**DAAR Ambassador Talking Points**

***Week of May 21st, 2019***

**Industry Updates**

***Topic #1: Virginia REALTORS® and National Association of REALTORS® Increase Dues for 2019***

The Virginia REALTORS® and the National Association of REALTORS® approved an increase in dues for all REALTOR® members for 2019 to provide for the following:

**Virginia REALTORS® Dues Increase – $120 to $155\***

* Additional resources to serve the membership and profession such as the legal hotline (value = $300/hour), Inman Subscription (value = $199/year) and technology hotline (value = $50/per call) for all members.
* Programs to bolster broker support, business tools for members and economic advocacy.
* Local association support and NAR involvement.
* For more information, [click here](https://dullesarea.com/wp-content/uploads/2018/05/VR-Dues-Explanation-April-2018.pdf).

**\*The Virginia REALTORS® dues will increase an additional $15 in 2020 and 3% each year thereafter.**

**National Association of REALTORS® Dues Increase – $155 ($120 NAR Dues + $35 Consumer Advertising Assessment) to $ 185 ($150 + $35 Consumer Advertising Assessment):**

* Provide enhanced advocacy resources, via the REALTOR® Party program, to protect the real estate industry.
* Offer a transaction management platform for all members via ZipLogix.
* Bolster programs devoted to professionalism, financial wellness and strategic business innovation.
* Cover costs associated with building maintenance and renovation at NAR headquarters in Chicago.
* For more information, [click here.](https://www.nar.realtor/smartbudget)

Please note that DAAR will not increase dues for 2019.  Dues will remain at $355 for 2019.

On June 18th, all REALTORS® members will receive an invoice for NAR, Virginia REALTORS® and DAAR dues for 2019 as follows which are due on July 30th\*:

|  |  |
| --- | --- |
| **Sales Agents** |  |
| NAR | $   185 |
| Virginia REALTORS® | $   155 |
| DAAR | $   355 |
| Voluntary RPAC | $     40 |
|  | **$   735** |
| **Managing/Supervising Brokers** |  |
| NAR | $   185 |
| Virginia REALTORS® | $   155 |
| DAAR | $   355 |
| Voluntary RPAC | $     99 |
|  | **$   794** |

**\*Payments received after November 1st shall include a late fee of $50. Membership in DAAR shall be suspended for any members whose payments are not received by January 1st, 2019.**

***Topic #2: Weigh in on the Future of Growth in Loudoun NOW*** As you many have heard, Loudoun County is planning to update their General Plan (AKA Envision Loudoun) for growth related to housing, roads and available land for future development. Encourage agents to attend one of several public input sessions this week to weigh in the importance of balancing growth in Loudoun by allowing housing for the workforce (can you say Amazon and now an Apple campus potentially here?) and preserving our rural economy. For more information visit the DAAR website <https://dullesarea.com/2018/05/17/can-you-envision-the-future-of-loudoun-county/>

**For Your Business**

***Topic #3: April 2018 Loudoun Market Stats: Inventory and Sales are Down; Condos and Townhomes see Record Median Sales Prices*** In a nutshell, active listings have reached their lowest recorded April inventory level in a decade while sales declined year over year. New listings are up by 9.9% as well as the median price (1.2%) from this time last year. Remind agents that they are welcome to share the report and infographic (found on DAAR’s FB page <https://www.facebook.com/DullesREALTORS/>) with clients. Click here <https://dullesarea.com/2018/05/14/april-2018-loudoun-county-market-trends-report/> for other key take-aways from this month’s DAAR housing market report on Loudoun written by George Mason University.

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