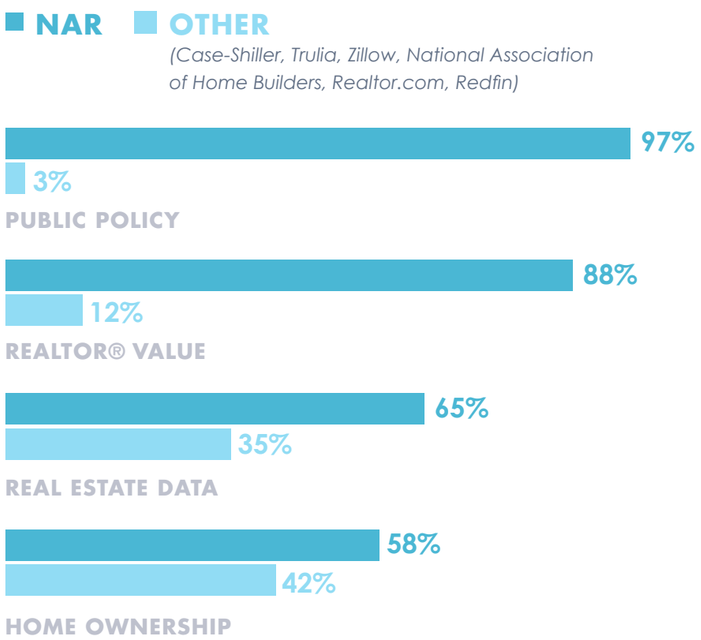
"In partnership with the National Association of REALTORS® and its 1 million members, we look forward to turbo-charging realtor.com® and making it the most popular and profitable property site in America."

Speaking to REALTORS® via satellite, November 2014

NAR kicked off **"Conversations with Real Insight,"** hosting a live-streamed conversation between NAR President Steve Brown and HUD Secretary Julian Castro. An online tool kit walks state and local associations through the process of developing their own "Real Insight" events.

NAR SHARE OF VOICE

The association was the leading voice in the media on four key topics, garnering more than 50 percent of the coverage on all four topics and nearly all the coverage in the important arena of public policy.

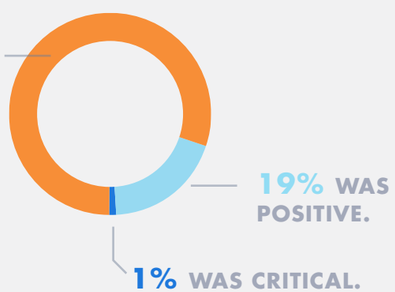


MEDIA OUTREACH

NAR was mentioned in

90,786
articles, generating

19.8 BILLION
positive impressions in 2014.



The campaign reached the **target audience: consumers 25–54** who were likely to buy or sell a home in the next 12 months.

ADVERTISING

NAR's advertising campaign featured interviews with buyers talking about the value of REALTORS® and realtor.com®. The campaign reached the target audience—consumers 25-54 who were likely to buy or sell a home in the next 12 months—an average of 35 times in 2014 using popular prime time network, cable, and sports programming; music, news, talk, and sports radio; and digital advertising.

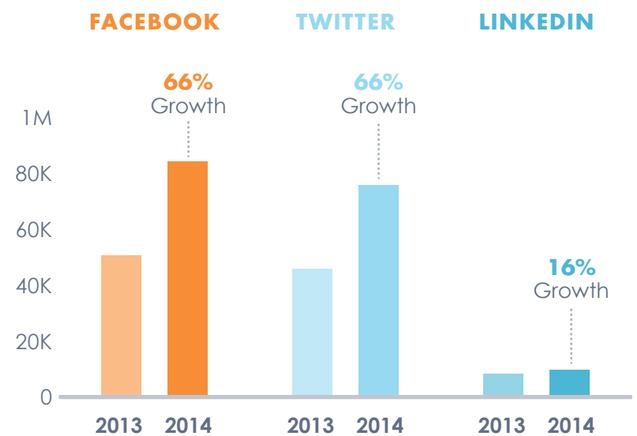
Local and state associations—and members—also had the opportunity to customize the ads for their audience, further amplifying the message about REALTOR® value.

SOCIAL MEDIA ENGAGEMENT

NAR reaches REALTORS® and consumers every day through its many social media channels.

The association achieved **significant growth in subscribers** to its main social media channels in 2014.

NAR Social Media Subscribers, 2013—2014



DIRECT-TO-CONSUMER COMMUNICATIONS

HOUSELOGIC.COM

NAR's website for home owners offers valuable information that REALTORS® can use in their own communications with customers and prospects.

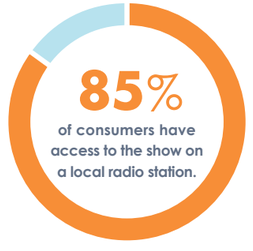
In 2014, houselogic.com achieved **11 million** visits (up 30% from 2013).

SOCIAL MEDIA TRAFFIC

Social Media traffic up **270%**

SEARCH TRAFFIC

Search traffic up **130%**



15,000

REALTORS®, REALTOR® associations, and MLSs embed the "Real Estate Today" audio player on their websites.

REAL ESTATE TODAY

In its seventh year on the air, NAR's official radio program was on nearly 200 radio stations, including the top stations in the nation's top markets.

TOP STATIONS IN THE NATION'S TOP MARKETS

176 RADIO STATIONS IN ALL

Listeners get weekly updates, as well as tips on real estate buying, selling, owning, investing, and maintenance—and the show is always 100% pro-REALTOR®.

REALTOR.COM®

For consumers who are thinking about buying or selling a home, realtor.com® is the most accurate national database of homes for sale. NAR owns the domain name; San Jose, Calif.-based Move Inc. owns and operates the site. In November 2014, the global media company News Corp acquired Move with a commitment to work closely with REALTORS® to make the site the No. 1 real estate destination online.

AUTHORITATIVE RESEARCH

NAR's monthly existing-home sales and pending home sales index are closely watched by government agencies, the news media, and the public. The association also tracks median home prices and affordability nationally, regionally, and in 174 metropolitan statistical areas, and it produces a wide range of original research.

NEW STUDIES RELEASED BY NAR IN 2014

PROFILE OF INTERNATIONAL HOME BUYING ACTIVITY

Examines purchases of real estate in the United States by international clients, and the use of REALTORS®' services

COMMERCIAL REAL ESTATE LENDING SURVEY

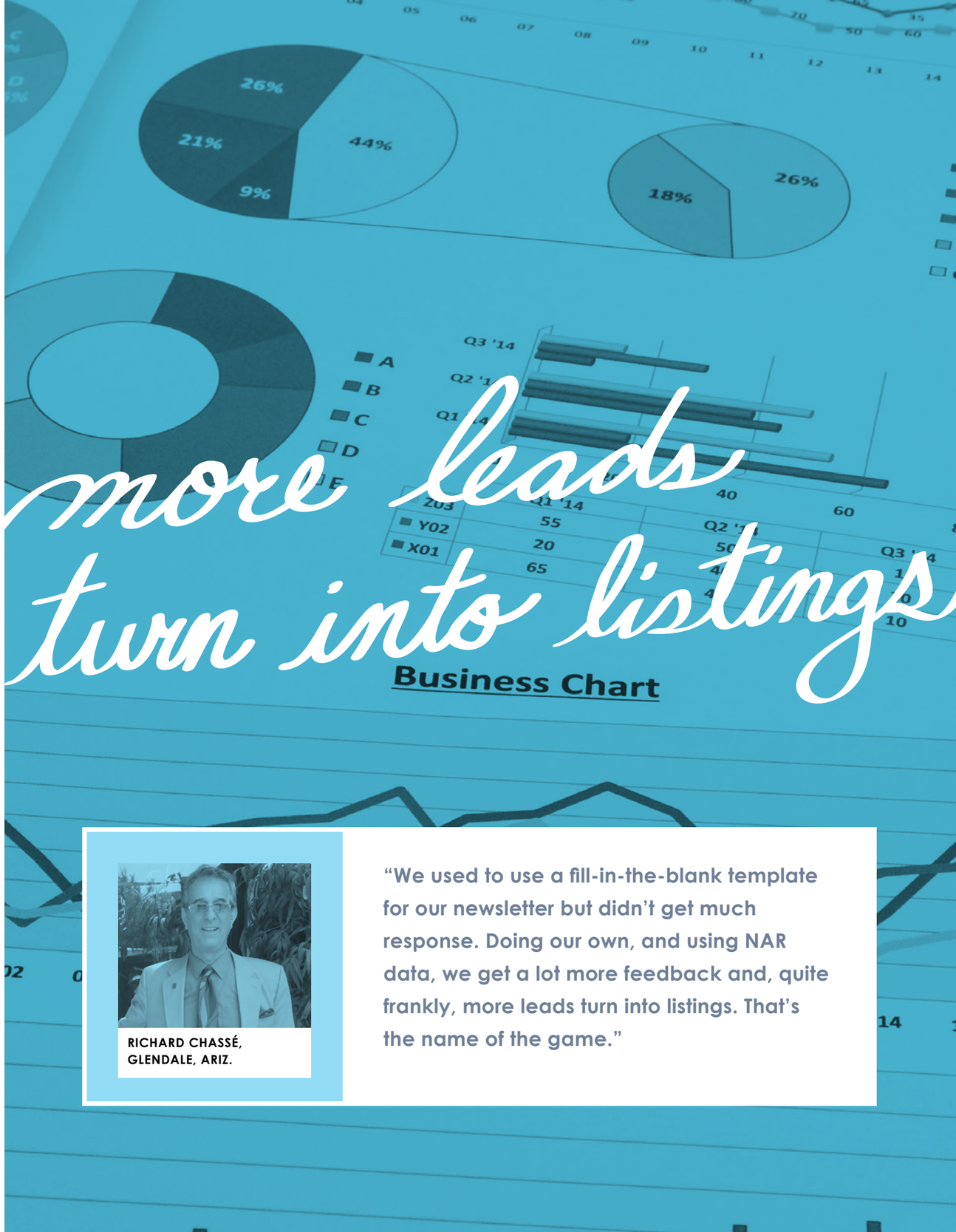
Provides insights into REALTORS®' commercial financing conditions, and details liquidity conditions, market impact and funding sources

MORTGAGE ORIGINATORS SURVEY

Asks a sample of mortgage lenders about the impact of new regulations on their business and how the rules could impact consumers

OVERVIEW OF LAND MARKETS

Conducted biannually with the REALTORS® Land Institute to identify trends in land markets and the general state of land sales



Protecting Your Business

DEEP POLITICAL EXPERTISE AND ONE OF THE STRONGEST POLITICAL ACTION COMMITTEES IN THE NATION GIVE REALTORS® A PLACE IN CRITICAL LEGISLATIVE AND REGULATORY DISCUSSIONS.

In 2014, NAR-backed issues were one of the bipartisan bright spots in Washington. Among other things, NAR helped preserve affordable financing for rural communities, restore control to flood insurance premiums, and extend mortgage debt tax forgiveness for consumers who had experienced a foreclosure or short sale.

VICKIE DAVIS
VAN BUREN, ARK.

"Without the Sec. 502 rural housing loan, home ownership would be impossible in our community for many households who have the ability to make monthly payments but can't come up with much of a down payment."
Vickie Davis' community was in jeopardy of losing RHS's rural designation

PRESERVING AFFORDABLE FINANCING IN RURAL COMMUNITIES

NAR helped protect the availability of Rural Housing Service-backed Sec. 502 mortgage loans by working with Congress to extend the existing definition of "rural" until the 2020 Census. Under a proposed change, 900 communities risked losing their eligibility for the loans, often the only financing available to rural home buyers. Next: NAR is asking RHS to allow lenders to become direct endorsers, so they won't have to send each loan to the government for approval.

EASING CREDIT ACCESS

NAR helped achieve responsible, affordable lending by persuading federal banking regulators to align their credit standards for securitized home mortgage loans with the Consumer Financial Protection Bureau's ability-to-repay rules.

EXTENDING MORTGAGE DEBT TAX FORGIVENESS

In December, Congress passed a one-year extension of mortgage debt tax forgiveness, protecting households from unfair taxation on debt forgiven as a result of a 2014 loan modification or short sale.

11.6%

Percentage of members who responded to a call to action on mortgage debt tax forgiveness

ELIMINATING UNFAIR PREPAYMENT PENALTIES

The Federal Housing Administration agreed in August to eliminate post-payment interest charges on FHA-insured single-family mortgages. The charges amounted to a prepayment penalty by forcing sellers to pay interest on their loan until the end of the month, regardless of when the sale closed and their loan was paid off.

RESTORING CONTROL TO FLOOD INSURANCE PREMIUMS

Reforms to the National Flood Insurance Program in 2012 were intended to put the program on a sound financial footing, but unforeseen problems in the law led to headline-making premium increases. One homeowner's premium rose to $87,000 from just a few thousand dollars. In 2014, NAR worked with Congress to pass the Homeowners Flood Insurance Affordability Act. It gives insurers tools to set more accurate premiums and imposes caps on annual premium hikes.

$10,000

Amount of decrease in home value for every $500 increase in flood insurance premium

ALLOWING DUAL AGENCY IN FHA SHORT SALES

In 2013, the federal government issued a policy prohibiting dual agency in short sales on FHA-insured properties. NAR leadership and legal staff met with the agency, and, in 2014, got the policy modified.

PAVING THE WAY FOR DRONE USE

NAR worked with the Federal Aviation Administration to ensure that future regulations enable the commercial use of drones in real estate. Proposed rules, released for public comment in February 2015, would allow use by real estate practitioners.

PRESERVING NET NEUTRALITY

NAR urged the Federal Communications Commission to keep Internet service providers (ISPs) from creating fast and slow lanes for online traffic, and in early 2015, the FCC announced its intention to maintain so-called net neutrality.

STOPPING PATENT TROLLS

NAR testified on and helped organize a coalition seeking legislation to curb companies that buy patents and then use the threat of patent-infringement litigation to extort fees from businesses.

LEGAL ACTION PROGRAM

In addition to advocating for the industry in Washington, D.C., the association provides legal-action funding to help real estate brokerages, MLSs, and REALTOR® associations with cases that are of significance to the association, including matters relevant to the practice of real estate, the operation of real estate associations, ownership and use of real estate, and private property rights.

$730,000

was provided by NAR in seven industry-critical cases in 2014.

"The process was longer and more expensive than anything we had contemplated, and we could not have sustained our efforts without the support of the NAR Legal Action Committee and the association itself. They recognized that this was a vital fight, and the outcome benefits our industry at large."

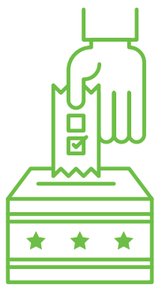
—John Mosey, NorthstarMLS®, Saint Paul, Minn.
Northstar received NAR legal action funding for a copyright infringement case.

Engaging REALTORS® for Action

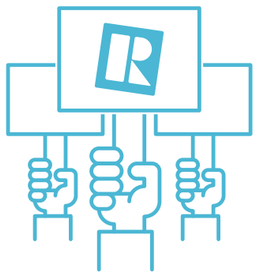
2014 WAS A CRUCIAL MID-TERM ELECTION YEAR, WITH MAJOR REAL ESTATE ISSUES UNDER DISCUSSION AT THE FEDERAL, STATE, AND LOCAL LEVELS.

With the three pillars of the REALTOR® Party—Vote, Act, and Invest—NAR helped secure passage of real estate-friendly laws at all levels of government and elect REALTOR® champions.

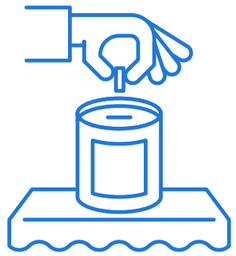
VOTE



ACT



INVEST



BRAD SPIRES, GRE, SFR, GARDNERVILLE, NEV.

"You can't sell real estate when businesses are declaring bankruptcy and employees are given pinks slips. That's what we faced with a proposed 2 percent business tax. We defeated it with a good argument and the resources to get our voice heard."

The Nevada Association of REALTORS® received campaign support to defeat a ballot initiative that would have created a 2 percent "margins tax" on annual gross business revenue in excess of $1 million.

REALTORS® VOTE

NAR encouraged REALTOR® participation in the 2014 elections through voter registration and get-out-the-vote campaigns.

82.8%
of REALTORS® are registered to vote.

77.1%
of the U.S. population is eligible to vote.

REALTORS® ACT

CANDIDATE SUPPORT

NAR supported REALTORS® and REALTOR® champions in the 2014 election.

457
REALTOR® champions in U.S. House and Senate race were supported.

383
REALTOR® champions were supported in state and local races.

98
REALTOR® candidates supported; **72% won.**

94%
of candidates supported for national office won.

77%
of candidates supported for state or local office won.

All told, NAR distributed $28,026,853 for local, state and national candidates and campaigns, a **12% increase over 2013.**

QUICK ALERTS ON CALLS FOR ACTION

Nearly 47,000 REALTORS® were subscribed to REALTOR® Party Mobile Alerts in 2014.

REALTORS® INVEST

$9,216,534 National RPAC dollars raised in 2014, a **14% increase** over 2013

28%
of members participated in RPAC in 2014, up from **26%** in 2013.

Participation was **twice as high** as the average rate for trade association PACs.

Major investors were up **15%** and President's Circle members were up **5%**, compared with 2013.

MAKING A DIFFERENCE AT THE STATE & LOCAL LEVELS

Campaign Services

376
state and local independent expenditure campaigns

$9.78
million spent on supporting candidates

153
million online impressions

1.87
million phone calls

REALTOR® Party Disbursement Liaison Iona Harrison, GRI, thanks REALTORS® for their participation in RPAC.

Issues Mobilization

The association provided issues mobilization support to state and local association programs, scoring key legislative victories in **San Francisco** and in the states of **North Dakota, South Carolina,** and **Texas.**

51
grants

$6.2
million dollars in spending

BUILDING COMMUNITIES

Placemaking

Beginning in 2014, NAR offered grants of up to $2,500 to REALTOR® associations wishing to help turn underused public spaces into public assets.

57
grants awarded

$114,200
in funds

Community Outreach

In 2014, alone, the association provided nearly $900,000 to support housing opportunity, smart growth, and diversity.

208
grants, totaling $896,000

39%
increase in number of grants, compared with 2013

33%
increase in dollar amount

Good Neighbor Awards

Each year, the association recognizes REALTORS® who are extraordinary community givers with grants to their charitable cause.

$1 million+
in total grants over the life of the program

Habitat for Humanity International

Since 2001, NAR has partnered with Habitat for Humanity International to build homes in NAR convention cities, including three homes in New Orleans in 2014. That's on top of REALTOR®-supported builds that take place around the country each year.

QUENETRIA "QUE" HARRIS, NEW ORLEANS, LA.

"I'm shocked; it's overwhelming … I haven't met any of these people, and they are just doing this out of the kindness of their hearts."
REALTORS® attending the NAR Conference in 2014 worked with Harris, a Habitat for Humanity client, on the building of her new home.

Brand Advantage

BEING A MEMBER OF THE REALTOR® FAMILY BRINGS AN IDENTIFIABLE, MARKETABLE BRAND IDENTITY, SIGNIFYING A PROFESSIONAL WHO ADHERES TO A STRICT CODE OF ETHICS.

The brand power of a one-million strong organization also offers direct benefits to NAR members in the form of discounts and special offers on business products, access to exclusive technology and data, and continuing education and networking opportunities.

MATTHEW RATHBUN, ABR, CRS, FREDERICKSBURG, VA.

"When I show my customers I follow the Code, it tells them there's accountability for everything I do without my having to take time away from the practical parts of my job, like obtaining a listing, setting the price, and staging the property."

The REALTORS® Code of Ethics marked its 101st year in 2014.

IN 2014, NAR MEMBERS ENJOYED MANY BENEFITS

Extensive property data and listing information through Realtors Property Resource® (RPR)

Creation and management of the .REALTOR top-level domain

The nation's premier gathering of real estate professionals, the REALTORS® Conference & Expo

The REALTORS® Federal Credit Union, a division of Northwest Federal Credit Union

Business-building tools, through the REALTOR Benefits® Program and dozens of technology applications through Second Century Ventures, the REach™ technology accelerator program, and the Center for REALTOR® Technology

REALTORS PROPERTY RESOURCE®

NAR-owned Realtors Property Resource® gathers all available data on a property and organizes it for REALTORS® to use with their clients and customers. The company rolled out a mobile app in 2014, enabling REALTORS® to access in-depth property information and create reports from any location. All RPR tools are exclusively for REALTORS® and offered as a benefit of membership.

.REALTOR TOP-LEVEL DOMAIN

To create order on the Internet for real estate information, NAR secured the .REALTOR top-level domain for exclusive use by NAR members and NAR's affiliated business partners. NAR launched .REALTOR in conjunction with the Canadian Real Estate Association to be the trusted, valued source of real estate information on the Internet.

"I applied for the .REALTOR domain because it is monitored by NAR to ensure that only REALTORS® are represented on the domain. It, to me, added legitimacy to my business and my online presence. This is another form of validation for my clients."
—David Craft, RE/MAX DFW Associates, Coppell, Texas

At the end of 2014, nearly 90,000 .REALTOR domains claimed by REALTORS® were live on the Internet. In addition, NAR secured the top-level domain .realestate in 2014. The domain is expected to have far wider application around the world in organizing real estate information on the Internet.

DALE CHUMBLEY, CRS, VANCOUVER, WASH.

"RPR Mobile has become part of my regular arsenal of tools because I'm on the road more than I'm sitting behind my desk."

NAR'S FAMILY OF INVESTMENT COMPANIES

NAR and its strategic investment arm, Second Century Ventures, invest in companies that offer innovative business services and products for you.

NAR'S FAMILY OF INVESTMENT COMPANIES

updater · NAR REach · DocuSign · zipLogix · Xceligent · planwise · SentriLock (Smart Lock. Smart App. Smart Card. Smart Choice.) · smartzip predictive marketing · FundWell · move

2014 CLASS OF REACH™ COMPANIES

Through REach™, now in its third year, NAR partners with early stage companies to help them tailor their products and services to meet your needs as a REALTOR®.

deductr · smartzip predictive marketing · FundWell · BACK AT YOU MEDIA · weVideo · SendHub · SEO Suite

15
Companies that have gone through REach™

90%
Amount that REach™ companies typically grow their customer base after going through the program

$34 million
Amount of outside financing that REach™ companies have attracted

In 2014...REALTORS® Insurance Marketplace expanded, offering more insurance carriers and plan options.

SentriLock, a Cincinnati, Ohio, based lockbox solution wholly owned by NAR, produced its **1 millionth lockbox** and launched a new mobile app.

REALTOR BENEFITS® PROGRAM

Your Official Member Benefits Resource provides discounts and special offers on products and services just for REALTORS® from more than 30 industry-leading companies. Program partners are carefully selected to support the unique needs of real estate professionals and are committed to your success.

13 million+
member experiences

$80 million+
in member savings

700,000
members took advantage of the program

NEW PARTNERS WELCOMED TO THE REALTOR BENEFITS® PROGRAM

REALTOR® Credit Card

PLACESTER

PARTNERS WHO EXTENDED OR EXPANDED THEIR OFFER TO REALTORS® IN 2014

FCA FIAT CHRYSLER AUTOMOBILES · American Home Shield · FedEx

REALTOR® Federal Credit Union — A Division of Northwest Federal Credit Union

CREDIT UNION

Membership in the REALTORS® Federal Credit Union, a division of Northwest Federal Credit Union, grew by 21 percent in 2014. The Credit Union has made millions of dollars in low-interest-rate loans to REALTORS® and state and local REALTOR® associations. To help REALTORS® achieve long-term financial success, throughout 2014, the Credit Union offered financial planning and investment basics through the "Your Money Matters" video series, developed in conjunction with REALTOR® Magazine. In 2014, the Credit Union launched the official REALTOR® Credit Card through the REALTOR Benefits® Program.

COLLEEN KILFOIL, CRS, ABR,
BOURNE, MAINE

"Without fail, I find a way to improve my business at the REALTORS® Conference & Expo. Either it's a product that can make my life easier, a vendor who makes a better product than one I've been using, or a class that teaches me something I didn't know. I never want to stop improving myself and my company."

PREMIER GATHERING OF REAL ESTATE PROFESSIONALS

The 2014 REALTORS® Conference & Expo in New Orleans drew real estate professionals and their guests from around the world. The dynamic program offered speakers and educational sessions to help REALTORS® become more successful and stay informed of opportunities.

16,391
REALTORS® and guests

326
trade show exhibitors

6,101
total NAR Annual app users

23,743
Conference Live visits

YOUR MEMBER MAGAZINE

NAR's award-winning REALTOR® Magazine launched digital subscriptions in 2014. Members can also access the magazine via a mobile app.

The magazine's website, realtormag.realtor.org, averaged more than **325,000** unique visitors per month. And more than **150,000** members engaged each month with the magazine in social media.

Raising the Professional Bar

NAR MEMBERS HAVE THE OPPORTUNITY TO ENGAGE IN LIFELONG LEARNING THROUGH A VARIETY OF SPECIALTY EDUCATION OFFERINGS.

HILDY POLLARD, ABR, AHWD, CIPS, EPRO, MRP, SFR, SRES,
ROCKVILLE, MD.

"Last year we hosted a delegation from China, and I was able to give my business card to our guests with confidence thanks to the culture tips I learned earning the CIPS designation."

REALTOR® UNIVERSITY

REALTOR® University celebrated its first Master of Real Estate Degree (MRE) graduates in 2014 and held commencement ceremonies at the REALTOR® Party Convention & Trade Expo in Washington, D.C.

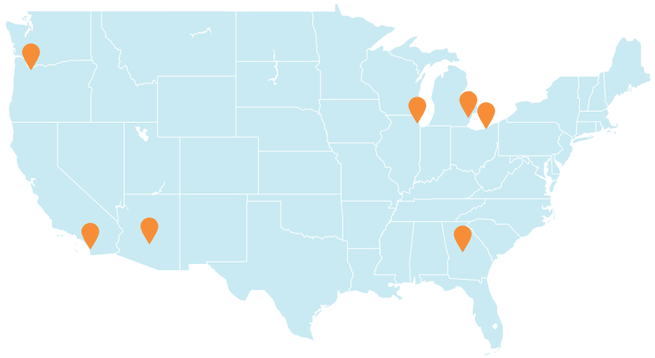
REALTOR® UNIVERSITY ONLINE EDUCATION

New or revised courses in 2014

- Accredited Buyer's Representative Designation
- Seller Representative Specialist Designation
- Vacation/Investment/Luxury Properties
- Short Sales & Foreclosures, Data Security
- Expanding Housing Opportunities
- Commercial Real Estate
- New Home Construction

NAR TECH EDGE

- Offered in Chicago, Atlanta, Detroit, Cleveland, Phoenix, San Diego, and Portland in 2014



$100,000 was donated to veterans groups by the new Military Relocation Professional certification (using a portion of each application fee).

The success of this event has resulted in three Broker Summit events in 2015.

BROKER SUMMIT

In August, NAR hosted a sold-out broker event in Atlanta covering a variety of management issues from recruiting and management styles to risk management and branding. Speakers included Sen. Johnny Isakson (R-Ga.), author David Eisenhower, and NAR Chief Economist Lawrence Yun.

The success of this event has resulted in three Broker Summit events in 2015.

COMMERCIAL AND GLOBAL SERVICES

There were 703 new Certified International Property Specialist (CIPS) designees, a **24% increase** in members with the designation that demonstrates their expertise in working with international clients or in markets around the world.

A new course, "Discovering Commercial Real Estate," was launched at the end of the year, aimed at teaching members the fundamentals of commercial real estate, and **234 members** enrolled in just two months.

63 members were recognized with the Commercial National Award for outstanding local accomplishments. **339 commercial members** have been recognized with this award since 2006.

2 new Cooperating Association agreements were signed, Real Estate Business Owners of South Africa and Real Estate Syndicate of Lebanon.

NAR members have an extensive global network for referral opportunities with **84 associations in 63 countries.**

Nearly **1,000 new International REALTOR® Members** joined NAR, expanding the network of real estate professionals around the world to **4,500.**

Membership Dues and Assessments

HOW YOUR DUES ARE USED

$35 Consumer Advertising Campaign (2,000 television/5,000 radio spots annually, building REALTOR® brand value and driving consumers to REALTORS®)

$40 New REALTOR® Party Advancement Initiative (targeted state and local real estate and homeownership advocacy)

$30 Government Affairs, Political Affairs, Economics & Research, Regulatory Affairs, RPAC, Media Communications, Executive Communications

$25 Second Century Initiatives: Second Century Ventures, Consumer Advocacy Outreach Campaign, Realtors Property Resource®, HouseLogic, Real Estate Today Radio, .REALTOR domain, RAMCO, Commercial (eProperty Data)

$25 The remainder of NAR's services (Legal, Member Communications, International Policy, Commercial, Education, Marketing, Affinity Partners, Business Specialties, Wholly Owned Subsidiaries, Center for REALTOR® Technology)

$155 **Total 2014 dues and assessments**

NONDUES REVENUE

NAR depends on nondues sources of income to cover the cost of association leadership and governance, including the midyear meetings, annual conference, leadership summit, committees, officers/leadership costs, and special meeting costs.

BREAKDOWN OF HOW NONDUES REVENUE IS USED

GROSS NONDUES REVENUE*

$32 million

COST OF PRODUCING REVENUE

-$18 million

NET NONDUES REVENUE

=$14 million

*Sources of revenue: rent, interest income, royalties, ad sales

$0 Total paid by members for leadership and governance

Thousands of REALTORS® around the country, including NAR's past presidents, took part in the Ice Bucket Challenge to raise money and awareness for the ALS Association.

2014 NAR Leadership

Steve Brown, ABR, CIPS, CRS, GREEN
President

Chris Polychron, CIPS, CRS, GRI
President-elect

Tom Salomone
First Vice President

Michael McGrew, CRB, CRS, MRP
Treasurer

Gary Thomas, CIPS
Immediate Past President

Beth L. Peerce
Vice President

JoAnne Poole, AHWD, CRS, ePRO, GRI, PMN
Vice President

Dale Stinton, CAE, CPA, CMA, RCE
CEO

NAR SENIOR STAFF

Dale Stinton, CAE, CPA, CMA, RCE
CEO

Janet Branton, CAE, CIPS, SRES
Senior Vice President, Commercial and Global Services

Jerry Giovaniello
Senior Vice President, Government Affairs and Chief Lobbyist

Bob Goldberg, ePRO
Senior Vice President, Sales & Marketing, Business Development and Strategic Investments, Professional Development, Conventions and President/CEO, Realtors® Information Network

Doug Hinderer, RCE
Senior Vice President, Human Resources, AE & Leadership Development, Buildings

Katherine R. Johnson
Senior Vice President, Legal Affairs, Board Policy & Programs, and General Counsel

Mark Lesswing, ePRO
Senior Vice President, IT, CRT, Information Services, and Chief Technology Officer

John Pierpoint, CPA, CTP
Senior Vice President, Finance & Tax Management, and Chief Financial Officer

Stephanie Singer
Senior Vice President, Communications

Walt Witek
Senior Vice President, Community & Political Affairs

Lawrence Yun
Senior Vice President, Research and Chief Economist

REGIONAL VICE PRESIDENTS

D. Gary Rogers, CRS
Region 1 (Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, and Vermont)

William Hanley, AHWD, SFR
Region 2 (New Jersey, New York, and Pennsylvania)

John Dickinson, CCIM, GRI
Region 3 (Delaware, District of Columbia, Maryland, Virginia, and West Virginia)

Mike J. Gaughan, GRI
Region 4 (Kentucky, North Carolina, South Carolina, and Tennessee)

B.J. Harris, CIPS, CRS, GREEN, GRI, RSPS
Region 5 (Alabama, Florida, Georgia, Mississippi, Puerto Rico, and the Virgin Islands)

Jonathan Hall, ALC, GAA, GRI
Region 6 (Michigan and Ohio)

John C. Kmiecik, CRB, SFR
Region 7 (Illinois, Indiana, and Wisconsin)

Henry Kammandel Jr.
Region 8 (Iowa, Minnesota, Nebraska, North Dakota, and South Dakota)

Elizabeth Mendenhall, ABR, ABRM ,CIPS, CRB, GRI, PMN, ePRO
Region 9 (Arkansas, Kansas, Missouri, and Oklahoma)

David McKey, CRB, GRI
Region 10 (Louisiana and Texas)

Karen Valentine-Pond, CRS, ePRO, GREEN, SRES
Region 11 (Arizona, Colorado, Nevada, New Mexico, Utah, and Wyoming)

Rick Harris, ABR, CIPS, CRS, ePRO, GRI, SFR, SRS
Region 12 (Alaska, Idaho, Montana, Oregon, and Washington)

Jim Liptak
Region 13 (California, Guam, and Hawaii)

LIAISONS

Association Executives
Sharon Keating, ABR, CRS, GRI

Business Specialties Group
Pamela W. Monroe, CPM

Commercial
Linda St. Peter, AHWD, CCIM

Consumer Relations
Tiffany Curry, SFR

Global Real Estate
Adrian Arriaga, CCIM, CIPS

Large Residential Firms Relations
Steve A. Brown, CRB, GRI

Law & Policy
Linda Lee, CIPS, CRS, ePRO, GRI, PMN

Member Services
Brian Copeland, ABR, CIPS, CRS, ePRO, GRI

Public & Federal Issues
Cynthia Shelton, CCIM, CIPS, CRE

REALTOR® Party Community Engagement
David Wluka

REALTOR® Party Disbursement
Iona Harrison, GRI

REALTOR® Party Fundraising
Summer Greene, CRB, GRI

REALTOR® Party Member Involvement
John Flor, ABR, CRS, ePRO, GRI, RSPS

REALTOR® Party Spokesperson
John J. Harrison, CRB, CRS, GRI, SRES

Second Century Ventures and Special Projects
Rei Mesa, CRB, CRS

NATIONAL ASSOCIATION *of* REALTORS®

430 North Michigan Ave.,
Chicago, IL 60611-4087
800/874-6500

500 New Jersey Ave., N.W.,
Wahington, DC 20001-2020
800/874-6500

facebook.com/realtors
@realtors