

The Real Story on Real Estate



Undermining the Intent of Gramm-Leach-Bliley

“Legislative attempts to stymie the rulemaking process are counterproductive and undermine the future of any legislation that relies on the expert judgment of regulators. Until the Fed and Treasury complete their work, legislation seeking to prevent them from acting is contrary to the intent of Gramm-Leach-Bliley....Congress should not pass legislation only to challenge its concepts once it is sent to the agencies for implementation.”

—House Financial Services Committee Chairman
Michael G. Oxley. (R-Ohio), Jan. 23, 2003.

Many in the Real Estate Industry Oppose NAR Campaign

“Both RESPRO® and The Realty Alliance [whose members in the real estate brokerage business together have closed over 1 million real estate transactions, utilizing over 300,000 sales associates in over 50,000 offices nationwide]... support the 2001 proposal by the Federal Reserve Board (Fed) and Treasury Department to allow financial holding companies and national bank subsidiaries into the real estate brokerage and related businesses.... All available evidence shows that homebuyers like one-stop shopping.... I can assure you that the vast majority of RESPRO® and Realty Alliance members favor open competition and believe that banks should be able to compete with us in our primary business in the same way we compete with them in the mortgage and other settlement service businesses.”

—Testimony of Howard W. Hanna, III, President & CEO, Howard Hanna Real Estate Services, Pittsburgh, Pa. Senate Subcommittee on Financial Institutions, May 23, 2002.

NAR Director Resigns In Protest to Campaign

“With NAR’s chosen course of action over such a complicated issue as expansion of banks’ powers, your leadership team has alienated many members who see the situation differently.... Many sincerely believe that a trade association should not pursue this path of blatant protectionism. It is self-preserving, doomed to failure, will weaken the industry and ultimately the association’s credibility.”

—Letter of resignation to Martin Edwards, NAR President, from
Patrick M. Grabill, NAR Director and CEO, Coldwell Banker King
Thompson, Dublin, Ohio, May 28, 2002.

Homeowners Group Opposes NAR, Supports Consumers

“From the consumer perspective there are significant potential benefits of such a policy.... AHGA believes that consumers will benefit if banking organizations are involved in real estate brokerage and urges Congress to support the entry of banks into this market.”

—Submitted testimony, American Homeowners Grassroots Alliance.
Senate Banking Subcommittee on Financial Institutions, May 23, 2002.

You’ve heard one version of this issue through the National Association of Realtors’ ad campaign. We thought you would like to hear the real story—from the Chairman of the Financial Services Committee, leaders of the real estate industry and a homeowner advocacy group.

Oppose HR 111 and S 98.

They’re protectionist and anti-competitive.

AMERICAN BANKERS ASSOCIATION

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Oppose HR 111 and S 98.