



# TEXAS ASSOCIATION OF REALTORS®

The Texas Association of REALTORS®, founded in 1920, is composed of over 107,000 Texas REALTORS® making it the largest and most powerful professional membership association in Texas. Here are a few interesting facts about the association:

## GENERAL INFORMATION

- The annual budget for the Texas Association of REALTORS® is over \$20 million.
- There are over 70 employees, including 6 field reps who serve Texas REALTORS® throughout the state.
- In 1920, the association began with the action of 89 attendees to the first convention, who officially formed the Texas Association of Real Estate Boards. Dues were set at \$2 per year.
- Today, there are over 114,000 total members, with 107,000 REALTOR® members. The number of REALTOR® members in Texas grew 23% from 2013 to 2016.
- More than 1/3 of REALTOR® members have joined the association in the last 3 years.
- About 55% of Texas REALTORS® are women.
- Over 80% of real estate licensees are Texas REALTORS®.
- The Texas Association of REALTORS® sends over 1.2 million emails a month to keep Texas REALTORS® up to date on the latest information and happenings.

## YOUR BUILDING

- Construction on your building began in 1989, and doors were officially opened in 1991. The building is fully owned by Texas REALTORS® — the mortgage was paid off in 2003.
- Operating costs approach \$600,000 annually.
- The building has 39,164 square feet; 43% is leased to three tenants. The Independent Insurance Agents of Texas, which occupies the majority of the first floor, has been a tenant since the building opened.

# FACT SHEET

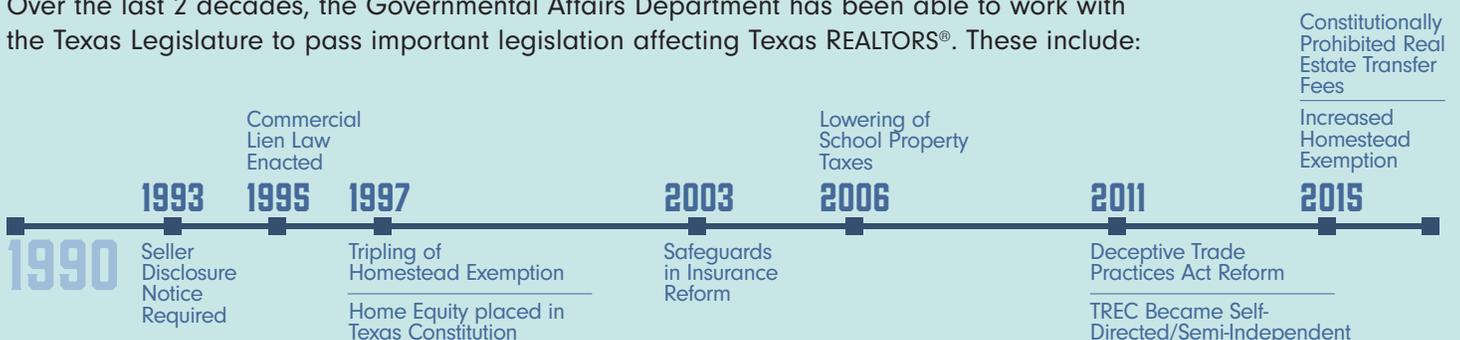


## LEGAL

- Seven staff attorneys fielded 25,525 Legal Hotline calls in 2016. That's more than 100 per day and 3,646 per attorney.
- Since 1995, the Legal Hotline has taken over 271,000 calls from Texas REALTORS®.

## GOVERNMENTAL AFFAIRS

Over the last 2 decades, the Governmental Affairs Department has been able to work with the Texas Legislature to pass important legislation affecting Texas REALTORS®. These include:



## TREPAC

- TREPAC saves a Texas REALTOR® with an annual sales volume of \$1.5 million an average of \$8,125 a year.
- TREPAC was created in 1972. That year, 923 Texas REALTORS® invested a total of \$17,250.
- In 2000, TREPAC surpassed the million-dollar mark.
- Today, Texas REALTORS® invest more than \$4.7 million annually in TREPAC.
- TREPAC has 1,007 Major Investors (\$1,000 or more annually), 67 Golden Rs (\$5,000 or more annually), and 79 Hall of Fame members (\$25,000 total cumulative investment).
- Texas has more Hall of Fame members than any other state.

## MARKETING AND COMMUNICATIONS

- The earliest Texas REALTOR® magazine on file was published in 1936.
- The current circulation of Texas REALTOR® magazine is over 100,000 copies. Ten issues are published each year with a net cost of 20 cents a member per issue. That's \$2 per year per member.
- The Texas Association of REALTORS® spends nearly \$900,000 annually marketing the value of using a Texas REALTOR® to consumers and enhancing the image and professionalism of the industry.
- In 2016, Texas REALTORS® saved more than \$173,000 through the OfficeMax/Office Depot member benefit program alone. There are 20 member benefit partners offering discounts of at least 15% to Texas REALTORS®.

## PROFESSIONAL STANDARDS

- The Texas Association of REALTORS® provides professional standards services statewide, processing ethics complaints and providing arbitration and ombudsman services.
- The association processes over 600 member and consumer complaints and inquiries annually.
- Around 60% of complaints are resolved through the Ombudsman Program.

## PROFESSIONAL DEVELOPMENT

- 41,310 Texas REALTORS® attended 3,500 education classes hosted by the Texas Association of REALTORS® in 2016, averaging 13.8 classes and 163 students per work day.
- GRI is the most prevalent designation among Texas REALTORS®. There are 9,693 active Texas REALTORS® who have earned the GRI, more than in any other state.
- The Texas REALTOR® Leadership Program is in its 14<sup>th</sup> year, with more than 2,000 graduates.

## TEXAS REALTORS® CONFERENCE

- The first Texas REALTOR® convention was held in 1920 at the Gunter Hotel in San Antonio and was attended by 89 delegates. The total cost to put on that convention was \$677.50. Today, the Texas REALTORS® Conference and Trade Expo attracts over 1,600 attendees per year.
- The annual trade show features 160 vendors showcasing the latest real estate products and services.