



# TRAINING TIP OF THE WEEK

## TALKING POINTS - 2019 REALTOR® DAY

### REALTOR® DAY ISSUE #1 – Affordable Housing Modifications

Senate Bill 34, 3<sup>rd</sup> substitute

UAR Position: Support

The Utah Association of REALTORS® supports Senate Bill 34, which requires Utah cities to plan for affordable housing in their communities. The bill would contribute \$20 million initially and \$4 million each year to provide low-interest lending for affordable residential construction. It also requires cities to implement at least three of 25 affordable housing strategies, including allowing mother-in-law apartments and encouraging construction of high-density housing near transit lines and corridors.

We support this bill because everyone should have the opportunity to live in safe and decent housing. We can achieve this goal by promoting an environment that fosters an ample supply of affordable housing.

### REALTOR® DAY ISSUE #2 – Sales Tax on Services

UAR Position: Oppose

The Utah Association of REALTORS® opposes a proposal that would place a new sales tax on services, including all services associated with new home construction and real estate transactions. The UAR opposes this bill because:

**It hurts housing affordability.** Utah is already having trouble providing affordable housing for its citizens. With the addition of a sales tax on services, even more homebuyers would be priced out. In the new construction market alone, a 2 percent sales tax on services would price out more than 10,000 homebuyers who would otherwise qualify to buy a home.

**It hurts small businesses.** The cost of compliance for small-business owners is too high. Many brokerages are made up of only one or two people, making it difficult for them to collect and remit taxes without an enormous cost to their business.

**It hurts the economy.** When taxes go up, consumers buy less. By adding a sales tax on all the services associated with a real estate transaction, we limit Utahns' ability to buy homes. When this happens, it doesn't just affect the homebuyer: it affects the entire economy.

**Real estate is already taxed.** Real estate is already doing its fair share to support government services through the property tax. Those involved in real estate not only pay sales tax and income tax, but they also pay property tax. No other sector of the economy has a targeted tax on it like real estate.

### REALTOR® DAY ISSUE #3 – Controlled Business in Title Insurance Repeal

Senate Bill 121

UAR Position: Support

The Utah Association of REALTORS® supports Senate Bill 121 because the bill will increase competition and choice in the marketplace for title insurance, thus providing a better consumer experience.

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