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May 24, 2018

Sarah Gerecke
Deputy Assistant Secretary
Office of Housing Counseling
U.S. Department of Housing and Urban Development
451 7th Street SW, Room 9224
Washington, DC 20410

Submitted via email: HCFAC.application@hud.gov

Dear Ms. Gerecke:

On behalf of the more than 1.3 million members of the National Association of REALTORS®, I support Paul Yorkis's application for an appointment to the Housing Counseling Federal Advisory Committee (HCFAC).

NAR supports counseling and homebuyer education so that consumers are better equipped to make sound decisions at every step of the transaction and to help them become default-resistant. NAR views the HCFAC as an invaluable resource to offer advice to the Office of Housing Counseling regarding its mission to provide individuals and families with the knowledge they need to obtain, sustain, and improve their housing.

A REALTOR® for 27 years, Paul is a strong candidate for this appointment. He has extensive involvement in housing issues at the national, state, and local levels. Paul is a member of NAR's State and Local Issues Policy Committee and served multiple terms on the Board of Directors. Paul is an instructor for NAR's Expanding Housing Opportunities course, which is designed to educate real estate professionals on a range of affordable housing options and the clients seeking them. A key learning objective of the course relates to the importance of REALTORS® and housing counselors working together to better serve clients.

The Massachusetts Association of REALTORS® elected Paul their president in 2017 and his local board, the Greater Boston Association of REALTORS® named him REALTOR® of the Year in 2011. Last year, Paul was instrumental in the planning and execution of a housing counseling stakeholders meeting in his home state of Massachusetts. The meeting provided an opportunity for identifying ways to bridge the information gap that exists between housing counselors and the homebuyers and sellers who can benefit from their services. Paul is also actively engaged with the Homeownership Collaborative – a collaboration of lenders, investors, real estate agents and housing counseling agencies working together to raise awareness of the opportunities and benefits of housing counseling.



As you can see, Paul is well qualified to serve as a member of the HCFAC. NAR appreciates the opportunity to support Mr. Yorkis's nomination to the HCFAC. If you have any questions regarding this letter, please contact me or NAR's Vice President & Deputy Chief for Regulatory Affairs, Joe Ventrone, at 202-383-1095 or JVentrone@REALTORS.org.

Sincerely,

A handwritten signature in black ink that reads "Elizabeth G. Mendenhall". The signature is written in a cursive, flowing style.

Elizabeth Mendenhall

2018 President, National Association of REALTORS®