

NYSAR Lobby Day 2021 Legislative Talking Points

This packet outlines the key issues and “Talking Points” to cover in your meetings with your state legislators. There is an overview of each bill along with the reasons why NYSAR supports that particular bill or issue. REALTORS® should speak about these key issues in addition to any local matters you want to raise with your legislators.

NYSAR Supports the following:

Remove Telemarketing Restrictions on Real Estate Licensees

Page 2 (A.6756-Assm. Cusick) Allows licensed real estate professionals with the opportunity to provide services and information to the public, including telemarketing services, that are normally provided while not within a state of emergency.

Strengthen Fair Housing Laws in New York State

Page 3 (S.2846-Sen. Kavanagh/A.5856-Assm. Lavine), (S.2874-Sen. Kavanagh/A.1623-Assm. Perry), (S.1449-Sen. Sanders/A.6510-Assm. Walker) Ensures fairness and transparency in the cooperative housing purchase process and combat illegal discrimination.

Page 5 (S.112-Sen. Kaplan/A.4665-Assm. Sillitti) Creates a statewide fair housing testing program to root out illegal housing discrimination.

Page 6 (S.2133-A-Sen. Skoufis/A.5363-Assm. Jean-Pierre) Adds an additional \$30 surcharge to the license fee for real estate brokers and an additional \$10 surcharge to the license fee for real estate salespersons to be used for statewide fair housing testing efforts.

Page 7 (S.538-B-Sen. Kaplan/A.4638-A-Assm. Sillitti) Adds 2 hrs. of “implicit bias” education within the 22.5 hours CE requirement for license renewal.

Page 8 (S.5982-Sen. Skoufis) Increases the total number of hours required to obtain a real estate broker’s license from 120 to 150 hours, increases the number of consecutive years licensed as a real estate agent prior to becoming a broker from 2 years to 5 years, and increases the number of fair housing course hours in a salesperson’s qualifying course from 4 hours to 6 hours.

Expanding Access to Affordable Housing

Page 9 NYSAR strongly supports legislative efforts to increase homeownership in New York State and provide more affordable rental housing through new construction, the implementation of new zoning measures, and additional tax incentives. Across New York State, demand for housing is far outpacing supply resulting in ever increasing valuations and many buyers are being priced out of the market.

NYSAR Opposes the following:

Page 10 (S.3082-Sen. Salazar/A.5573-Assm. Hunter) To impose a statewide “good cause” eviction standard on rental housing with rent control measures.

NYSAR Supports Removing Telemarketing Restrictions on Real Estate Licensees

Bill Number: Pending in the Senate/A.6756 (Cusick)

Bill Sponsors: *Assemblymember* Michael Cusick

Bill Status: Assembly Consumer Affairs and Protection Committee
Pending in the Senate

Overview:

NYSAR supports legislation that would clarify that real estate professionals licensed by the State of New York may continue certain business activities during a state of emergency including telemarketing sales calls. Right now, real estate licensees may not make any unsolicited phone calls to a member of the public during a State of Emergency.

What to ask from your Senator and Assemblymember during your meeting:

Please ask lawmakers to consider supporting the bill and signing on as a sponsor.

Why NYSAR supports the bill:

New York State recognizes the importance of a vibrant and open real estate market and as such was classified as an essential activity early in the Covid-19 pandemic. Unfortunately, the pandemic has presented New Yorkers seeking to buy or sell real estate with many challenges. Among those are current restrictions in place on licensees' abilities to communicate with potential clients.

New York is currently facing a housing shortage that has only been exacerbated by the pandemic. Current law diminishes New York's real estate licensee's ability to fully service their buyer clients in their search for a home as the licensee cannot contact current homeowners that may be willing to consider selling their property. Absent the pandemic, real estate licensees would also be able to market properties to potential buyers. Allowing licensees to communicate with potential sellers will also result in more housing inventory on the market, which is severely lacking right now.

This legislation will allow licensed real estate professionals with the opportunity to provide services and information to the public that are normally provided while not within a state of emergency. This includes providing critical information on home values, potential buyers, and their local real estate market.