



GOVERNMENTAL AFFAIRS AND RPAC PROTECT YOUR PROFITABILITY: YOUR REALTOR® MEMBERSHIP WORKING FOR YOU

Your investment in RPAC and the association’s involvement in governmental affairs save the average Kansas REALTOR® at least **\$23,113.92 per year** in lost commission income. As a result, your investment in RPAC and your REALTOR® membership works for you and directly increases the profitability of your business.

Protecting Your Real Estate Commissions:

With your help, we have defeated many attempts to impose a sales tax on services, such as your real estate commissions. If passed, a sales tax on services would take an average of 7.3% off the top of each of your real estate commissions!**\$2,312.12 in lost commission income per year**

Average Sales Price in 2010	=	\$157,108.00
7.3% Sales Tax per Transaction	=	\$688.13
Total Transactions in 2010	=	28,062
2010 Sales per Member	=	3.36
Total Sales Tax Paid if Enacted Per Member	=	\$2,312.12

Preventing a Transfer Tax on Real Estate:

With your help, we have also defeated any efforts to impose a transfer tax on the sale of real estate. A transfer tax would impose an average 7.3% tax on each home sale. This would increase the cost of housing and shut many of your potential clients out of the market, which would result in many lost home sales per year!**\$8,453.11 in lost commission income per year**

Number of Transactions After 18.6% Reduction in Home Sales	=	22,842
New Number of Sales per Member after Transfer Tax	=	2.74
Average Sales Price After 10.1% Reduction in Sales Price	=	\$141,240.00
Difference between Average Commission Income before and after Transfer Tax	=	\$8,453.11

Opposing Efforts to Restrict Mortgage Credit Availability to Home Buyers:

With your investment, we have successfully opposed efforts to restrict the availability of mortgage credit to home buyers who cannot afford to make a minimum 20% down payment on a home purchase. This would increase the cost of housing and again shut up to 39% of your potential clients out of the market, which would result in many lost home sales per year!**\$12,348.69 in lost commission income per year**

Number of Transactions After 39.0% Reduction in Home Sales	=	17,118
New Number of Sales per Member after Transfer Tax	=	2.05
Difference between Average Commission Income before and after Transfer Tax	=	\$12,348.69