

# NAR Research Products Help Inform Policymaking

NAR's Research department is a resource for **REALTORS®** and the Members of Congress who represent them. Our skilled economists produce and analyze a wide range of data, providing the best original resources and information on real estate specific to your state and district.

Research reports, papers, case studies, and surveys examine the latest trends and activities in real estate, as well as the impact national policies have – or may have – on this critical sector of our economy. These resources, which are available to policymakers, contain vital information to be used when considering legislation that affects the real estate industry and real estate professionals.

## **REALTOR®** Resources:

- Congressional district and state reports provide data on housing and real estate trends affecting your constituents.
- Residential real estate reports such as The Double Trouble of the Housing Market and A Snapshot of Race and Home Buying in America analyze homeownership trends and the impacts of current market conditions on buyers of different races, income levels, and other demographics.
- Commercial real estate case studies on topics such as office-to-housing conversions and repurposing vacant retail malls examine how these initiatives – and the policies that enable them – can revitalize communities.

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**FOR LINKS TO THESE AND OTHER NAR RESOURCES.**

**SAVE  
THE  
DATE:**

June is Homeownership Month, and we invite you to join us for our kickoff on Capitol Hill. On June 1, Dr. Jessica Lautz, NAR's vice president of demographics and behavioral insights, will offer a briefing for Members and congressional staff on the current state of the real estate industry.

FOR MORE INFORMATION ON THESE PRIORITY ISSUES  
AND ASKS, INCLUDING FAQs, PLEASE VISIT

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## Protecting Rights. Expanding Access. Building Prosperity. 2022 REALTOR® Legislative Priorities

**REALTORS®** serve residential and commercial property buyers and sellers in every zip code every day. Guided by enhanced training, earned expertise, and a Code of Ethics, their services play a critical role in helping more people achieve the American Dream. With current market challenges like rising prices and low inventory, as well as shifting trends in commercial real estate, those seeking to buy or sell a home or open or expand a business know they need a **REALTOR®** by their side.

Most of America's 1.5 million **REALTORS®** are small business owners. Our profession makes up nearly 20 percent of the entire U.S. economy. Owning real estate is a foundational bridge to financial security that should be open to all. Here's how we help the millions of Americans who aspire to join the nation's 83 million property owners.



# Improve Access To Homeownership, Increase Housing Inventory, And Encourage Adaptive Reuse Of Commercial Properties

A historic 50-year record shortage of affordable homes available for purchase has severely limited access to the residential real estate market. Even relatively modest steps taken now to reduce the gap will unleash tremendous economic activity and create millions of new jobs.

The pandemic also created shifts in the commercial real estate market, especially in the office and retail sectors. Policies that support repurposing underutilized or vacant commercial properties can revitalize communities by creating new commercial uses and housing.

## REALTOR® Asks:

- Cosponsor the bipartisan Housing Supply and Affordability Act (S. 902, H.R. 2126)
- Cosponsor the bipartisan Neighborhood Homes Investment Act (NHIA) (S. 98, H.R. 2143)
- Cosponsor the GREATER Revitalization of Shopping Centers Act (H.R. 5041)
- Cosponsor the Revitalizing Downtowns Act (S. 2511, H.R. 4759)

## Inventory stats to be presented in infographic form:

- The U.S. has developed an underbuilding gap of 5.5 million housing units over the last 20 years. This translates into a \$4.4 trillion underinvestment in housing.
- There are currently 165,000 homes listed for sale that middle-income families can afford to buy, a marked decline from 450,000 homes available for sale as recently as 2019.
- For middle-income households, there is only 1 affordable listing for every 125 households, a stark decrease from 1 listing for every 46 households in 2019.
- Over the last two years, the percentage of single-family homes sold below \$250,000 has plummeted from 47% of sales to 28%.

# Ensure Fair Housing For All



More than 50 years after passage of the Fair Housing Act, the homeownership rates for African Americans, Hispanic Americans, and Asian Americans continue to lag behind that of White Americans.

Our economy, communities, and the American people suffer when discrimination and segregation artificially constrain homeownership and limit the intergenerational wealth it builds.

**REALTORS®** are firmly committed to the enforcement of fair housing laws and to policies that remove historic and systemic barriers to homeownership for all qualified buyers.

## REALTOR® Ask:

- Cosponsor the Housing Fairness Act (S. 769, H.R. 68)