

WE DELIVERED FOR YOU!



"Our annual report highlights our efforts to help you succeed in your business and promote a real estate industry that serves the best interests of you and your clients. I hope you'll take a moment to review the value we delivered."

Garrett Nelson
2025 SKCR President
KELLER WILLIAMS GREATER SEATTLE



SEATTLE
KING COUNTY
REALTORS®

2025 YEAR IN REVIEW

HB 1337 Overview

Local governments must, 6 months after the periodic update due date*:

- Allow at least two ADUs per lot in all GMA urban growth areas
- Allow an ADU of at least 1,000 square feet
- Limit parking requirements based on distance from transit and lot size
- May not require the owner to occupy the property

the sale of ADUs as independent units.

Guidance for Accessory Dwelling Units in Washington State

WE OFFERED EDUCATIONAL OPPORTUNITIES TO HELP YOUR BUSINESS THRIVE

Seattle King County REALTORS® offers a comprehensive range of in-class and online courses designed to help you stay informed, skilled, and ahead of industry trends. Our expert-led classes and specialized designations allow you to differentiate yourself in the marketplace, build niche expertise, and boost your earning potential — all while enjoying exclusive member discounts!

- **104 classes covered 43 topics ranging from Negotiation to Short Term Rentals**
- **7 certification/designation classes led to 216 new certifications and designations**
- **We welcomed 4 new instructors and 8 new classes**
- **You earned over 10,000 clock hours!**

2026 classes are being posted as we speak!

www.nwrealtor.com/education-calendar



Clockwise from top left:

"ADUs and Housing Affordability in WA, October 21, 2025;

Intro to Divorce and Real Estate, December 16, 2025;

Middle Housing, ADUs, Lot Splitting and More — From Feasibility to Permitting, December 4, 2025;

DESIGNED to Sell™ Seminar, September 19, 2025."



WE DEVELOPED A NEW MIDDLE HOUSING RESOURCE AND A CLASS TO GO WITH IT



Cities in King, Snohomish, Pierce, and Kitsap Counties had a big deadline in 2025. They were required to update their comprehensive plans to include requirements laid out by the Washington State Legislature to allow middle housing and ADUs. These requirements are set to transform housing policy in urban and suburban areas across the Puget Sound region.

Over 50 brokers attended a class on how cities and counties are implementing recent legislation around middle housing. The final section of the class was dedicated to small group work deciphering land use codes for a specific building project.

In partnership with Washington REALTORS®, we created REALTORS®+Housing, an interactive website to help you keep track of the new requirements by jurisdiction and anticipate your clients' questions.

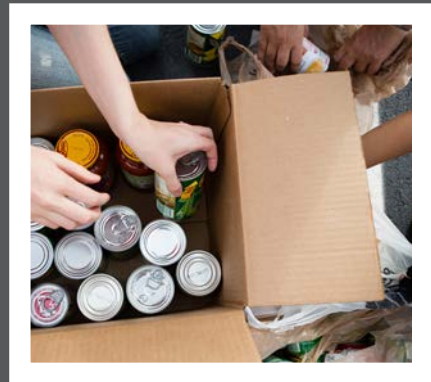
www.REALTORSplusHousing.com





YOU DELIVERED!

Your commitment to community service was evident at the annual Affiliate Food Drive on August 7, to which you brought 1,117lbs of food plus hygiene items & donated \$1,030 for the Rainier Valley Food Bank.



WE CELEBRATED YOUR VOLUNTEERISM & HONORED COMMUNITY IMPACT

REALTORS® know that you're not just selling houses — you're selling the American Dream: safe, stable neighborhoods, access to wealth and opportunity, and a sense of place.

You nominated 21 members for the *Good Neighbor Awards* — members who dedicate thousands of hours to their communities. 4 of those nominees were selected by the Good Neighbor Committee to receive donations to non-profit organizations of their choice.

www.nwrealtor.com/goodneighbor

Good Neighbor Awards

Good Neighbor Award Winners:

- a. Q1 Winner Teresa Willard of Tate Real Estate, Monroe Historical Society & Museum
- b. Q2 Winner Jule Johnson of Windermere Bellevue West, Vine Maple Place
- c. Q3 Winner Joe Easterday of Windermere Mount Baker, Seattle King County Coalition on Homelessness—also the Annual Good Neighbor Award winner
- d. Q4 Winner Judie O'Brien of O'Brien Real Estate, True North German Shepherd Rescue



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WE CELEBRATED YOUR VOLUNTEERISM
& HONORED COMMUNITY IMPACT

Seattle King County First Citizen Award

The *Seattle King County First Citizen Award* honors the ultimate example for us all—a citizen engaged in community leadership and public service that uplifts the entire region for the good of all.

www.seattlefirstcitizen.org

The 87th First Citizen was Judy Runstad—prominent land use attorney, civic activist, and philanthropist—who helped craft the Growth Management Act in 1990, invested in Seattle's built environment, and mentored city leaders who shaped the community.



87th First Citizen
Judy Runstad



First Citizen Scholarship Foundation

We believe in raising the next generation of leaders who work for the good of their communities. Through the *Seattle King County First Citizen Scholarship Foundation*, 24 of your children, nieces, nephews, and family members received a total of \$60,500 in scholarship funds for post-secondary education, based on their community service and civic involvement.

www.nwrealtor.com/scholarships



Some of our Scholarship Winners (left to right):

Finn Austin, sponsored by
Martina Austin, Windermere
— Wedgewood

Alexa Crosby, sponsored by
Tiffany Crosby, RE/MAX All City

Madison Dickinson, sponsored
by Scott Dickinson, Side

Shae Huppert, recipient of the
highest award, the 2025 Chris
Osborn Scholarship, sponsored
by Mollie Huppert, COMPASS

Guy Kalach, sponsored by
Iris Kalach, COMPASS

Ayden Kranz, sponsored
by Thelma Stefnik,
Windermere - Burien

Drew Loutsis, sponsored
by Jessica Loutsis, RE/MAX
Northwest, REALTORS®

Gracelyn Meisberger, sponsored
by Marquella Butler, John
L. Scott Tacoma North

Gregory Ottosen,
sponsored by Rob Ottosen,
Windermere - Bellevue

WE SOUNDED THE ALARM ON INSURANCE ISSUES IN WILDFIRE ZONES LIKE KITTITAS COUNTY

The REALTOR® association works to equip you and your clients with the best information affecting homeownership and affordability in communities across the state. As wildfire risk escalates across the Pacific Northwest, homeowners in Kittitas County are confronting a troubling consequence: home insurance cancellations, non-renewals, and premiums hikes.

We published a landing page with resources to help you and your clients in Kittitas County address the insurance issues at hand:

www.nwrealtor.com/kittias-insurance

We hosted a town hall meeting in Cle Elum for over 150 Kittitas County residents, featuring

- a. WA Senator Judy Warnick
- b. WA Representative Tom Dent
- c. WA Representative Alex Ybarra
- d. Representatives from the WA Office of the Insurance Commissioner and the Northwest Insurance Council

Fire Insurance Town Hall
Panel — Cle Elum



FLOOD INSURANCE

Winter flooding around Western Washington in 2025 reminds us of similar residential insurance concerns in flood zones. NAR Advocacy supports reforms to the National Flood Insurance Program that would provide more accurate data, help reduce flood risk for homeowners, and avoid unreasonable premium increases.



www.nar.realtor/the-facts/consumer-guide-flood-insurance



2025 Director Allison Trull and REALTOR® Susie Hino visit a real estate office in Tokyo.

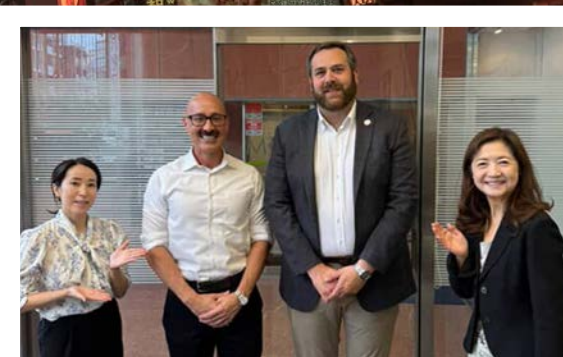
WE FACILITATED INTERNATIONAL CONNECTIONS IN JAPAN

Seattle King County REALTORS® serves as the NAR Ambassador Association to Japan, allowing members like you to expand your global networks, build meaningful connections that support long-term business and personal growth, and learn about international real estate practices.

- **Local REALTORS® hosted real estate professionals from Japan for several days in June. The visitors shadowed their hosts on home tours, open houses, and office visits.**
- **A group of 9 members traveled to Japan in October for a curated international experience blending real estate education, market exploration, and cultural discovery.**

Most importantly, our international connections reinforce the efficiency of our marketplace, enabled by cooperative multiple listing services that are the envy of the real estate world.

www.nwrealtor.com/global



2025 President Garrett Nelson and VP of GA Scott Dickinson tour homes in Tokyo with Japanese colleagues.

The next Japan trip will happen in May 2026, and homestay hosting opportunities are coming up in July 2026!



WE DELIVERED THE BEST LEGAL EDUCATION EVENT OF THE YEAR WITH THE BATTLE OF THE BARRISTERS

The **Battle of the Barristers** is an annual event that can help you understand legal risks, avoid pitfalls, and make better decisions in your real estate practice. Five top real estate attorneys debate real-world case studies, exploring topics such as:

- **Property inspections**
- **ADU regulations**
- **Fraudulent buyers & sellers**
- **Financing contingencies**
- **Common mistakes on forms**
- **Disclosure responsibilities**
- **Compensation**
- **HOAs and more!**

From left to right:

Erin Varriano, one of the Battling Barristers, is the general counsel for John L. Scott Real Estate; nearly 600 real estate professionals filled the room at the Meydenbauer Center; the Battling Barristers were Mike Spence of Helsell Fetterman (moderator), David Daniel of Demco Law Firm (replacing Lars Neste), Annie Fitzsimmons of Washington REALTORS®, Andy Mathews of Stoel Rives, and Erin Varriano of John L. Scott Real Estate.

YOU DELIVERED!

Battle of the Barristers is the primary fundraiser for the Seattle First Citizen Scholarship Foundation. Just by attending, you

Raised \$35,000 for scholarships!



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Right: The Annual Golf Tournament is not only a networking event, but also a fundraiser for a local non-profit, this year supporting the YWCA's Welcome Home project.

Left: YPN's REALTOR® + Fair introduced members to affinity groups, business tools, and other real estate professionals.



WE PROVIDED OPPORTUNITIES TO NETWORK WITH PROFESSIONALS FROM ACROSS THE INDUSTRY

Professional networking is about building your team—gathering those partners, peers, and mentors that can guide, inspire, and coach you to success.

Dedicated to professional development for newer or younger real estate agents, the *Young Professionals Network (YPN)* hosted monthly gatherings this year, ranging from informal happy hours to the annual Get the Edge forecasting event, this year featuring Dr. Lawrence Yun, the Chief Economist at the National Association of REALTORS®.

Affinity groups help you to learn about the challenges certain communities face when it comes to homeownership.

- a. Asian Real Estate Association of America (AREAA)
- b. National Association of Hispanic Real Estate Professionals (NAHREP)
- c. Western Washington Realtists (WWR/NAREB)
- d. LGBTQ+ Real Estate Alliance (Alliance)
- e. Women's Council of REALTORS® (WCR)

The affinity groups were featured at the 2nd Annual REALTOR® + Fair, a new and growing event connecting agents to communities that promote homeownership.

Affiliate members are your partners in the industry. In addition to sponsoring classes and events throughout the year, the Affiliate Council hosted two networking events: Meet the President and the annual Golf Tournament.



Dr. Lawrence Yun, the Chief Economist at NAR, gave his economic forecast for 2026 at YPN's Get the Edge event.



In May YPN hosted a panel of managers and owners who answered questions about how young agents can build their businesses and find success. Panelists included Dan Wingard of John L. Scott, Angie Mykel of Keller Williams Greater Seattle, Todd Shively of Ensemble, and Hao Dang of Windermere.



Scott Dickinson, the 2025 VP of Governmental & Public Affairs, hosted the annual RPAC Auction on March 25, 2025.

**YOU
DELIVERED!**
#RPACdidthat

The REALTOR® Political Action Committee promotes the election of pro-REALTOR® candidates across the United States through voluntary contributions from REALTORS®. This year, SKCR members invested a whopping \$290,000 in RPAC, with \$65,000 coming from a single event:

The Annual RPAC Auction



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WE ENDORSED CANDIDATES FOR ELECTED OFFICE BECAUSE YOUR BUSINESS DEPENDS ON IT

While you were serving your clients this year, we were looking out for your interests by carefully conducting candidate interviews on issues important to you, your clients, and the real estate industry as a whole. We endorsed nearly 60 candidates to make voting easier for you.

- **54 city, county, and state candidates endorsed**
- **78% win rate**

WE ADVOCATED FOR YOUR BUSINESS & YOUR POCKET BOOK

For over 50 years, the REALTORS® Association has been one of the strongest and most successful advocacy organizations in the nation. Our success comes from the broad-based constituency we represent and from individual REALTORS® involved in their communities: *REALTORS® like you!*

In 2025, we worked on a myriad of issues locally:

- ***We protected your ability to use signs to market your listings in Bothell, Lake Forest Park, and Maple Valley***
- ***We supported consumer protections against predatory home buying practices in Seattle while ensuring your service to buyers is not impacted.***
- ***We removed a requirement to mandate energy audits at the point of sale in King County.***

At the state level, we scored some key legislative wins:

- ***We supported successful bills to simplify the lot-splitting process and reform condo liability, which will increase the housing supply.***
- ***We saved you over \$100 per transaction by advocating for the continued exemption of real estate services from B&O tax increases.***
- ***We saved your clients money by ensuring that sales of real estate are exempt from WA state capital gains taxes.***

Want to be involved in the legislative process?

Join us for Hill Day in Olympia on January 29, 2026!

<https://qrcodes.pro/hillday2026>



Hundreds of REALTORS® from across the state participated in Washington REALTORS® Hill Day 2025.

YOU DELIVERED!

How did we deliver these results?

You showed up!

About 20% of the attendees at Washington REALTORS® Hill Day on January 30, 2025, were from Seattle King County REALTORS®. That's 98 people speaking to your elected representatives about REALTOR® issues!



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