



**YOUR BUSINESS.
YOUR ASSOCIATION.**

MISSION STATEMENT

We empower our members and brokerages through advocacy, engagement, education, leadership, and community so that our industry thrives, professionalism is elevated, and home ownership is championed.

REALTOR® MEMBERSHIP

Join a Community of Practice

Russ Hokanson RCE, Chief Executive Officer

When agents ask me about the value of being a member of the REALTOR® Association, I have no problem highlighting the benefits and services that real estate professionals receive by being members. I'm always glad to explain the three pillars of value in association membership.

Advocacy

First, our advocacy and lobbying efforts yield tangible results for every agent's bottom line. Year after year we have ensured agents receive a reduced B&O tax rate on transactions, saving them hundreds of dollars.

Our work at the national level preserves affordable financing options for buyers and tax preferences for owners, while at the local level we ensure that every municipality has a sign code that allows the easy and efficient marketing of listings.

Regulatory hurdles come at the real estate profession from all directions. The Association is always prepared to take these on. There is no better example than the Covid shutdown in 2020. Real estate brokerage was back and running safely within four days because of our united action.

Education

Second, our education program allows members to stay a step ahead of the competition and out

of the courtroom with clock-hour classes like Battle of the Barristers. When six hundred agents fill a room to hear from the industry's best attorneys, we know we're delivering value. Survey after survey says legal education is the priority for licensees, so we deliver. We use the ever-popular Legal Hotline as a backstop for this.

Our education program reacts to market demand. Agents want the latest and best information to boost business. Now that cities are establishing new zoning regulations to allow accessory dwelling units (ADUs) and split lots, agents want to understand and use these new rules for the benefit of their clients. Our classes in this area are extremely popular and informative.

Community of practice

And third, the opportunity to connect with industry peers. This is perhaps the least talked and underappreciated benefit of membership, but could well be the most significant for many agents.

The residential real estate industry is incredibly diverse and competitive in our market. In King County, there are over 1,000 real estate firms and 16,000 sales agents who participate in the Northwest Multiple Listing Service (NWMLS). In this environment, agents need the opportunity to meet, to exchange ideas, and to create a community where they can practice together successfully.

The MLS sets the rules for sharing listings and safe operations. But who actually sets the standards and expectations for how agents cooperate with one another? The market doesn't work unless agents have a common understanding of what is expected in the profession. That's where the REALTOR® association plays an important role. It helps create what I like to call a "community of practice."

Real estate is about establishing connections with clients AND with agents who operate in your sphere. That is a value that is essential in an increasingly digital and often impersonal marketplace. In virtually every program the Association sponsors or creates, we strive to maximize the engagement and interaction available for members, whether its events, classes or committees.

In our transactional society, the first question we ask is "What do I get from this? How do I benefit?" The better question for many of us is "What am I missing if I don't give this a try?"

When I ask volunteers why they participate in the Association, I invariably hear that they are seeking connections to make their businesses more successful.

When I ask elected REALTOR® leaders the same question, I get a more focused answer. "This industry has been good to me. It's my profession and I want to give something back to it."

Gym membership is not a perfect analogy to REALTOR® membership, but we all know that the gym membership won't do us any good, won't make us more fit, if we're not willing to put in the time and the sweat to make it happen. **Engaging in activity yields results.**

Being a REALTOR® is not much different. Engaging in activity opens the possibility of greater opportunity.

I encourage you to give us a try. Join our community of practice and you might be impressed with what you gain in return.



Russ Hokanson has been the Chief Executive Officer of Seattle King County REALTORS® since 2006.

REALTOR® ELIGIBILITY

To be a member, you must meet the following requirements:

- ✓ Affiliate your license in a REALTOR® office (the designated broker of the office must be a member with SKCR)
- ✓ Hold a current, valid Washington State real estate license
- ✓ Have no recent or pending bankruptcy within the past two years
- ✓ Have no record of official sanctions involving unprofessional conduct within the past three years
- ✓ Pledge to abide by the REALTOR® Code of Ethics
- ✓ Pay REALTOR® dues to the local, state, and national associations

Apply online at nwrealtor.com/join-renew or fill out the application attached to this packet.



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JOIN THE COMMUNITY

Membership with SKCR offers excellent opportunities to network with peers and build business partnerships. Here are some opportunities that can serve as entry points to your involvement with the REALTOR® community.

YPN

The **SKCR Young Professionals Network** (YPN) is the premier young professionals group in the Puget Sound area, providing professional development and networking opportunities for emerging business leaders. YPN hosts regular events throughout the year and invites all affiliated members of the real estate industry to attend.

Monthly Gatherings

YPN hosts near-monthly events aimed at helping you expand your network and/or enhancing your business. Locations and topics rotate.

Get the Edge

Every year in November, YPN hosts a forecasting event to help you get ready for the year to come. Learn about real estate trends and markets!

Learn more at www.nwrealtor.com/ypn.

JOIN A COMMITTEE

Association business and activities are run by volunteer committees. Committees are in charge of interviewing candidates for local office, reviewing scholarship applications, planning association events, reviewing ethics complaints, recruiting and nominating new leadership, and much more! Most committees are open to all members with appointed voting positions.

Learn more and fill out an interest form at www.nwrealtor.com/committees.

NETWORK

Meet the President

At the beginning of the year, the Board President hosts a social hour with the Affiliate Council to foster connections with the membership and share the vision for the year.

Annual Golf Tournament

In addition to having fun golfing in a scramble tournament in June, participants in this annual event put on by the Affiliate Council make connections with other real estate professionals and raise money for local non-profits.

REALTOR® Fair

Each year, YPN invites a whole host of real estate organizations aimed at helping your business thrive.

Find events at www.nwrealtor.com/calendar.

CONTINUING EDUCATION

We provide *REALTORS®* with opportunities to distinguish themselves in niche markets and maximize their earning potential by offering more than 100 online and in-class professional development courses at a significant discount.

RELICENSING REQUIREMENTS

Core Curriculum: Current Issues in WA Residential Real Estate

This course provides an overview of recent changes and new topics relevant to residential real estate, including forms updates, legislative updates, liability reminders, and more. It satisfies the Washington Department of Licensing requirement of 3.0 clock hours of the prescribed CORE Curriculum, which must be included in every license renewal.

Washington Fair Housing

This course teaches real estate brokers and managing brokers about the federal Fair Housing Act and the Washington Law Against Discrimination as it relates to real estate transactions. The mandatory clock hours must be included in every license renewal.

MEMBERSHIP REQUIREMENT



Code of Ethics Training

One way *REALTORS®* differ from other real estate practitioners is that *REALTORS®* follow a strict CODE OF ETHICS in their work with consumers. Training is required every 3 years for all members. **New members are required to take a COE training class within 6 months of being approved for membership!**

SAMPLE ELECTIVE TOPICS

REAL Negotiation • Short Term Rentals • Mortgage Fraud: Emerging Trends • 1031 Exchanges • Bias Override • Planning & Zoning • Open Houses • Waterfront Property • Middle Housing • Design & Staging • Intro to Divorce and Real Estate • New Construction • Pricing Strategy Advisor (PSA) • Mortgage Loan Assumptions • Legislative Updates

Check out upcoming offerings at www.nwrealtor.com/education-calendar.



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ADVOCACY

While you are focusing on serving your clients, the REALTOR® Association is looking for your interests—from monitoring sign code to interviewing and endorsing candidates for local elected offices.

BECAUSE OF REALTORS®:

- I save \$100s each year on state B&O business taxes.
- I was able to continue my real estate practice and close my transactions 4 days after COVID shut down other businesses in 2020.
- My sellers pay less in REET for homes sold at less than \$1 million.
- All real estate sales are exempt from the new 7% State Capital Gains Tax.
- My independent contractor status is protected from the intrusion of national banks into real estate brokerage.
- My sellers can promote their listings with a reasonable number of signs.
- I can protect my sellers from added costs and delays like energy audits mandated at the point of sale.
- Washington State leads the nation in real estate compensation transparency, protecting my future.
- Fair Housing education is now required in Washington State, protecting all classes of buyers from discrimination.
- Policy makers, builders, and brokers can plan, build, and sell greatly needed middle housing throughout the region.
- Zoning changes, such as ADUs and lot-splitting, will increase housing inventory and affordability for your clients.
- Buyers with VA loans can now compensate their broker directly.
- My referral fees are not double-taxed by the State
- Middle housing and ADU requirements for every municipality in four counties are available in one place at REALTORSplusHousing.com.

As a member, you can participate in REALTOR® advocacy to shape the future of real estate in Washington State. **Learn more at nwrealtor.com/advocacy.**

ASSOCIATION STRUCTURE

Called the “Three-Way Agreement,” membership at Seattle King County REALTORS® includes membership in Washington REALTORS® and the National Association of REALTORS®.



Membership is by real estate brokerage. When a Designated Broker becomes a member of the Association, they agree that all of the agents in their firm will be members as well. Likely you are joining as part of your onboarding process with a REALTOR® firm, and you will be asked to renew annually.

DATES AND DEADLINES TO BE AWARE OF

Mid-September

SKCR begins billing for the upcoming year's membership dues in September. You will receive an invoice by email if you are still affiliating your license with a member firm. Reminders of unpaid invoices will be sent periodically.

January 1

Membership dues for the upcoming year are due annually on January 1. Payment plans are available before December 31. Late fees are assessed beginning January 10.

WHERE TO LEARN MORE

How to Join the Association

nwrealtor.com/join-renew

The REALTOR® Difference

nwrealtor.com/why-a-realtor

Association Member Benefits

nwrealtor.com/benefits

Continuing Education Classes

nwrealtor.com/education

REALTOR® Advocacy

nwrealtor.com/advocacy

Local Association Leadership

nwrealtor.com/leadership



Member Portal

*Where all your
Association business
gets done*

Once your membership is approved, create a Member Portal account to stay on top of association events and resources:

1. Visit nwrealtor.com and click “Login” at the top.
2. Click “Create One” next to the sign-in button.
3. Fill in your name and the email address you gave to Seattle King County REALTORS® in your application.
4. Follow the prompts to create a password and log in.
5. Once inside, take a moment to update your directory information and check out the calendar.

CONTACT INFORMATION

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