



The Kansas Association of REALTORS® is the state's largest professional trade association, representing more than 10,000 members involved in agricultural, commercial and residential real estate.

Kansas REALTORS®, are dedicated advocates for more than 740,000 Kansas property owners. We serve an important role in creating economic growth, growing jobs and stimulating the Kansas economy.

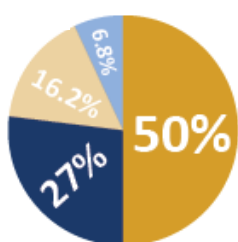
Real estate is the primary foundation of wealth building for middle income Kansans and a critical link in the flow of goods, services and income for Kansans. Real estate is a major driver of the Kansas economy.

#### ECONOMIC IMPACT OF REAL ESTATE

**\$27.7 billion**



or 16% of the 2019 Kansas Gross Domestic Product was real estate. <sup>1</sup>



#### ECONOMIC IMPACT OF A TYPICAL HOME SALE

**\$68,085**

- New home construction
  - Income generated from real estate industries
  - Multiplier of housing related expenses
  - Expenses related to home purchase
- Figures based on 2019 <sup>1</sup>

### Protect The Economy & American Dream

Sustained economic growth depends on a stable investment environment with a tax code that promotes property ownership. Throughout the tax policy turmoil of the past decade, Kansas lawmakers preserved the ability of Kansans to claim mortgage interest and property tax deductions on state income tax returns.

Federal tax reform enacted in 2017, doubled the federal standard deduction. Kansas tax policy requires taxpayers who take the federal standard deduction to take the state standard deduction. **Unnecessary coupling to federal tax law has removed the ability of Kansas citizens and property owners to benefit from tax relief.**

**75%**

OF NON-HOMEOWNERS BELIEVE HOMEOWNERSHIP IS PART OF THE

**AMERICAN DREAM**

**Restore tax relief for property owners. Decouple from federal tax law enabling those who take the federal standard deduction to choose whether to itemize on state income taxes.**

# WHAT WE CARE ABOUT

## LEGISLATIVE PRIORITIES

In large and small ways, more than 1.3 million REALTORS® nationwide advocate every day as small business owners and on behalf of the nation's 75 million property owners. Our goal is to strengthen the ability of Americans to own, buy, and sell real property.

### Property Tax Reform

Real estate is burdened with an excessive share of the increasing cost of state and local government. While REALTORS® recognize the importance of programs funded through property tax revenues, we believe tax revenues should be equitably collected across a variety of sources and encourage taxing jurisdictions to consider the negative impacts to the market and economy when increasing property taxes.

**81%** OF ALL BUYERS VIEW A HOME PURCHASE AS BEING A GOOD INVESTMENT



**Prioritize property tax reform that supports citizens having a greater voice and a property tax system that is transparent and accountable.**

#### VALUE IN PROPERTY OWNERSHIP



#### HOME PRICE APPRECIATION

**5.2%**  
UP from 2018 <sup>2</sup>

#### MEDIAN HOME VALUE

**\$145,400**  
owner-occupied housing, 2014-2018 <sup>4</sup>

#### FARM LAND AVERAGE ACRE VALUE



**\$1,960**  
UP 5.9% from 2018 <sup>3</sup>

### Incentives for First-Time Home Buyers

Homeownership is the cornerstone of the American Dream and deserves a preferred place in our values as it contributes to community responsibility, family security, economic stability, and quality of life.

**33%**



ARE FIRST-TIME BUYERS

**A First-Time Home Buyer Savings Account supports growth in one of the largest portions of the Kansas economy during turbulent times. Establishing tax-advantaged savings accounts for first-time home buyers provides a powerful tool for Kansans making their largest investment.**

**Pass legislation establishing First-Time Home Buyers Savings Account to support homeownership for Kansans.**

### Modernize Notary Law

Notaries provide an important service for the Kansas economy by verifying identities and authenticating signatures on a wide range of business and legal documents. **Most components of Kansas Notary Law have not changed for decades. Kansas lags behind other states in modernizing this service.**

**29**

STATES ENABLE REMOTE NOTARIZATIONS (NOT A RESULT OF EXECUTIVE OR TEMPORARY ORDER)

**19**

STATES ENABLE REMOTE NOTARIZATIONS (RESULT OF A EXECUTIVE OR TEMPORARY ORDER. INCLUDES KANSAS.)

**Modernizing notary law to take advantage of technology advances allows for improved consumer protections in preventing fraud and identity theft, and matches the pace of modern business transactions.**

**Prioritize and pass legislation that supports a long-term solution to modern and secure notary law.**

**THAT'S WHO WE**



Under all is the land. Upon its wise utilization and widely allocated ownership depend the survival and growth of free institutions and of our civilization. REALTORS® should recognize that the interests of the nation and its citizens require the highest and best use of the land and the widest distribution of land ownership. They require the creation of adequate housing, the building of functioning cities, the development of productive industries and farms, and the preservation of a healthful environment.

Such interests impose obligations beyond those of ordinary commerce. They impose grave social responsibility and a patriotic duty to which REALTORS® should dedicate themselves, and for which they should be diligent in preparing themselves. REALTORS®, therefore, are zealous to maintain and improve the standards of their calling and share with their fellow REALTORS® a common responsibility for its integrity and honor.

Preamble to the REALTORS® Code of Ethics & Standards of Practice



## Partners In Policy

REALTORS® are dedicated to working with elected officials to create a better Kansas by supporting job growth and economic development, a high quality of life, fair and affordable housing opportunities, and protecting the rights of Kansas property owners.

To discuss how to partner with REALTORS® for a brighter future for all Kansans, contact Mark Tomb, Vice President of Government Affairs, mark@kansasrealtor.com.



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# WHAT WE CARE ABOUT

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## LEGISLATIVE PRIORITIES

Protecting The Kansas Economy & American Dream

Transparent & Accountable Property Tax System

Incentives for First-Time Home Buyers

Modernizing Notary Law

Protect Consumer Investments & Trust

POSTAGE

MAILING NAME

MAILING ADDRESS #1

MAILING ADDRESS #2

CITY, STATE ZIP

## Protect Consumer Investment

Home and property purchases are the largest and most important investments most Kansans will make. **To protect consumers, it is vital to ensure those acting as Home Inspectors have adequate education, training and experience when assisting consumers in the purchase process.**



REALTORS® are fully accountable, through licensing, regulation and professional standards for errors or omissions that may take place during a real estate transaction. **Regulation of Home Inspectors that includes a demonstration of competency and**

**financial assurance is the optimal way to protect consumers while promoting a viable and high quality Home Inspection Industry.**

**Pass legislation that requires registration of Home Inspectors operating in Kansas.**

## Protect Consumer Trust

Kansas real estate licensing and regulation serve to protect consumers by providing a framework for competently handling real estate transactions. **Increasingly, unlicensed individuals perform services that resemble, or are identical, to those holding a real estate license. These unlicensed individuals escape oversight and erode consumer trust in the real estate profession, industry, and the transaction process.**

Real estate professionals suffer significant consequences for not following law or

misrepresenting client interests. Unlicensed individuals should not be allowed to engage in practices that would otherwise require a license and should suffer consequences. **The ability to investigate and halt unlicensed individuals should be granted to the state's regulatory agency, the Kansas Real Estate Commission.**

**Protect consumer trust in the real estate industry. Pass legislation granting the Kansas Real Estate Commission power to investigate and halt services performed by unlicensed individuals.**