

Qualified Opportunity Zones

A Toolkit for State and Local REALTOR® Associations

NAR is invested in helping REALTORS® and their communities benefit from the Qualified Opportunity Zone (QOZ) tax program.

The QOZ Toolkit is a resource for Associations to use as they work with state and local Economic Development Organizations, Opportunity Funds, and their membership to plan and implement development in QOZs. Toolkit resources include:

- Background & Foundational Support
- Program Timeline and Deadlines
- Legislative & Regulatory Review
- RPR Resources
- REALTOR® Party Community Outreach Grant: Opportunity Zones
- NAR Federal Policy Resources
- State-Specific Resources
- Additional NAR Resources

Qualified Opportunity Zone Toolkit

The National Association of REALTORS® is working with federal agencies, Congress, and community development groups to ensure that the Qualified Opportunity Zone (QOZ) program brings business opportunities for REALTORS®, as well as opportunities for them to be involved in the planning of new developments and businesses within zones. For this program to be a success, new developments funded by Opportunity Funds within the zones must be chosen thoughtfully, and provide benefits not just to investors but to the community as well. REALTORS® -- who are uniquely suited to bring local expertise and insights into the real estate market as well as knowledge about what a community lacks -- should play a role in any community coordination of QOZ developments.

Background & Foundational Support

Fundamentals on the QOZ program, legislation, and recently issued regulatory guidance, including the IRS and Treasury's proposed rules for the program and the White House Opportunity Zone Taskforce.

- [NAR Overview of QOZ Program](#)
- [NAR: Opportunity Zones at a Glance](#)
- [White House Opportunity and Revitalization Council Opportunity Zone Page](#)
- [IRS Resources:](#)
 - [QOZ FAQs](#)
 - [Community Development Financial Institutions \(CDFI\) Fund Opportunity Zone Resources](#)
 - [CDFI Map of Opportunity Zones by Census Tract](#)
- [NAR Action:](#)
 - [NAR Webinar: Qualified Opportunity Zones and 199A](#)
 - [NAR Video: "Planning for Opportunity Zone Investments" \(1 hr.\)](#)
- [Economic Innovation Group: Opportunity Zones](#)
- [Accelerator for America: Opportunity Zone Investment Prospectus Guide](#)
- [National Council of State Housing Agencies: Opportunity Zone Fund Directory](#)
- [Novogradac: Opportunity Funds Listing](#)

- [LOCUS National Opportunity Zone Ranking Report](#)

Program Timeline Infographic

- [NAR QOZ Investors' Timeline Infographic](#)

Legislative & Regulatory Review

- [IRS Guidance: October 2018](#)
 - [NAR Summary of proposed rules \(October 2018\)](#)
- [IRS Guidance: April 2019](#)
 - [NAR Summary of proposed rules \(April 2019\)](#)
- [White House Executive Order Establishing the White House Opportunity and Revitalization Council](#)
 - [White House Press Release](#)
 - [NAR Summary of White House Opportunity and Revitalization Council Executive Order](#)

RPR Resources

Realtors Property Resource® (RPR) is a nationwide data resource tool and a wholly-owned subsidiary of NAR. Beginning in August 2019 RPR added Qualified Opportunity Zones to its platform, allowing REALTORS® to use RPR's map interface to instantly begin analyzing and searching for properties within the 8,700 Opportunity Zones throughout the U.S.

- [RPR Login](#)
- [RPR Announcement](#)
- [Learn more about the Opportunity Zones feature in RPR](#)

REALTOR® Party Community Outreach Grant: Opportunity Zones

The Opportunity Zone Community Planning Grant is designed to support association and commercial overlay board efforts to work with public officials and other community leaders exploring ways for your community to make the most of Qualified Opportunities in the Advocacy Territorial Jurisdiction. Thirty Grants will be awarded in 2019 for up to \$5,000 each.

Applications are due by close of business September 9, 2019, and awardees must seek reimbursement from NAR by December 15, 2019.

- [Learn more about the grant and download the application here.](#)

NAR Federal Policy Resources

- [IRS Holds Opportunity Zone Hearing](#) (February 2019)
- [NAR Attends White House Opportunity Zone Conference](#) (April 2019)
- [NAR Joins HUD Opportunity Zone Meeting](#) (June 2019)

State-Specific Resources

State Economic Development Organizations (EDOs) are involved in the planning and development within QOZs, and work closely with community organizations and developers to ensure that the program is a success and that the developments bring greater economic prosperity to their areas. They are an excellent resource for information about how individual states are managing their QOZs, and if there are any additional, state-level benefits for investing or developing in a QOZ. In addition, many states have created specific websites and online resources to promote their QOZs to potential investors and to help businesses find success within them. Links to the state EDOs and, if available, links to their QOZ websites are below.

- Alabama
 - [EDO Page](#)
 - [QOZ Page](#)
- Alaska
 - [EDO Page](#)
 - [QOZ Page](#)
- American Samoa
 - [EDO Page](#)
 - [QOZ Page](#)
- Arizona
 - [EDO Page](#)
 - [QOZ Page](#)
- Arkansas
 - [EDO Page](#)
 - [QOZ Page](#)
- California
 - [EDO Page](#)
 - [QOZ Page](#)
- Colorado
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 - [QOZ Page](#)
- Connecticut
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- Delaware
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- Florida
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- Georgia
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 - [QOZ Page](#)
- Guam
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 - [QOZ Page](#)
- Hawaii
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 - [QOZ Page](#)
- Idaho
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- New Hampshire
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- New Jersey
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- New Mexico
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- New York
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- North Carolina
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- North Dakota
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- Ohio
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- Oregon
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- Pennsylvania
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- Puerto Rico
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- Rhode Island
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- South Carolina
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- South Dakota
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 - [QOZ Page](#)
- Tennessee
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- Texas
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- U.S. Virgin Islands
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 - [QOZ Page](#)
- Utah
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- Vermont
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- Virginia
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 - [QOZ Page](#)
- Washington
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- Washington, D.C.
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 - [QOZ Page](#)
- West Virginia
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 - [QOZ Page](#)
- Wisconsin
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- Wyoming
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 - [QOZ Page](#)

Additional NAR Resources

Upon request, NAR staff can also provide:

- Webinars for Associations.

- Recommendations for local speakers/officials for Association QOZ events.