As a small business owner, I need someone looking out for me and my interests while I'm focusing on serving my clients.

## **BECAUSE OF REALTORS<sup>®</sup>:**

- I save \$100s each year on state B&O business taxes.
- I was able to continue my real estate practice and close my transactions 2 days after COVID shut down other businesses in 2020.
- My sellers pay less in REET for homes sold at less than \$1 million.
- All real estate sales are exempt from the new 7% State Capital Gains Tax.
- My independent contractor status is protected from the intrusion of national banks into real estate brokerage.
- My sellers can promote their listings with a reasonable number of signs.
- I can protect my sellers from added costs and delays like energy audits mandated at the point of sale.
- Washington State leads the nation in real estate compensation transparency, protecting my future.
- Fair Housing education is now required in Washington State, protecting all classes of buyers from discrimination.
- Policy makers, builders, and brokers can plan, build, and sell greatly needed middle housing throughout the region.
- Cities and counties are working on zoning laws that will increase the future inventory of affordable housing that my clients need.

REALTORS<sup>®</sup> are our industry's best, most ethical professionals, working together to make things better for all of us.

