

Texas REALTORS®, founded in 1920, is composed of over 120,000 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 Texas REALTORS® is over \$22 million.
- There are over 70 employees, including 6 field reps, who serve Texas REALTORS® throughout the state.
- In 1920, the association began when attendees from 7 Texas cities gathered in Dallas to officially form the Texas Association of Real Estate Boards.
- Dues the first year were set at \$2.
- Today, there are over 128,000 total members, with over 120,000 REALTORS®. The number of REALTORS® in Texas grew 33% from 2014 to 2018.
- More than 1/3 of REALTORS® have joined the association in the last 3 years.
- About 63% of Texas REALTORS® are women.
- Over 80% of real estate licensees are Texas REALTORS®.

## 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.

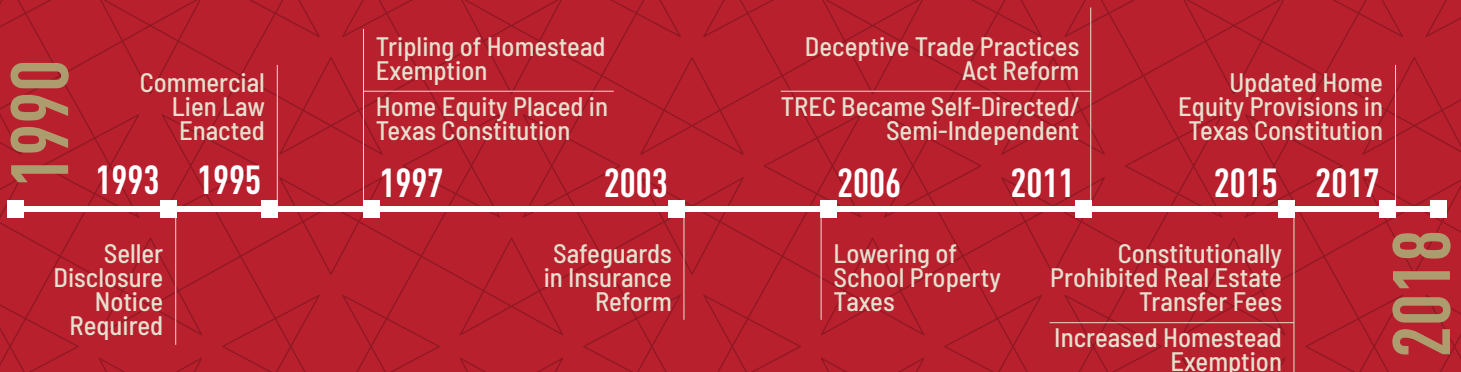
# FACT SHEET

## LEGAL

- Seven staff attorneys fielded over 23,000 Legal Hotline calls in 2018. That's around 100 per day and over 3,200 per attorney.
- Since 1995, the Legal Hotline has taken over 290,000 calls from Texas REALTORS®.

## GOVERNMENTAL AFFAIRS

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



## TREPAC

- TREPAC could save 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 \$5.4 million annually in TREPAC. 50% of Texas REALTORS® invested in TREPAC in 2018.
- TREPAC has 1,074 Major Investors (\$1,000 or more annually), including 81 Golden Rs (\$5,000 or more annually), 17 Platinum Rs (\$10,000 or more annually), and 99 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.
- Texas 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.
- Over the past few years, Texas REALTORS® have saved hundreds of thousands of dollars through the OfficeMax/Office Depot member benefit program alone. This is just one of the 21 member benefit partners offering discounts of at least 15% to Texas REALTORS®.
- Texas REALTORS® sends over 1.2 million emails a month to keep members up to date on the latest information and happenings.

## PROFESSIONAL STANDARDS

- Texas 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 50% of complaints are resolved through the Ombudsman Program.

## PROFESSIONAL DEVELOPMENT

- 42,906 members attended 4,870 education classes hosted by Texas REALTORS® in 2018, averaging 18.7 classes and 165 students per work day.
- GRI is the most prevalent designation among members. There are 10,714 active members who have earned the GRI, more than in any other state.
- The Texas REALTORS® Leadership Program is in its 15<sup>th</sup> year, with 1,907 graduates.

## TEXAS REALTORS® CONFERENCE

- The first Texas REALTORS® 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.