

Strategic Planning & Finance Committee report - Indian Wells 2023
Steve Delmartini

See the link for the four motions that were passed on February 8th and approved during the Board of Directors meeting with no changes. Three Realtor Action Fund and one Housing Affordability Fund motions.

Other news:

1. A new forum was introduced for these meetings "Broker Idea Exchange Forum". It was fairly well attended (estimate over 100 participants). Many ideas were exchanged. Some insufficiencies will be addressed such as the back of the room couldn't hear very well. Overall for a new forum, it went pretty well.
2. REBS (real estate business services) is doing fine even with the real estate shift. There are about 25 partner programs now. Zip forms for instance, Zip Forms has about 191,000 users which is down about 3%. There are now 8 home warranty companies in the RPA drop-down. Fortress Wildfire Insurance a company CAR has invested is starting to grow its hold in California by expanding/writing wildfire coverage.
3. Strong possibility that our annual dues will be adjusted on an annual CPI increase vs. waiting 20 years and then increase substantially. That could be around 5-6% per year increase depending on the year. Could be less could be more.
4. Realtor members will fall about 5% to around 213,000 members from just over 220,000 members.
5. It is estimated that about 75% of all new members are on a "team".
6. The new cost of business will be \$199.00 up from \$148.00.