



August 15, 2024

The Honorable Darin LaHood
Chair
Tax Team on American Workforce
House Committee on Ways & Means
Washington, DC 20515

The Honorable Mike Carey
Vice Chair
Tax Team on American Workforce
House Committee on Ways & Means
Washington, DC 20515

Dear Chairman LaHood and Vice Chair Carey:

On behalf of the 1.5 million members of the National Association of REALTORS®, I write to share our acute concern about the lack of availability and affordability of housing in our Nation and to recommend specific tax reform ideas to alleviate this plight that are within the purview of the Tax Team on American Workforce.

Based on various studies, the United States faces a critical shortage of as many as 7 million homes. Over the past several years, America's supply problem has worsened, and housing has grown increasingly expensive and out of reach for more and more Americans. As champions serving at the front of the housing cause, REALTORS® can attest that most areas of the Nation are in a housing crisis.

According to NAR's most recent Housing Affordability Index, the ability of typical families to afford to purchase a median-price home has continued to decline throughout the Nation. The latest index, for May 2024, was 93.1, compared with 99.6 one year ago. An index below 100 means that a family with a median income had less than the income required to afford a median-priced home.

A June 2024 study by the Joint Center for Housing Studies of Harvard University concluded that the U.S. home price index is 47 percent higher than it was in 2020, with the median sales price of homes at about five times the median household income. In the rental market, meanwhile, rents are up 26 percent since 2020 and are rising in most markets. Also, the number of people experiencing homelessness reached a record high in 2023.

Obviously, there is no one simple "magic bullet" solution to our housing crisis. Rather, policymakers at the national, state, and local levels must pursue changes in different areas to increase the affordability and availability of homes. NAR believes Congress can begin to turn around the housing crisis by including in the Internal Revenue Code various measures designed to improve the supply of homes and facilitate increased homeownership possibilities for Americans.

More specific to the housing needs of America's workforce, we believe that the following legislative proposals deserve the Work Group's study and consideration:

- The bipartisan **Affordable Housing Credit Improvement Act** (H.R. 3238) would encourage investment in creating and preserving affordable housing by expanding the low-income housing tax credit (LIHTC).
- The bipartisan **Neighborhood Homes Investment Act** (H.R. 3940) would attract private investment for building and rehabilitating owner-occupied homes by offering tax credits that create a pathway to neighborhood stability through sustainable homeownership. Providing this powerful incentive to build and rehabilitate homes for

low- and moderate-income homeowners can fill the gap in areas where it is often more expensive to develop or rehabilitate than appraisal values will support.

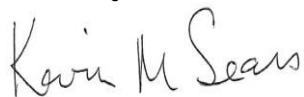
- A proposal (not yet introduced) to increase the supply of starter homes by reducing the capital gains tax rate for small investors of rental houses who sell to owner-occupants instead of another landlord. If provided a higher after-tax return by selling to a first-time buyer, many selling investors would move them to the top of the list of bidders, thus making it much easier for them to buy a home.
- The bipartisan **Workforce Housing Tax Credit Act** (H.R. 6686) would create a workforce housing tax credit, similar to the Low-Income Housing Tax Credit, which would be allocated by state Housing Finance Agencies and targeted to “middle-income” families, who earn too much to qualify for low-income affordable housing and not enough to afford housing near where they work without assistance.
- The bipartisan **More Homes on the Market Act** (H.R. 1321) would alleviate the home sale inflation tax and incentivize more longer-term owners to sell their homes by increasing the maximum amount of capital gains a homeowner can exclude on the sale of a principal residence and annually adjusting it for future inflation.

Also, because the price of homes has increased so rapidly, many prospective home buyers are having trouble saving enough money for the necessary down payment and to afford the monthly mortgage payments, even if more properties were available to purchase. To assist them, we believe that tax reform should also include:

- Tax incentives to make it easier for those saving for a first home to amass the funds necessary for a sufficient down payment. This could include tax-preferred savings plans similar to Individual Retirement Accounts or 529 educational accounts where funds can grow faster and possibly be matched by contributions from parents, employers, or others.
- A home ownership tax credit for those who do not itemize and are thus not able to utilize tax incentives such as the mortgage interest and property tax deductions. Unlike the situation for most of the past century, the vast majority of today's prospective home buyers get no assistance from the current tax law in buying a home.

NAR is committed to working with the Tax Team on American Workforce and with the full Ways and Means Committee to create innovative ways that our Federal tax law can help ensure the American Dream of homeownership remains within reach for millions who are presently at risk of not attaining it. The tax reform discussions that the Congress has already begun and that will continue into next year represent an ideal time to take the first steps to turning around the housing crisis.

Sincerely,



2024 President, National Association of REALTORS®

