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January 2018

Dear Candidate,

The National Association of REALTORS® PAC advocates on behalf of 1.3 million REALTORS® from across the United States, who seek to promote homeownership and private property rights on Capitol Hill. NAR is the nation's largest trade association and RPAC was the largest political action committee in the 2016 cycle. We are committed to supporting the REALTOR® Party – candidates from both sides of the aisle dedicated to standing up for America's homeowners.

REALTORS® consider homeownership the cornerstone of the American Dream. We see first-hand the pride of first-time homebuyers who make the leap to own a home and invest in their own future. We know that homeownership is an investment in communities as well—communities are safer and more stable with residents who own a stake in their success.

On behalf of the National Association of REALTORS® PAC Trustees, thank you for your interest in public service and your participation in our candidate screening process. Attached to this letter is questionnaire that we respectfully ask you to complete and return to your respective state REALTOR® association. The questionnaire covers issues and areas of concern and we look forward to your responses. For detailed information on our policy positions related to these issues, please visit our website ([www.nar.realtor](http://www.nar.realtor)). Your responses to this questionnaire will only be used by our trustees and staff to inform our support and will remain confidential.

RPAC requires that all open seat and challenger candidates seeking an endorsement or funding from RPAC submit a completed questionnaire. Your responses on this questionnaire will help guide our trustees in making their decision. Current incumbent members of the U.S. House & Senate are not required to submit a questionnaire.

Each state's REALTOR® association PAC trustees send recommendations to NAR RPAC for consideration in federal races. RPAC does not consider party affiliation in its decision to support a candidate. Your state or local association trustees may also be interested in a candidate interview to get to know you and your stance on real estate issues better.

If you travel to Washington, please consider reaching out to our lobbying and political team for a brief meeting as well. I am sure they would enjoy the opportunity to get to know you as well. However, RPAC policy precludes NAR staff from meeting with challengers in a non-election year or once RPAC has announced support for an incumbent. Open seat candidates may meet at any time.

NAR political staff contacts by state are listed on our [website](#). Please contact your respective political representative or state association Government Affairs Director with any questions.

Thank you for taking the time to complete this questionnaire, and we look forward to working together to promote the American Dream of homeownership.

Sincerely,

Steve LaRue  
2018 Chairman, REALTORS® Political Action Committee

**Section I: Campaign**

Candidate's Full Name:

\_\_\_\_\_

Campaign Headquarters Street Address (Do not use Post Box address):

\_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_ Phone #: \_\_\_\_\_

Campaign Manager: \_\_\_\_\_ Phone #: \_\_\_\_\_

Campaign Treasurer: \_\_\_\_\_ Phone #: \_\_\_\_\_

State/Congressional District: \_\_\_\_\_ Political Party: \_\_\_\_\_

For current office holders, term expires: \_\_\_\_\_

Current Position/Occupation: \_\_\_\_\_

Previous public offices or appointments:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Section II. Financial**

How much has been raised? \_\_\_\_\_ As of (Date): \_\_\_\_\_

Current Cash-on-hand: \_\_\_\_\_ As of (Date): \_\_\_\_\_

How much do you expect to spend?

- (Please choose range for each election: <\$250,000; \$250,000-\$500,000; over \$500,000)

Primary: \_\_\_\_\_ General: \_\_\_\_\_

Is the candidate willing to accept PAC funding? Yes \_\_\_\_\_ No \_\_\_\_\_

**Section III. Basis for Candidacy**

Please give three (3) reasons why you are running:\_\_\_\_\_

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List major endorsements received for this race:\_\_\_\_\_

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**Section IV. Organizational**

1. What previous relationship has this candidate had with the REALTOR® association?

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2. Please name REALTORS® supportive of your candidacy and if they hold any official roles.

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3. What are demographics of your district, (i.e. number of registered voters; % registered in both parties; rural, suburban, urban; racial mix, blue/white collar, homeowners, renters)?\_\_\_\_\_

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4. What is your campaign's plan/strategy to win?\_\_\_\_\_

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5. Are you using pollsters or other consultants? (Please name them and provide office address and phone number.)\_\_\_\_\_

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6. Please provide most recent polling information: *(results, when poll was taken, who conducted poll)* \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**V. RPAC CANDIDATE QUESTIONNAIRE: NAR LEGISLATIVE PRIORITIES**

**I. TAXES**

*A) The Tax Cuts & Jobs Act of 2017 made several changes to the U.S. tax code, especially with respect to both residential and commercial real estate. REALTORS® are concerned that because of the now-doubled standard deduction, under the new law only a small percentage of households will be able to benefit from the tax incentives for homeownership, such as the Mortgage Interest Deduction and the capped state & local property tax deduction. For the first time in over 100 years, most prospective home purchasers will see no tax incentive to make the leap from renting to owning.*

***What is your position on future tax reforms that would further reduce or eliminate the mortgage interest deduction?***

\_\_\_ Support      \_\_\_ Oppose      \_\_\_ Undecided

Please explain: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

*B) Economists estimate that homeowners pay between 80-90% of all federal income taxes. Yet the Tax Cuts & Jobs Act also subjects many homeowners to double taxation of the state & local taxes (SALT) they have paid, including income and real property taxes, by limiting filers to a \$10,000 SALT deduction. This deduction cap also contains a marriage penalty, since both single and married filers are subject to the same \$10,000 cap.*

***What is your position on measures that would reinstate the full deduction for state & local taxes, or index or increase the \$10,000 cap on these deductions?***

\_\_\_ Support      \_\_\_ Oppose      \_\_\_ Undecided

Please explain: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

*D) Following the Great Recession, millions of Americans had their lives turned upside down by job loss and depressed home values. As a result, many struggling homeowners are working with experts to modify their existing mortgage, or are selling their home at a loss through a process called a short sale. Since 2007, the Mortgage Debt Forgiveness Tax provision has been renewed several times on a short-term basis to prevent Americans from having to pay tax on “phantom income”—money they never see when part of their mortgage is forgiven.*

***Do you support extending the Mortgage Debt Forgiveness Tax provision and preventing homeowners from being taxed on income they never receive?***

Support       Oppose       Undecided

Please explain: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**II. HOUSING & MORTGAGE FINANCE**

*A) Currently, there is discussion about the role that government should play in the secondary mortgage market, and how the nation's Government-Sponsored Enterprises (GSEs), Fannie Mae and Freddie Mac, should be handled. These options range from near total privatization of the secondary mortgage market, save for the Federal Housing Administration (FHA), to the government only entering the market space during a catastrophic event, to the government providing a level of re-insurance on certain mortgage-backed securities (MBS). While many arguments regarding these approaches exist, the current problems with liquidity in the housing mortgage markets have illustrated the importance of some degree of public involvement when private lending activity is constrained.*

***Do you support some level of government participation in the secondary mortgage market to ensure liquidity and the availability of long-term fixed-rate mortgage products?***

Support       Oppose       Undecided

Please explain: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

*B) With the collapse of the private secondary market in recent years, the FHA mortgage insurance program, which historically has operated without cost to taxpayers, has functioned as it was intended, by ensuring that American families have access to affordable mortgage financing. There are some today who, in response to the problems that have plagued the real estate and mortgage markets, propose ending all government involvement in the mortgage process – even for first time homebuyers, and others who are underserved by the private market.*

***Do you support continuing government programs – like FHA, that assist American families with obtaining safe, affordable mortgage financing?***

Support       Oppose       Undecided

Please explain: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### ***III. FLOOD INSURANCE***

*The National Flood Insurance Program ensures access to property hazard insurance where unavailable in the private market. Today, 5 million middle-class homeowners and commercial property owners in 22,000 communities nationwide rely on this program for protection from floods, which cost more lives and property than any other natural disaster in the U.S. Without this insurance, these property owners would have to turn back to the federal government for rebuilding assistance after floods, as they did before the program was created in 1968. As of January 2018, the program has been extended four times in as many months, and shut down once while Congress continues working on longer-term reauthorization and reform legislation.*

***Do you support continuation of the National Flood Insurance Program?***

Support       Oppose       Undecided

Please explain: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**IV. NETWORK NEUTRALITY**

*As small businesses, REALTORS® depend upon an open Internet to serve their clients. REALTORS® are concerned that a rollback of net neutrality rules could raise costs on business owners, like real estate professionals, who make heavy use of technology and online platforms. In particular, REALTORS® note that paid-prioritization models and other anti-competitive practices could put small businesses at a significant disadvantage. For example, larger companies could pay for Internet fast lanes that deliver content to consumers faster on some websites than from others.*

**Would you support legislation that would reinstate network neutrality rules to ensure that all lawful Internet content, regardless of the content provider, is treated equally by Internet service providers?**

Support       Oppose       Undecided

Please explain: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**V. DATA PRIVACY & SECURITY**

*REALTORS® recognize the importance of protecting client data entrusted to them and support common sense data privacy and security safeguards. However, REALTORS® believe that Congress should enact data privacy legislation that avoids burdening small businesses that lack the resources available to larger companies. Under some proposals, REALTORS® and other Main Street business could be forced to hire data security staff, comply with multiple data security standards and implement unaffordable security programs.*

**Would you support legislation that would require common-sense, standardized data security requirements without putting onerous regulations on small businesses?**

Support       Oppose       Undecided

Please explain: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**VI. PROPERTY ASSESSED CLEAN ENERGY (PACE) LOANS**

*Recent moves by state & local governments have encouraged the use of Property Assessed Clean Energy or PACE Loans which allow homeowners to make energy-efficient improvements to their homes financed by increases in their property tax bill. While REALTORS® support encouraging green improvements, some homeowners are paying exorbitant fees and interest for these loans for improvements of dubious efficiency value. Many of these victims are elderly or are not financially sophisticated. In most cases, PACE loans are much more expensive than traditional home equity products.*

***Would you support legislation that would require PACE lenders to comply with federal Truth-in-Lending Act requirements?***

\_\_\_ Support      \_\_\_ Oppose      \_\_\_ Undecided

Please explain: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_