

WHY BE A TENNESSEE REALTOR®?

HOW DOES ACCESS TO REALTRACS WORK NOW?

Currently, the ability to access and subscribe to Realtracs' Multiple Listing Service (MLS) is available only as a member benefit to those broker licensees who hold membership at a local REALTOR® association (and thereby also with the state and national REALTOR® associations). When brokers choose to belong to the REALTOR® association, they gain access to Realtracs and in turn give their agents the ability to subscribe to Realtracs.

WHAT DOES REMOVING THE REALTOR® REQUIREMENT FOR REALTRACS PARTICIPATION LOOK LIKE?

1. Licensed real estate brokers, and correspondingly their licensed agents, would be able to subscribe to Realtracs' MLS service without being members of a REALTOR® association.
2. Tennessee REALTORS® members would receive a significant Realtracs subscriber discount "as compared to non-Realtor subscribers."
3. Realtracs would allow all Tennessee-licensed real estate and appraiser professionals to subscribe to the Multiple Listing Service (MLS).
4. Non-REALTOR® subscribers WOULD NOT have access to the discounted subscription rate that REALTOR® members are provided because association membership provides services to members that ultimately benefit Realtracs.
5. The services in a Realtracs subscription would be the same for all subscribers.



HOW COULD THIS CHANGE AFFECT TENNESSEE REALTORS®?

Potential Negative Impacts

1. Real estate licensees do not become REALTOR® members and do not take advantage of the local, state and national member benefits provided. This decreases total membership and revenue for Tennessee REALTORS®.
2. Complicated and lengthy transactions with unfamiliar, unstandardized forms and contracts may potentially need the assistance of a legal professional, resulting in substantial expenses.
3. Real estate licensees do not choose to use Realtracs and Realtracs revenues decrease, which is a large asset and revenue source for Tennessee REALTORS®.

WHAT ARE THE BENEFITS OF REMAINING A TENNESSEE REALTORS® MEMBER FOR ACCESS TO REALTRACS?

No agent in a non-REALTOR® member office would be eligible to obtain REALTOR® membership individually and **would lose the following member benefits:**

1. **Tennessee REALTORS® members would receive a significant Realtracs subscriber discount** as compared to non-REALTOR® subscribers.
2. **Protection under the NAR Settlement** (if approved), preventing REALTOR® members from a lawsuit with same issue in the Sitzer/Burnett class action case.
3. **Tennessee REALTORS® statewide forms/contracts.** This HUGE benefit simplifies the transactions day in and day out, preventing members from having to interpret various contracts and potentially need the assistance of a legal professional, which would bring substantial expense.
4. **TransactionDesk.** From the moment a listing hits the MLS till the day the deal is done and the client moves in, TransactionDesk helps facilitate, track, and manage every step of the home buying and selling process.
5. **Professional Standards.** Mediation and Arbitration services (excluding Bristol TN/VA and Middle Tennessee Associations.)
6. **Legal and Ethics Hotline.** 24/7 access to FREE legal advice from the Tennessee REALTORS® general counsel team at Ramsey, Farrar, Russell & Smith.
7. **Online Help Desk** provided by Tennessee REALTORS®.
8. **Capcare** access to a national PPO network available.
9. **Discounted professional development classes** and access to professional development staff to guide agents.
10. Access to **acclaimed continuing education** designations and certifications through NAR – (e.g. ABR, CRS, GRI and many more).
11. Access to **REALTORS® Property Resource (RPR)** property database.
12. **Usage of the REALTOR® brand,** which provides recognition throughout the real estate industry and by clients and consumers.
13. **Networking events and conferences** such as TNEX, REALTORS® Day on the Hill, TNsights, Fall Convention as well as NAR conferences (e.g.: Legislative Meetings in Washington, D.C. and the annual NAR NXT conference.)
14. **Support and insights provided by our advocacy team** at the local, state and national levels.
15. **Service opportunities** on local, state and national REALTOR® committees.
16. Discounts on offers like office supplies, gym memberships and fitness coaches, travel rates, and hotel stays.
17. **All other benefits provided by Tennessee REALTORS® and NAR.**

The National Association of REALTORS® membership rules would still be in place. These rules require membership by a broker or owner for an agent in that office to be a REALTOR® member. These rules also require REALTOR® membership by all agents in an office when their broker is a REALTOR®

