

Washington REALTORS®

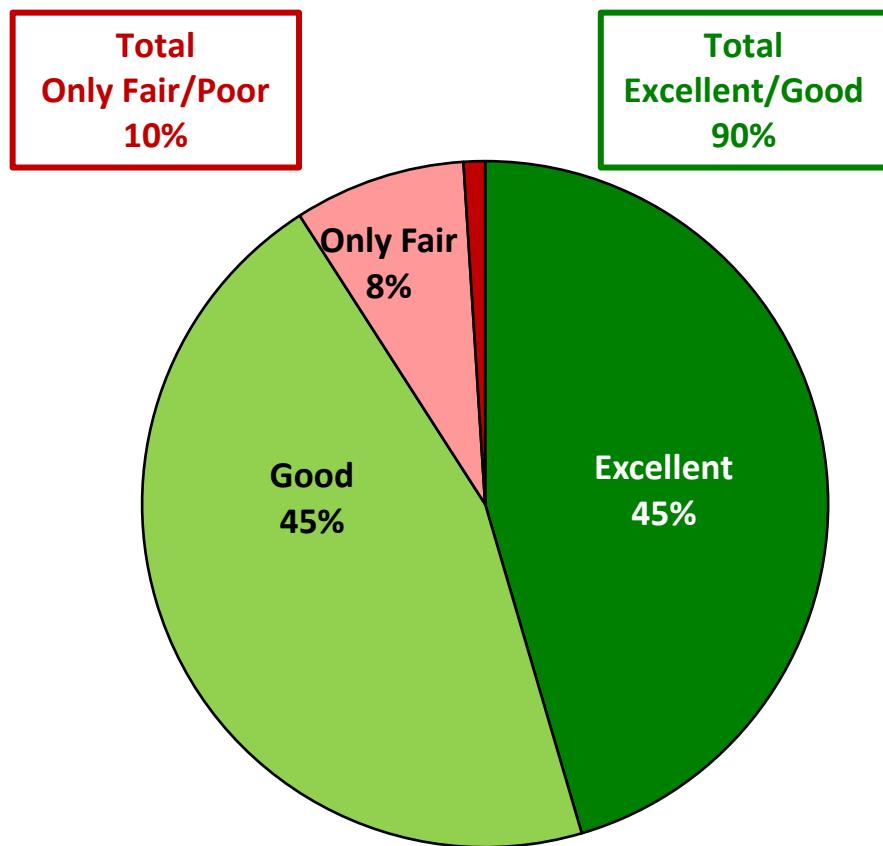
Member Survey – Phone & Online November 2020

American Strategies designed and administered this survey of Washington REALTOR® members. The survey was conducted from November 9-22, 2020. A professional phone bank called all members and interviewed 264. Members were also emailed invitations to participate in the survey online, which 952 completed. Combined, a total of 1,208 members participated. American Strategies weighted the data to an effective sample size of 530 in order to balance the sample on gender, age, geography, partisanship, and race. The overall margin of error is +/- 4.3%. The margin of error for subgroups is larger and varies. Percentage totals may not add up precisely due to rounding

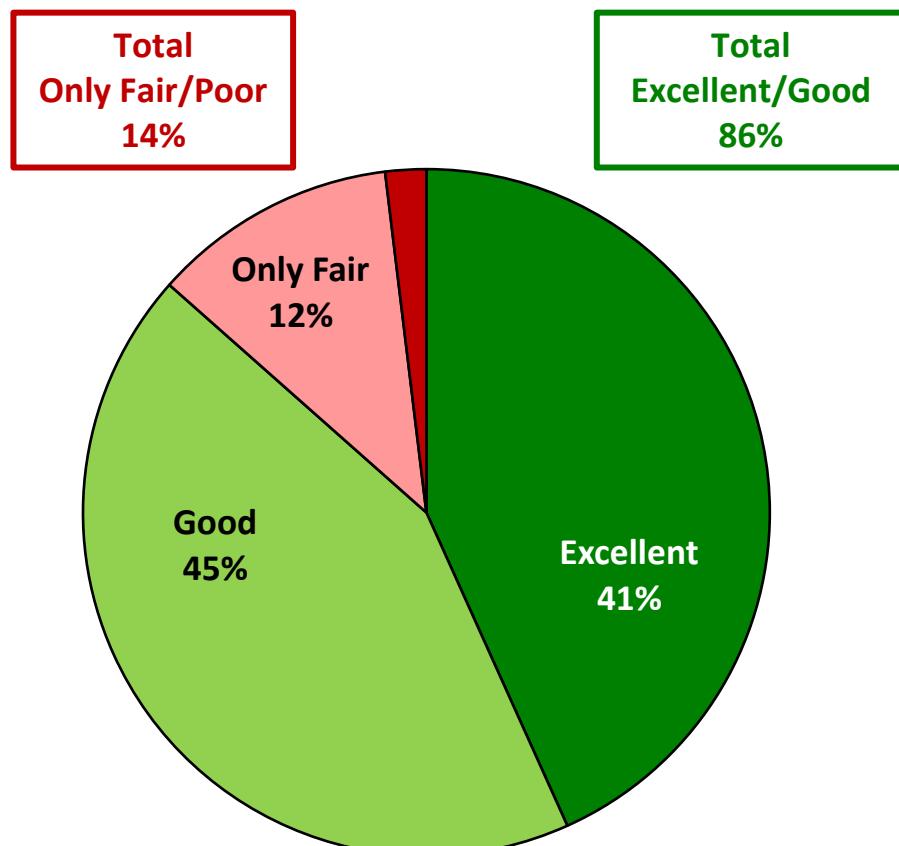


Members Give Washington REALTORS® and Their Local Associations Strong Job Performance Ratings

Washington REALTORS® Job Performance



Local REALTORS® Job Performance

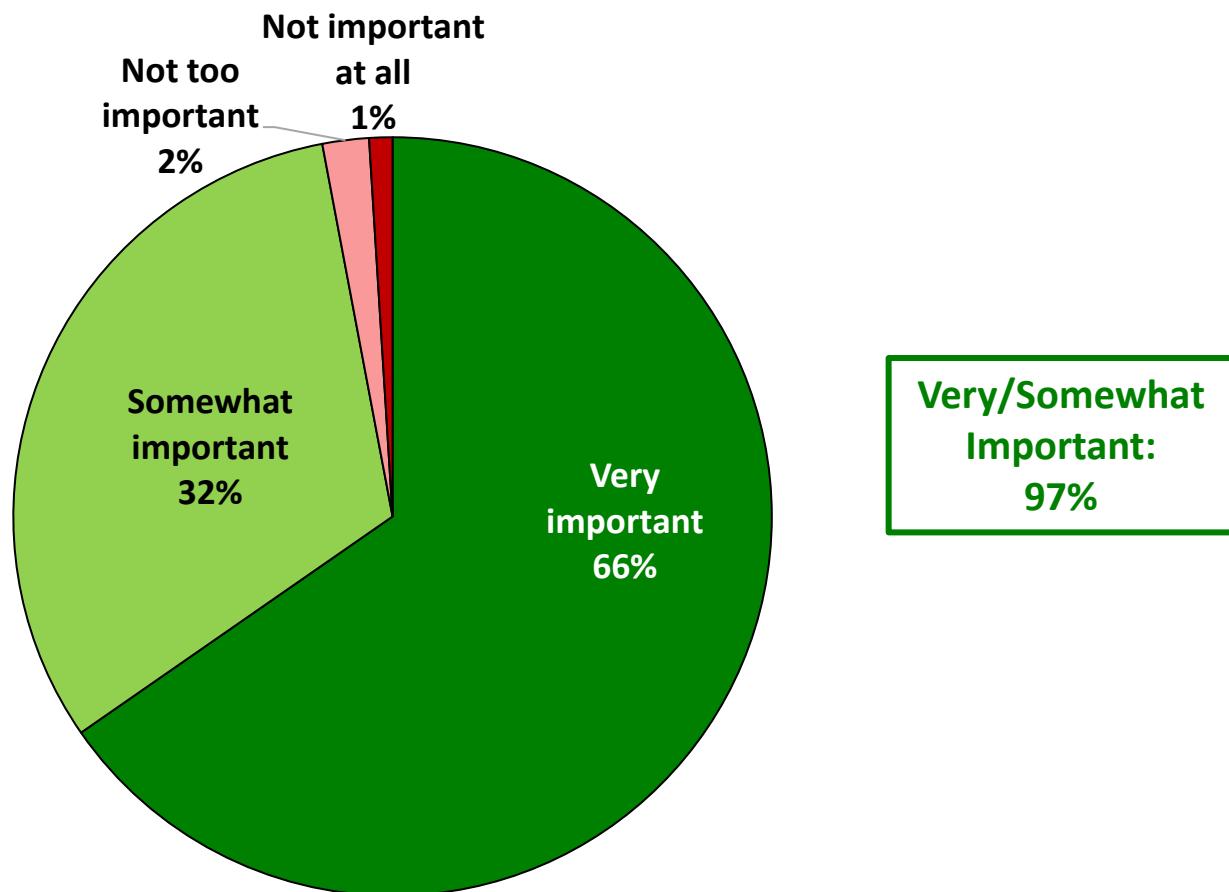


Q.3 Overall, how would you rate the job being done by the Washington REALTORS® -- excellent, good, just fair, or poor?

Q.4 And how would you rate the job being done by your local REALTOR® association – excellent, good, just fair, or poor?

Most Say it is Very Important that Washington REALTORS® Are Involved in Political Issues

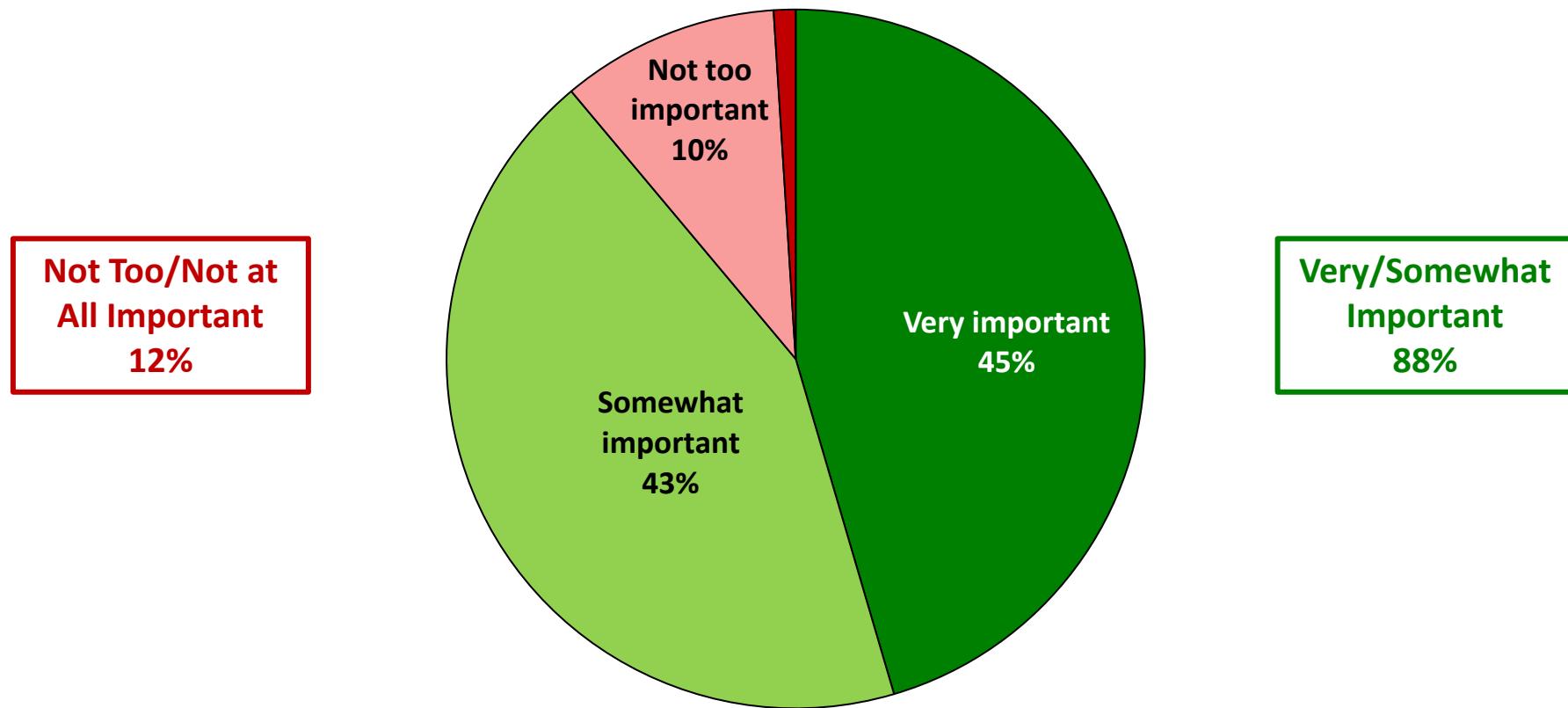
Importance of Involvement in State and Local Legislative and Regulatory Issues



Q.9 How important do you feel it is for Washington REALTORS® to be involved in state and local legislative and regulatory issues? Is it very important, somewhat important, not too important, or not important at all?

Nearly Half of Members Consider a Candidate's Position on Real Estate Issues to be Very Important in Deciding Votes

Importance of Candidate's Position on Real Estate Issues

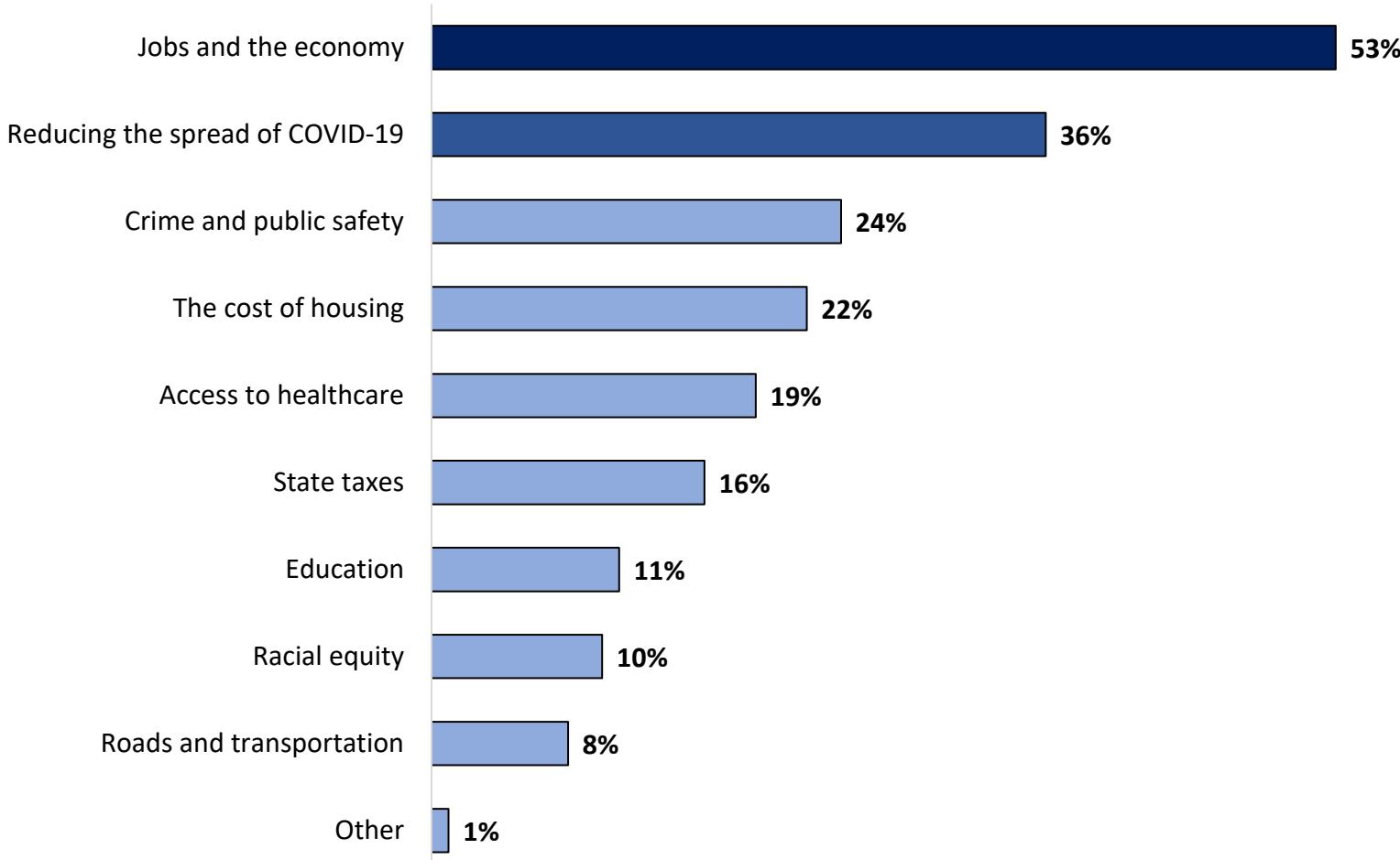


Q.7 When thinking about a political candidate and deciding how to vote, compared to other issues, how important to you is a candidate's position on real estate issues -- very important, somewhat important, not too important, or not important at all?

Jobs and the Economy is Members' Top Priority for the Governor and State Legislature

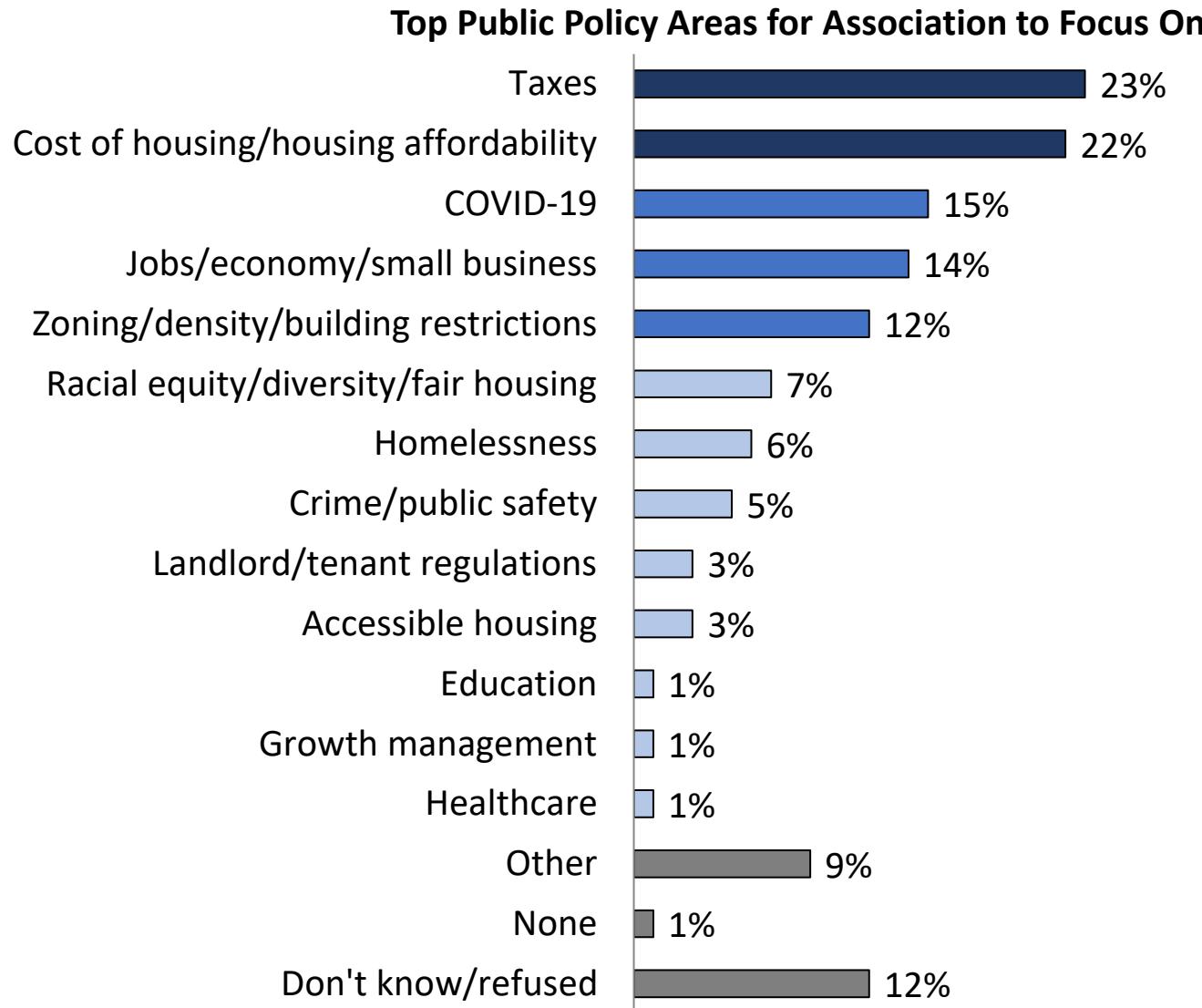
Reducing the spread of COVID-19 is members other top priority for the Governor and state legislature.

Members' Public Policy Priorities for Washington REALTORS®



Q.5 Now thinking about state government. I am going to read you a list of concerns that many people have. Please tell me which TWO of these concerns are most important for the governor and state legislature to focus on.

Members Volunteer Taxes and Housing Affordability As The Top Public Policy Areas that Affect Their Work



Q.10 In your own words, please tell me one or two public policy areas that affect real estate and your job. These should be the top public policy areas you would like your state or local REALTOR® association to focus on.

Supporting Small Businesses and Real Estate Taxes

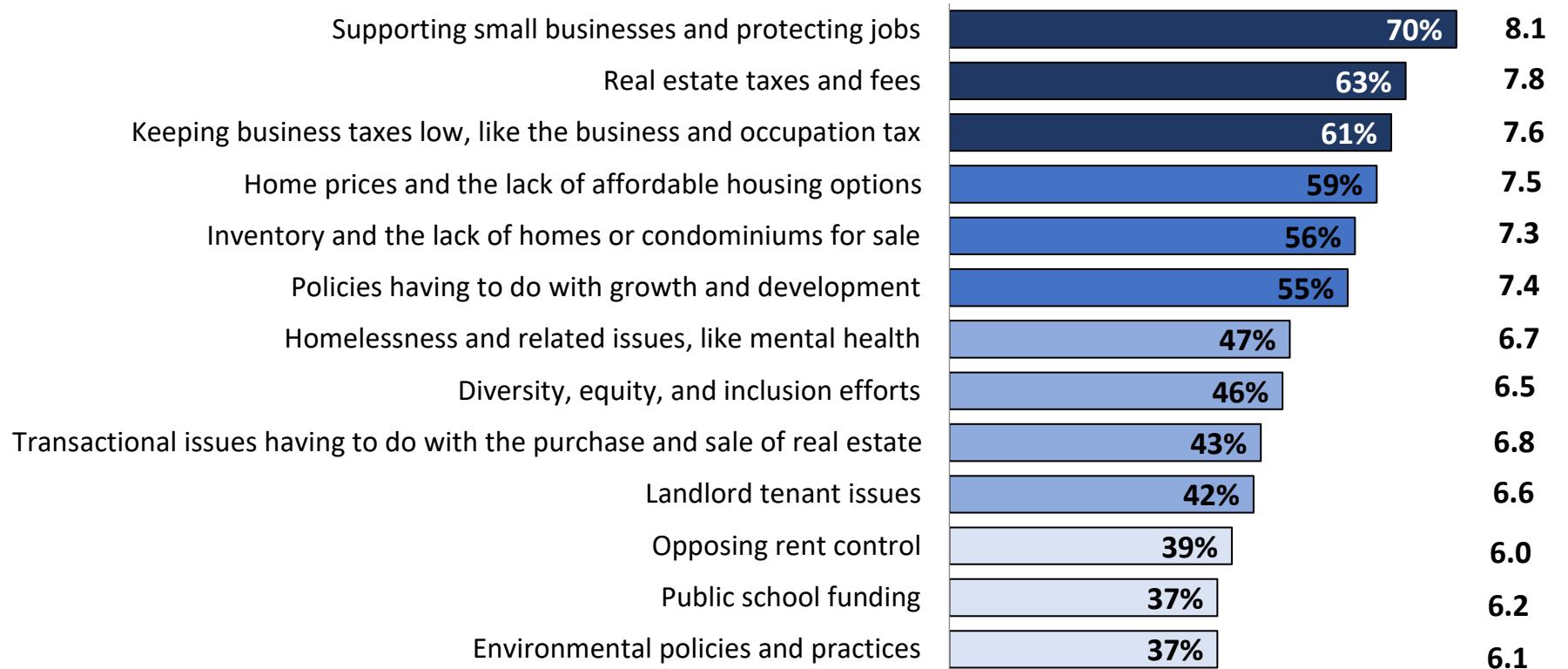
Top List of Member Priorities for the Association

Priority Level for Washington REALTORS®

Policy Issue Areas

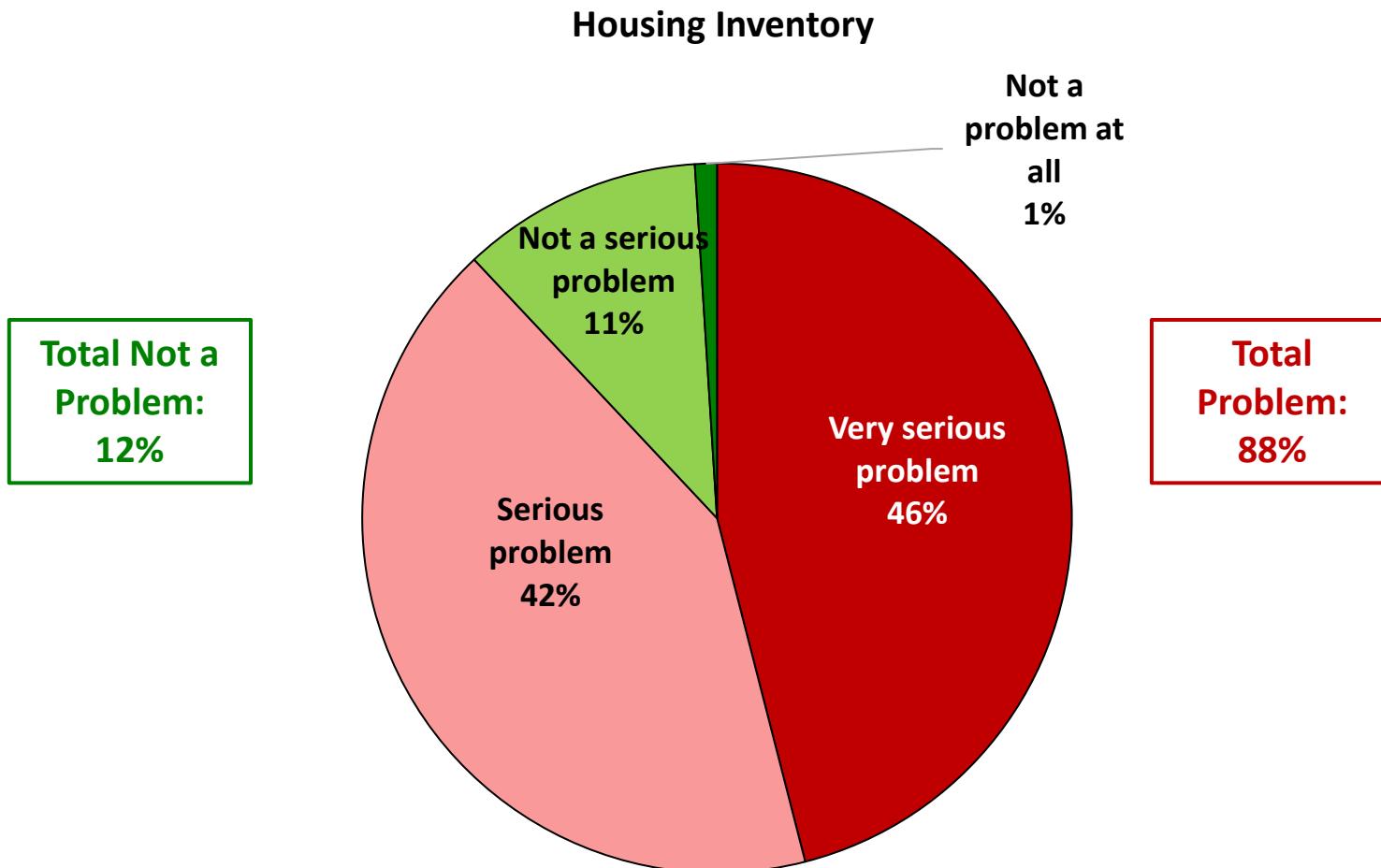
(Rate 8 to 10 on a 10-point scale)

Mean



Q.11 Okay. I am going to read you a list of policy areas in which the Washington REALTORS® have been involved in the past. Moving forward, please tell me how high a priority you think each issue area should be on a scale of zero to ten, with zero meaning the issue is not a priority at all and ten meaning the issue should be the highest priority for Washington REALTORS®. Of course, you can choose any number from zero to ten.

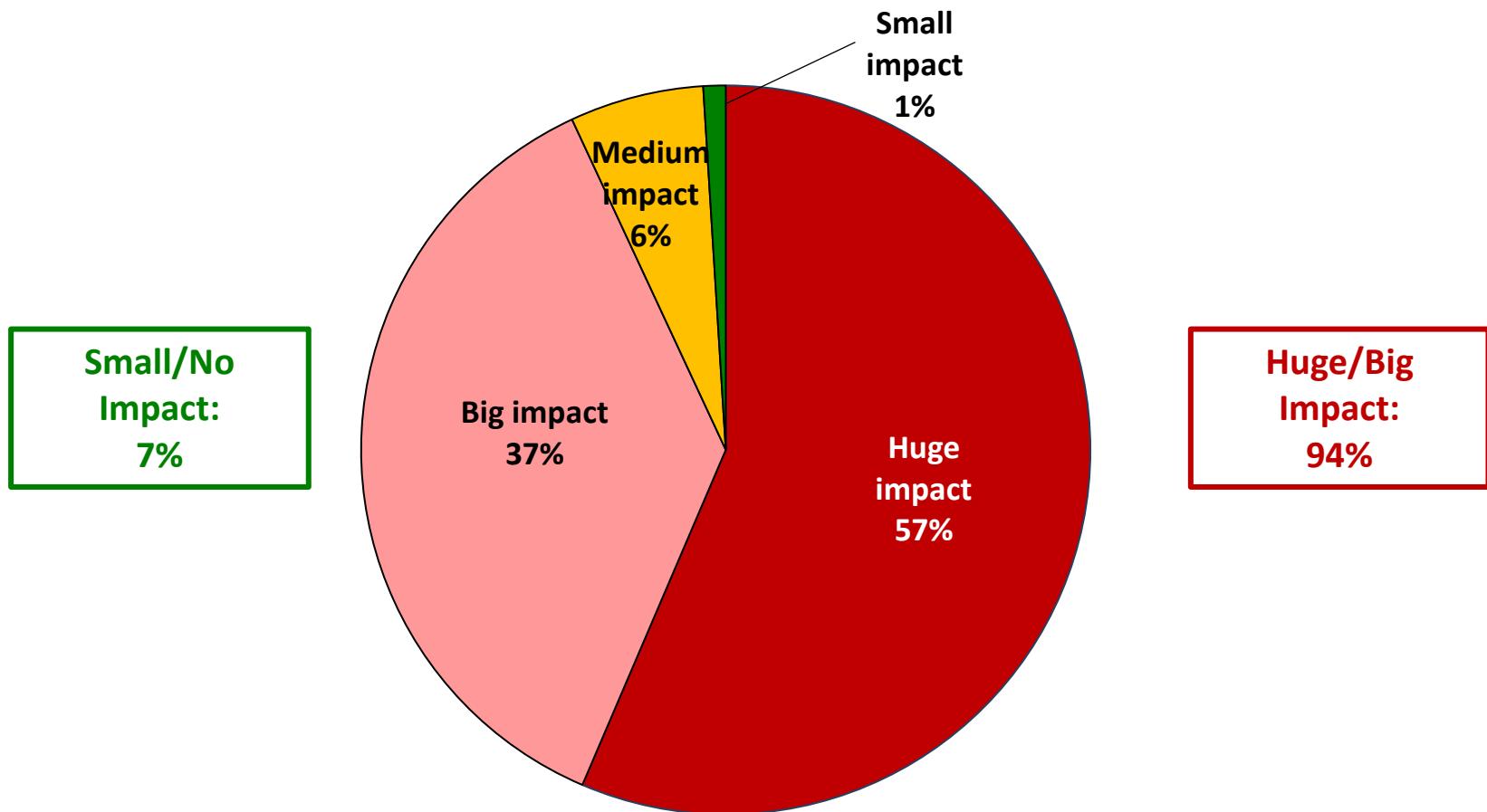
General Consensus: Housing Inventory is a Serious Problem in Washington



Q.12 How much of a problem is housing inventory - the number of homes, condominiums, or apartments that are available to buy or rent - in your part of Washington right now? Is it a very serious problem, a serious problem, not a serious problem, or not a problem at all?

Majority of Members Say Inventory Has a Huge or Big Impact on Housing Prices

Impact of Housing Inventory on Housing Prices



Q.13 How much of an impact does housing inventory have on housing prices in your part of Washington? Does it have a huge impact, a big impact, a medium impact, or a small impact?

Members Back Each of Six Legislative Proposals, Especially Strategies to Increase Homeownership for People of Color

Proposals or Activities that Associations Are Involved In

Working on strategies to increase homeownership among People of Color and reduce the racial wealth gap

Strongly favor Somewhat favor

50%

36%

86%

Advocating for infrastructure improvements that make it easier to walk or bike to work, school or to do errands

34%

48%

82%

Encouraging local jurisdictions to change zoning laws to allow for more dense developments with a greater variety of housing choices

33%

43%

76%

Advocating for environmentally responsible communities that reduce carbon emissions.

32%

40%

72%

Encouraging local jurisdictions to change zoning laws in single family home neighborhoods to allow for more housing choices, like town homes and condominiums.

26%

45%

71%

Working to ease liability restrictions on condominium developments

20%

48%

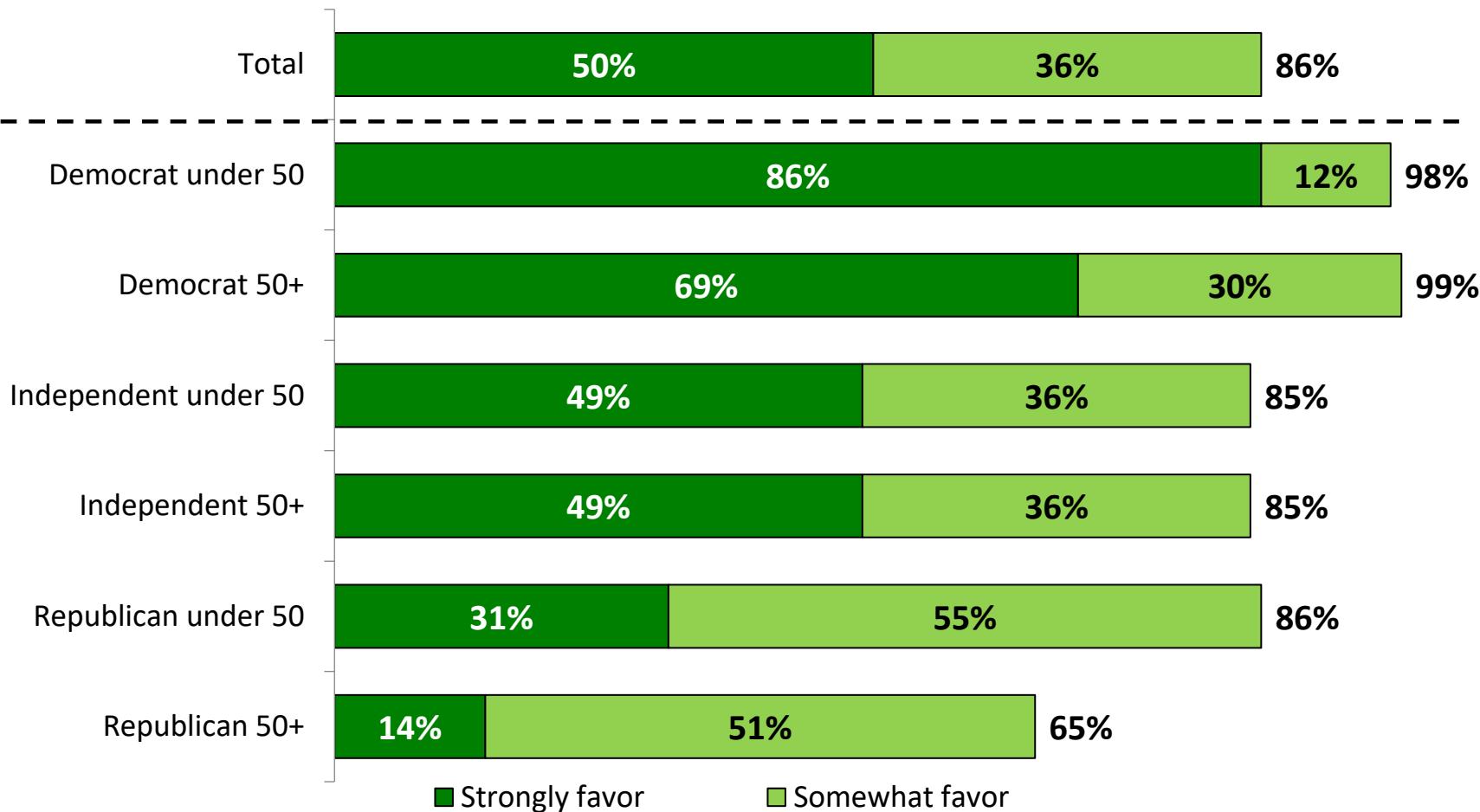
68%

Q.14 Now, let me read you a list of proposals or activities that the Washington REALTORS® and local associations may be involved with. For each please tell me whether you (ROTATE) favor or oppose that proposal.

Support Across Party Lines for Increased Focus on POC Homeownership

Stronger support among Democrats and the young.

Working On Strategies To Increase Homeownership Among People Of Color And Reduce The Racial Wealth Gap By Party/Age

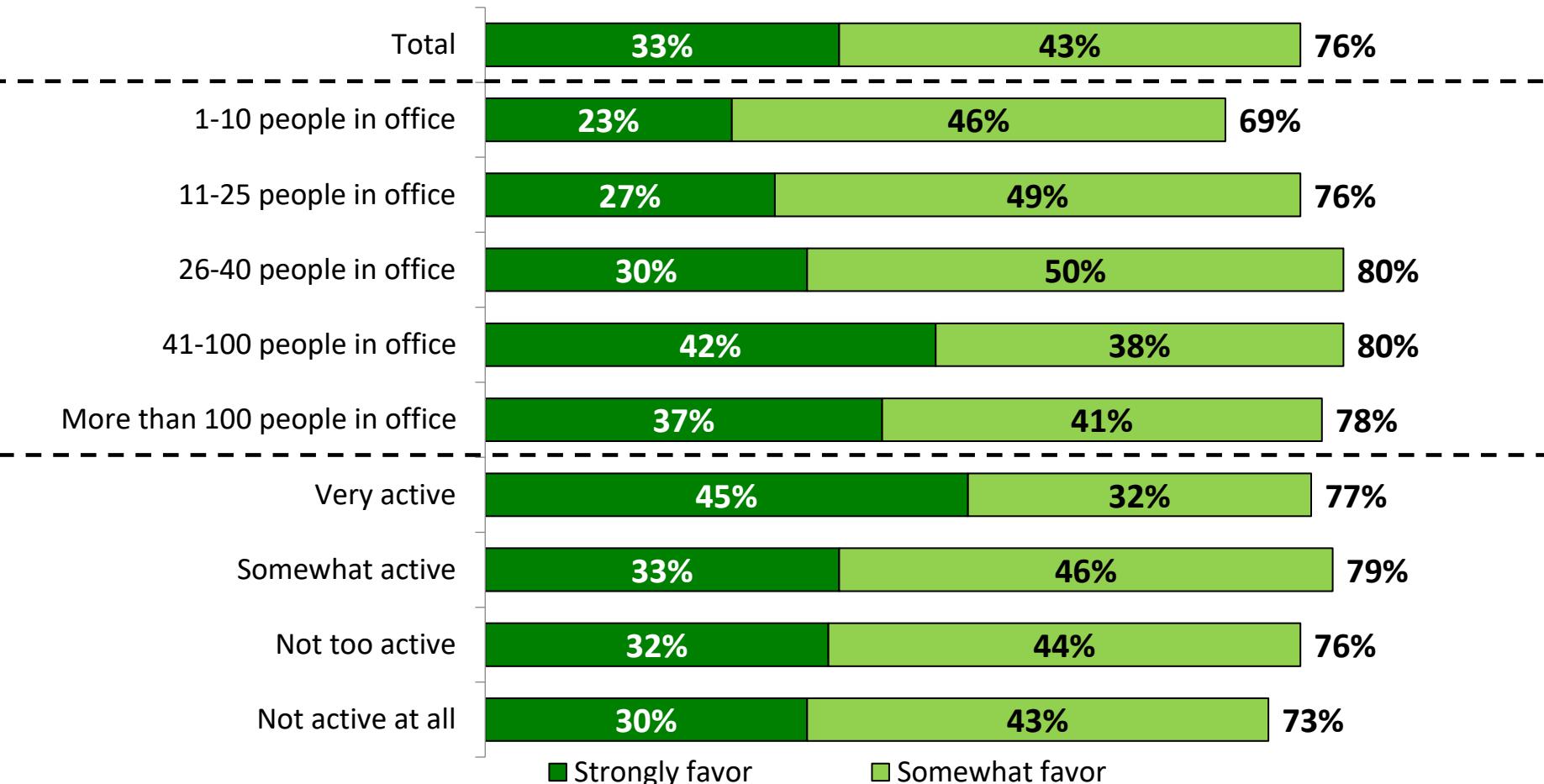


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Members Favor Advocating for More Dense Development, but Little Intensity in their Support

Most active members, those in larger offices more supportive of advocating for greater density.

Change Zoning Laws to Allow to More Dense Development
By Office Size, Level of Activity

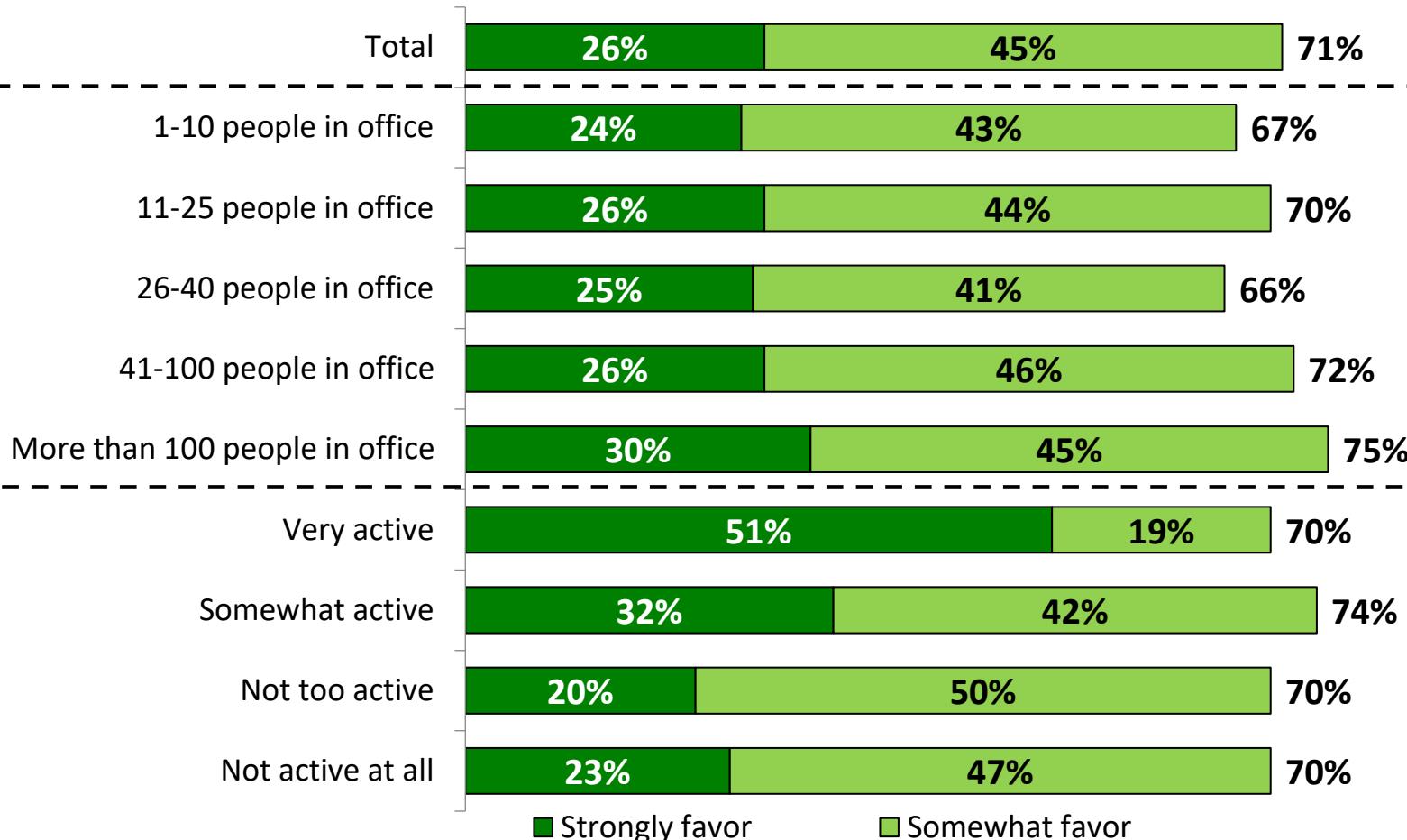


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Soft Support Across Most Groups for Changing Zoning Laws in Single-Family Home Neighborhoods

Most active members, those in larger offices more supportive of updating zoning laws.

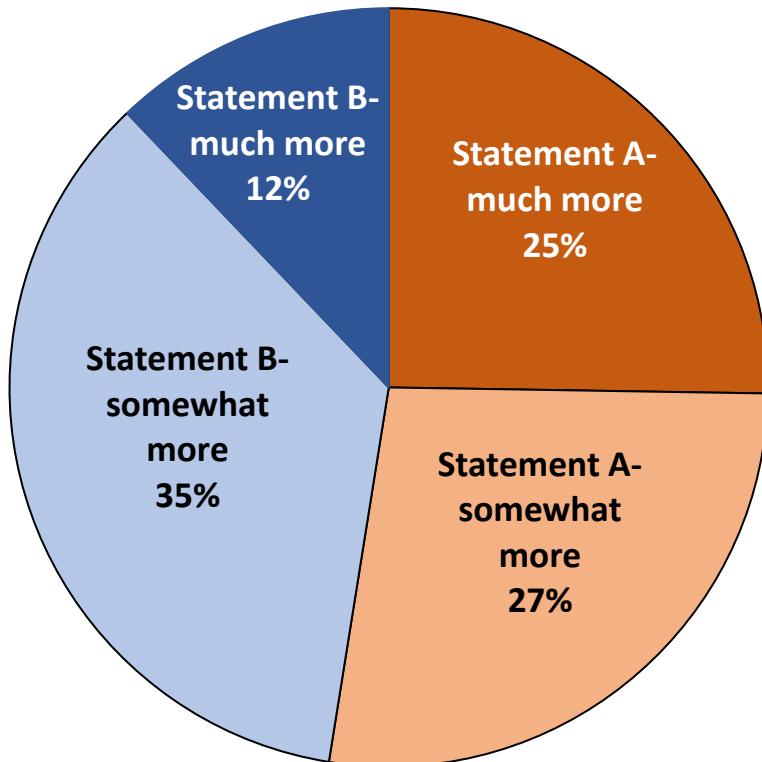
Change Zoning Laws in Single-Family Home Neighborhoods
By Office Size, Level of Activity



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Members are Split on How to Deal with Taxes and Essential Services in Budget Shortfall

Raise Taxes vs. Cut Essential Services



Total Statement B: 47%

With the state facing a massive budget shortfall, the Governor and the state legislature have to protect essential services, even if it means raising taxes.

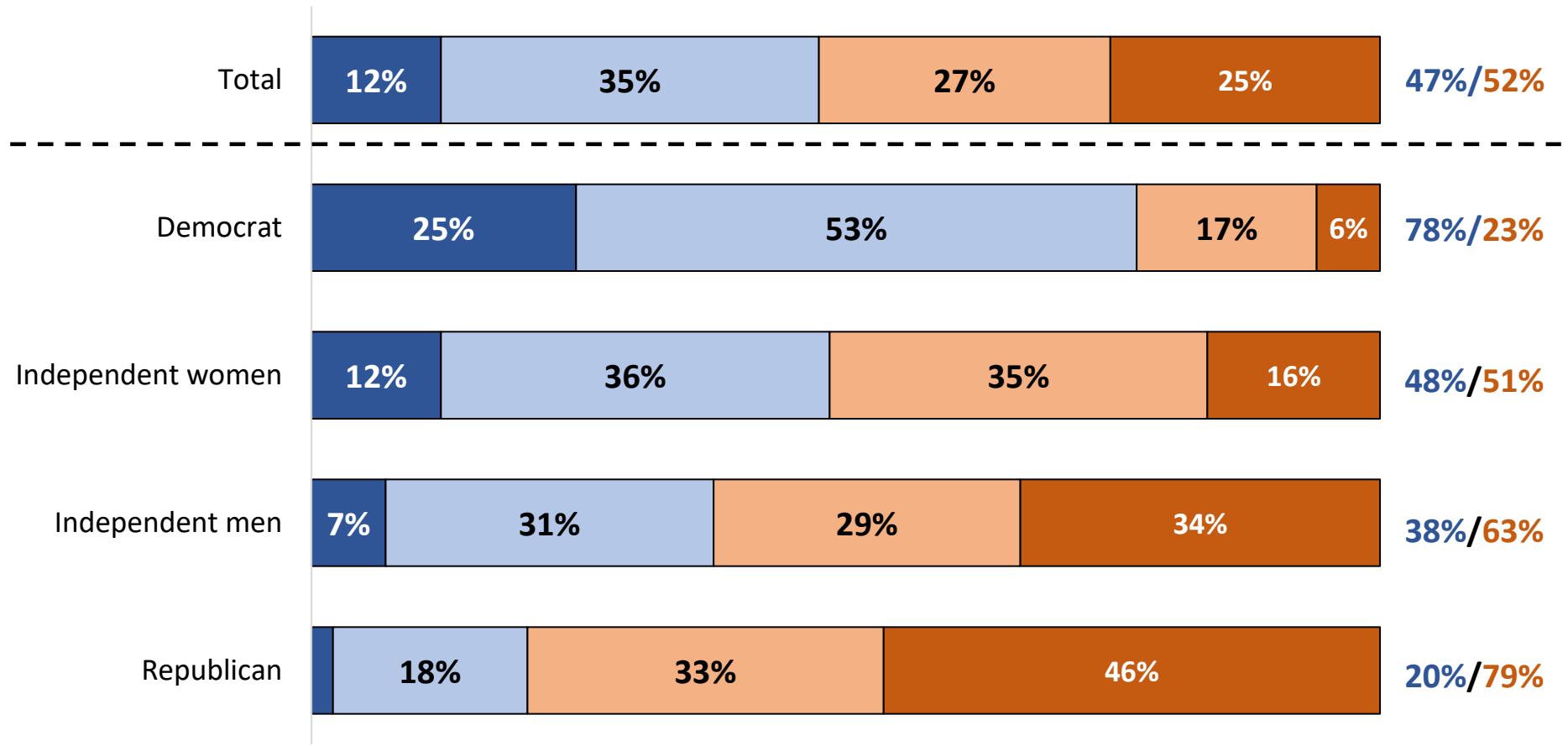
Total Statement A: 52%

In these tough economic times, the last thing the Governor and the state legislature should do is to raise taxes, even if it means cuts to some important services and programs.

Q.18 I am going to read you a pair of statements, and I want you to tell me which statement comes closer to your own view, even if neither is exactly right.... (AFTER STATEMENTS) Which statement, the first or second, comes closer to your own view? (FOLLOW UP) Is that much more or somewhat more?

Opinions Split on Partisan Lines, While Independents Split Further on Gender Lines

Raise Taxes vs. Cut Essential Services by Party/Gender



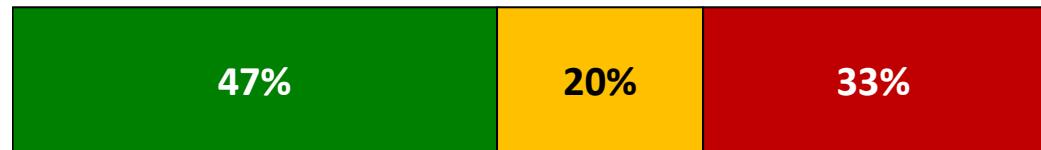
■ Raise taxes - much more ■ Raise taxes - somewhat more ■ Cut services - somewhat more ■ Cut services - much more

Q.18 I am going to read you a pair of statements, and I want you to tell me which statement comes closer to your own view, even if neither is exactly right... (AFTER STATEMENTS) Which statement, the first or second, comes closer to your own view? (FOLLOW UP) Is that much more or somewhat more?

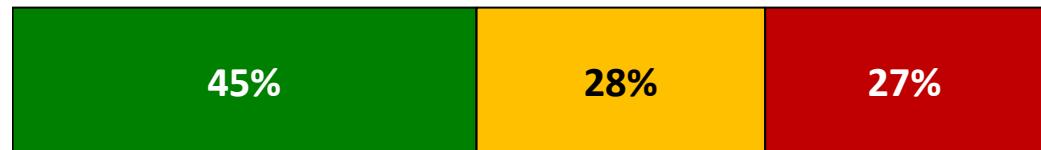
Plurality Support Split Roll Property Tax Proposals, Majority Oppose New Capital Gains Tax

Proposals to Address State Budget Deficit

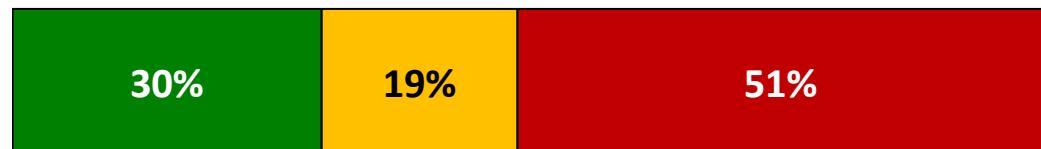
A split roll property tax system, allowing different tax rates for properties worth more than one million dollars



A split roll property tax system, allowing different tax rates for residential and non-residential properties



A new capital gains tax on profits from the sale of investments such as stocks and bonds, precious metals, and collector's items, with exemptions for all types of real estate -- including residential, commercial, and investor owned. .



■ Support

■ Neutral

■ Oppose

Q.15 On another topic... As you may already know, Washington faces a large state budget deficit due to the response to COVID-19. I am going to read you a list of revenue proposals that the Governor and State Legislature are considering to reduce the state budget deficit. For each, please tell me whether you would like the Washington REALTORS® to support, oppose, or remain neutral on that revenue proposal.

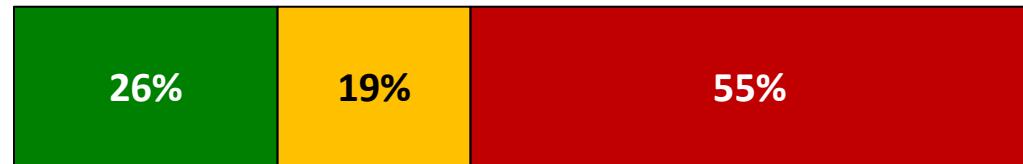
B&O Tax Has Strongest Negative Reaction, While Members Also Oppose New High Earner Payroll and Capital Gains Taxes

Proposals to Address State Budget Deficit

A new statewide payroll tax on high earners, paid by employers for each employee who earns one hundred and fifty thousand dollars or more.



A new capital gains tax on the profits from the sale of investments such as stocks and bonds, precious metals, collector's items, and certain types of real estate, with exemptions for retirement accounts and a homeowner's primary residence.



An increase in the business and occupation tax, also known as the B&O tax



■ Support

■ Neutral

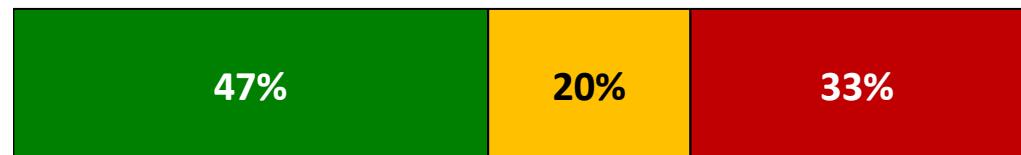
■ Oppose

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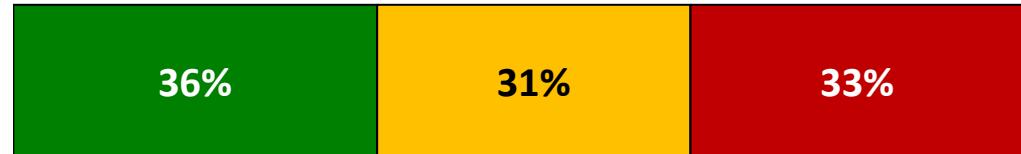
A Plurality Support a New Carbon Tax for Corporations and Fossil Fuel Producers

Proposals to Fund Transportation Infrastructure

A new carbon tax charged to gasoline and diesel fuel producers and other large corporations based on the amount of carbon emissions they produce



A new cap-and-trade plan, where the state auctions off permits for the amount of carbon that fuel producers and other large corporations can burn



An increase in the state gas tax.



■ Support

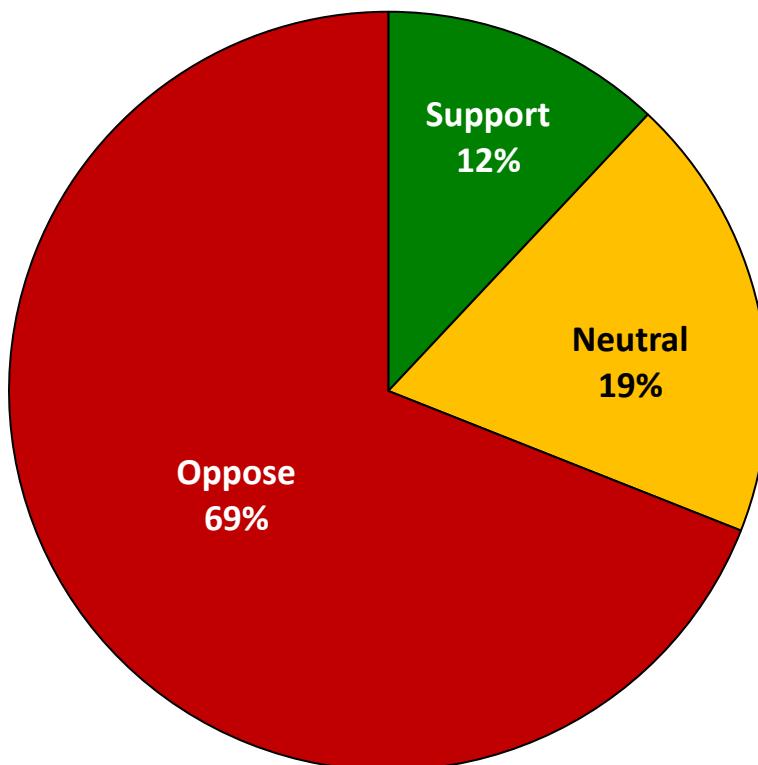
■ Neutral

■ Oppose

Q 16. Next, I am going to read you a list of proposals that the Governor and State Legislature are considering to fund transportation infrastructure. For each, please tell me whether you would like the Washington REALTORS® to support, oppose, or remain neutral on that proposal to fund transportation infrastructure. The first/next proposal is...would you like the Washington REALTORS® to support, oppose, or remain neutral on that proposal to fund transportation infrastructure?

Over Two-Thirds Want REALTORS® to Oppose Mileage Proposal to Fund Transportation Infrastructure

Proposal to Fund Transportation Infrastructure



Q.17 As you may know, revenue from the state gas tax has been declining over the last 20 years and the legislature is looking at new funding sources to build and repair transportation infrastructure. One proposal is to charge a small fee for every mile drivers in Washington State drive. Would you like the Washington REALTORS® to support, oppose, or remain neutral on this proposal to fund transportation infrastructure?

Washington REALTORS®

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