

2025

RE Magazine

Summer Digital Edition



REALTOR® Profiles:

NAR'S 30-UNDER-30 WASHINGTON REALTORS®

HAYDN HALSTED & BELLA CHAFFEY LAKIC

PLUS WASHINGTON RUNNER UPS, OLIVIA STATHAM & KYLE MAPLE

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We ensure your voice
is heard at every level
of government.

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REALTORS®**

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WASHINGTON
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MESSAGE FROM THE PRESIDENT

JOHN BLOM, 2025 PRESIDENT, WASHINGTON REALTORS®

Fellow REALTORS®,

Every quarter I look forward to opening the pages of our magazine and seeing the talent, tenacity, and heart that run through our organization. This edition is no exception. From the profiles of rising stars like Olivia Statham, Kyle Maple, Haydn Halsted, and Bella Chaffey Lakic to the deep dive on middle-housing rules reshaping our market, the stories here remind us why our profession matters—and why Washington REALTORS® is more than just a pin on your lapel.

We've just come through one of the most challenging legislative sessions in memory. Yes, statewide rent control passed despite our efforts, but your advocacy stopped a cascade of new taxes on brokerage services and helped move forward a slate of housing-supply bills that will open the door to more ownership opportunities for our clients. The fights in Olympia are rarely easy, yet time and again your calls, emails, and personal testimony tip the scales. I can't thank you enough for standing shoulder to shoulder with our Government Affairs team.

That spirit of commitment is captured perfectly in the closing feature, "We Give a &#!#%." The headline may raise an eyebrow, but the sentiment is spot-on.

We give a &#!#% about your voice—so we lobby every day to protect independent-contractor status and promote housing affordability. We give a &#!#% about your success—so we invest in first-class education, legal resources, and business tools. And we give a &#!#% about integrity—so we hold ourselves to the highest ethical standards, ensuring the REALTOR® brand remains the gold standard for professionalism.

My challenge to each of you is simple: engage. Read the policy briefs, share your expertise on committees, tap the Legal Hotline before a small issue becomes a costly one, and invite a newer broker to coffee and mentorship. When we all lean in, our collective impact multiplies.

Thank you for the trust you place in this association and in me as your president. Together, let's keep showing Washington that REALTORS® don't just talk—we turn passion into action. ♦

In partnership and with gratitude,

John Blom

2025 WR President



WHAT'S NEXT

BUILDING THE FUTURE TOGETHER

2025

We give a &#%

About your voice. Your integrity. Your success.

WE GIVE A &#%; BECAUSE YOUR BUSINESS, YOUR VOICE, AND YOUR INTEGRITY MATTER

At Washington REALTORS® we have always seen ourselves as more than just an industry group. We see ourselves as champions for our members. Because we know what it takes to thrive in this business. We know the dedication, the long hours, and the deep responsibility that comes with helping people find their way home.

That's why we say, "We Give a &#%" Because we do.

We Give a &#% About Your Voice as we stand on the front lines of Washington's Real Estate industry, fighting for your interests at every level of government.

We give a &#% about your success, providing and refining the tools, education, and legal resources you need to navigate the ever-changing real estate landscape.

We give a &#% about integrity, upholding the highest ethical standards, and ensuring Washington REALTORS® remain the most trusted professionals in the industry.

Sure, it's a bold statement. But one we feel adequately expresses our passion and commitment toward our members and the communities they serve.

WE GIVE A &!#% ABOUT YOUR VOICE

Real estate may be built on relationships, but it's shaped by policy. The laws passed at the local and state levels impact your business, your clients, and your ability to serve your community. That's why Washington REALTORS® is at the forefront of legislative efforts—ensuring your voice is heard where it matters most.

We advocate for:

PROTECTING INDEPENDENT CONTRACTOR STATUS

so you can run your business your way.

REDUCING REGULATORY BURDENS

so you spend less time navigating red tape and more time serving your clients.

PROMOTING HOUSING AFFORDABILITY

because a strong housing market benefits everyone.

Your dues don't just fund an association; they power a movement—one that defends your industry and your livelihood.

WE GIVE A &!#% ABOUT YOUR SUCCESS (SUPPORT)

Success in real estate isn't just about working hard—it's about having the right support system in place. Washington REALTORS® is here to provide the tools and resources you need to thrive, no matter where you are in your career.

EDUCATION & TRAINING

From continuing education to advanced certifications, we help you stay ahead of industry trends and compliance changes.

LEGAL HOTLINE

Real estate is complex, but you don't have to navigate it alone. Our Legal Hotline connects you with expert advice to help you tackle challenges and stay compliant.

BUSINESS TOOLS

From support in understanding statewide forms and contracts to bulletins, FAQs, and legal updates, we help you stay ahead of the changing market and keep your business running smoothly. We're here to help you work smarter, close stronger, and build a thriving business.

THIS ARTICLE ONLINE:

<https://warealtor.org/about-us/contact-us/news-media/blogdetails/articles/2025/07/02/we-give-a-bleep>

WE GIVE A &!#% ABOUT INTEGRITY (ETHICS)

Being a Washington REALTOR® isn't just about closing deals—it's about upholding a standard of professionalism that sets us apart in the industry. Our commitment to ethics ensures that every transaction is built on trust, transparency, and fairness.

PROFESSIONAL STANDARDS

Washington REALTORS® enforces the REALTOR® Code of Ethics, holding members accountable and protecting the reputation of our industry.

PEER ACCOUNTABILITY

Our Ombudsman program and professional standards panels help resolve disputes, ensuring that REALTORS® hold each other to the highest standards.

CONSUMER TRUST

When our members consistently demonstrate reliability, fairness, and ethical conduct, clients feel confident putting their most important transactions in our hands. REALTORS® don't cut corners. We set the bar. And we hold the line.

A CALL TO ACTION

Washington REALTORS® is more than a membership, it's a movement. One that protects, supports, and elevates every REALTOR® in the state of Washington. One that calls on its members to show up—for your industry, for your colleagues, and for your own success.

So here's our challenge to you:

ENGAGE IN ADVOCACY

attend our legislative events, stay informed, make your voice heard, and encourage your colleagues to do the same.

TAKE ADVANTAGE OF YOUR MEMBER BENEFITS

use the Legal Hotline, take a new course, leverage the tools at your fingertips.

LEAD WITH INTEGRITY

uphold the REALTOR® Code of Ethics and set an example in the industry.

We're fighting for you every day—because we give a &!#%. Now, we're asking you to do the same. ◇

WASHINGTON LAW IMPOSES RENT CAPS... *EFFECTIVE IMMEDIATELY*

By Annie Fitzsimmons, WR's Legal Hotline Lawyer

Revisions to the Washington Residential Landlord Tenant Act that passed during the 2025 Legislative session took effect on May 7 when the Governor signed the new legislation. With the change in law, several very important details have changed when it comes to residential landlords increasing rent.

Based on revisions to the Washington Residential Landlord Tenant Act, Washington's residential landlords may increase rent no more than the lesser of 10% or 7% plus CPI "Consumer Price Index" which is an amount that will be published by the Washington State Department of Commerce each year, on June 1. In most years, the rate published on June 1 will be the CPI rate used in the calculation of rent caps for the following 12 months. However, for the balance of 2025, the CPI rate has been established at 3.3% making 10% the cap on rental increases between now and December 31, 2025. The Department of Commerce will publish the annual CPI rate on a page dedicated to that purpose, accessible through the agency's website.

Several categories of residential tenancies are exempt from the rent cap. Units that are less than 12 years old are exempt. For the purposes of this calculation, the

age of a unit is determined by the date on which the certificate of occupancy was issued. This means, for example, that if a certificate of occupancy was issued for a residential unit in November 2020, the unit would be exempt from the rent cap until November 2032. New construction will be free of the rent caps for 12 years. There is also an exemption for units where the tenant shares a bathroom or kitchen with the landlord and for owner occupied duplexes, triplexes and fourplexes. Finally, the rent cap is inapplicable to tenancies in up to two units associated with a single-family residence. This could include two bedrooms in a single-family residence or two ADU's (Auxiliary Dwelling Units) or detached ADUs.

If rental rates are increased, a landlord **MUST** use a statutorily required notice form to notify the tenant that rents will increase. The form of notice can be found



in HB 1217, Sec. 103, subsection 3, the bill that was recently signed into law. If the required form of notice is not used, the increase in rents is ineffective and landlord will have to start the process of giving notice all over again, using the correct form. It is important to note that all residential landlords must use the statutorily required form to increase rents, including landlords with tenancies that are exempt from the rent cap restrictions.

Effective immediately, a landlord must give at least 90 days notice of an increase in rents, based on state law. There is no remaining option for a landlord to give only 60 days notice of a rent increase. It is possible that a local jurisdiction may require even more than 90 days notice for a rent increase. Property managers and landlords must be familiar with the local jurisdiction's requirements for any property they manage.

Finally, notices of rent increase must now be delivered in the same way that a notice to pay rent or vacate has always been delivered. The landlord or landlord's agent must attempt personal delivery of the notice of rent increase by knocking on the door of the residence and attempting to hand deliver the notice of rent increase to the tenant. If hand delivery, personally to the tenant, is achieved, then no further delivery effort is required. Landlord or landlord's agent should document their file, however, with information substantiating the personal delivery to include the time and date of delivery and a description of the person or other evidence to

demonstrate delivery to the actual tenant. If the tenant is not home, then landlord or landlord's agent may deliver the notice to a person of suitable age who answers the door or post the notice by taping it to the front door of the residence. If the notice is not delivered directly to the tenant, then landlord must also mail the notice to the tenant at their known address. Between now and July 26, 2025, mailing the notice is accomplished by placing the stamped envelope containing the notice in regular US mail. After July 26, 2025, the mailed notice must be sent by certified mail. Again, landlord or landlord's agent should document their file with evidence demonstrating whether the notice was delivered to a person other than tenant or posted on the door as well as evidence of the required mailing.

The changes to the Residential Landlord Tenant Act are substantial and carry enormous impact to anyone who is a landlord or a landlord's agent. Brokers who are or who represent landlords must become familiar with all of the sweeping changes to the law that regulates Washington landlords. ♦



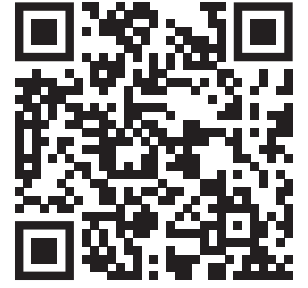
Annie Fitzsimmons

Annie is the Washington REALTORS® Legal Hotline Lawyer. To ask Annie a Legal Hotline question or to access the Hotline Q&A database please visit warealtor.org/legal-hotline.



WASHINGTON REALTOR® MEMBER BENEFITS

HOW TO USE THE Legal Hotline



WITH ANNIE FITZSIMMONS, WR LEGAL HOTLINE LAWYER

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- Opt to Ask a Legal Hotline Question directly.
- Enter your question and submit.

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By Christopher T. Benis

QUESTION:

I have been following the legislature's adoption of Washington's rent control law. I know about the rent cap (7% plus the CPI or a cap of 10%, whichever is less). What else is in that law that I need to know as a property manager?

ANSWER:

There are a lot of subtleties to the new law. First of all, it became effective the moment it was signed by the Governor, as it contained an emergency clause. So, this is unlike most laws adopted in Washington state.

The advocates for the new law refer to it as “rent stabilization” rather than “rent control” because rather than regulating all rents generally, it does not restrict rent increases of any amount between tenants. Also, it was originally feared that the state law would be a true cap but that local jurisdictions could adopt their own, more restrictive forms of rent control. Instead, the state law restricting cities and counties from adopting their own rent control laws remains on the books.

The law prohibits increasing rent within the first twelve months of tenancy. So, if you have a relatively new tenant on a month-to-month agreement you can't rush out and increase the rent.

There are some exceptions to the law, including shared housing situations (where the owner and tenant share bathrooms and/or kitchen facilities and also multi-family buildings up to four units in size where the owner lives on site. The law also exempts buildings less than 12 years old. Of course, few of those types of buildings are run through third party property managers. There are also exceptions for most types of non-profit ownership.

Most uniquely, the new law has adopted a statewide form for rent increases. The law also mandates that the notice of rent increase must be delivered in the same manner as Pay or Vacate Notices (see RCW 59.12.040).

Additionally, the timeline to issue a notice of rent increase is now 90 days before the rent increase takes effect (and longer in many jurisdictions which require more notice, such as Seattle's requirement of 180 days).

Another wrinkle to the law is that it regulates charging month-to-month surcharges. Historically, it has been relatively common to provide a more favorable rental rate to tenants on longer term leases. Now, a landlord may not differentiate between types or length of lease by more than five percent.

The law contains quite aggressive penalties for non-compliance, including: (a) damages in the amount of any excess rent, fees, or other costs paid by the tenant; (b) damages in an amount of up to three months of any unlawful rent, fees, or other costs charged by the landlord; and (c) reasonable attorneys' fees and costs incurred in bringing the action. This is in addition to any other remedies provided by law (such as via local ordinance). Both the tenant as well as the state Attorney General may bring an enforcement action in the case of a violation. ♦



Christopher T. Benis

Chris is an attorney with First Avenue Law Group, PLLC in Seattle. The information contained herein is not legal advice. You are encouraged to consult with your attorney before relying on anything contained herein.



COLLEGE OF BUILT ENVIRONMENTS • UNIVERSITY OF WASHINGTON

SUMMER 2025 MARKET STATISTICS

By Steven C. Bourassa, Director of the Washington Center for Real Estate Research

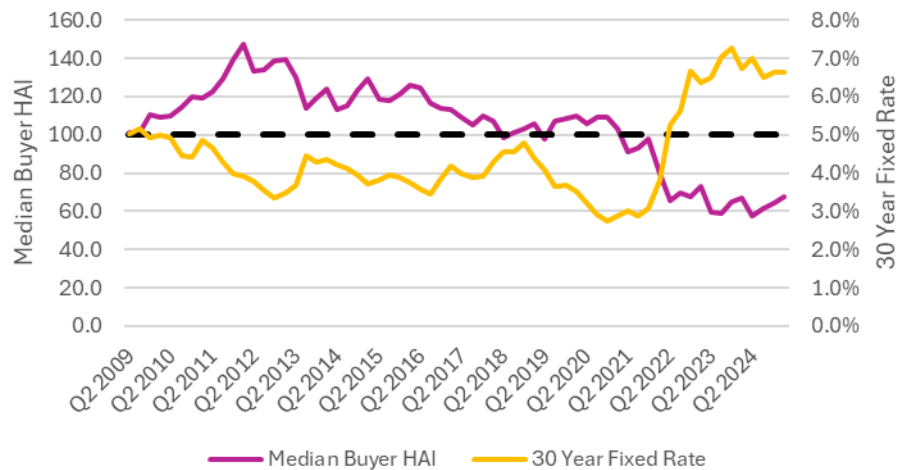
As shown in the accompanying chart, affordability for the median home buyer in Washington State (on the lefthand axis) is closely related to mortgage interest rates (on the righthand axis). Indeed, the two data series are virtually mirror images: when interest rates go down, affordability improves, and when interest rates go up, affordability deteriorates. The median-priced house is affordable when the index is 100 or greater and unaffordable when it is less than 100.

The Washington Center for Real Estate Research calculates housing affordability indexes (HAIs) for hypothetical buyers and renters each quarter. The median-income buyer HAI calculates the affordability of a median-priced single-family house as reported in our quarterly Housing Market Reports. This HAI assumes that the household can pay a 20% down payment and that the balance of the cost of the house is paid for with a 30-year fixed rate mortgage using the quarterly average interest rate (based on data published by Freddie Mac).

WCRER estimates median household income using data from the Washington State Office of Financial Management and the U.S. Bureau of Labor Statistics. (Note that the income data are updated as better data become available, resulting in small changes to our affordability measures.) The affordability index assumes that households can afford to spend 30% of their income on mortgage payments. The index is calculated by dividing 30% of the median annual income by total annual mortgage payments. If 30% of the median income is exactly enough to cover the mortgage payments, then the HAI equals 100 (shown by the dashed line). If 30% of median income is more than enough to cover the mortgage payment, then the HAI will be greater than 100; if 30% of median income is not enough to cover the payment, then the HAI will be less than 100.

For most of the 16-year period shown in the chart, the median-priced house in Washington was affordable for the median-income household. Starting at the

Affordability and Interest Rates, Q2 2009-Q1 2025



end of 2021, interest rates began to rise sharply, while affordability dropped equally sharply. By the third quarter of 2022, interest rates were well above 6% and they have remained elevated since. At the same time, the median-income buyer HAI has stayed well below 100.

As discussed in previous market commentary, high interest rates have placed a damper on both demand and supply in the single-family market. Potential buyers find it harder to qualify for a mortgage loan, while potential sellers do not want to give up their low-interest rate mortgages. This situation has been aggravated by higher construction costs that affect the prices of both new and existing houses. While the supply side of the market has loosened up a bit recently, the demand side remains weak, meaning that the number of transactions is relatively low. This scenario seems likely to continue for the foreseeable future. ◇



Steven C. Bourassa, Ph.D.

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2025 WASHINGTON STATE LEGISLATIVE SESSION — **LEGISLATIVE ROUNDUP!**

By Mary Hull-Drury, Washington REALTORS® Government Affairs Director

The 2025 Washington State Legislature completed its work on the last day of its 105-day session, April 27 at 6:31 pm. Lieutenant Governor Denny Heck (D) characterized this session as “grueling” and “brutal,” *And we concur with the Lt. Gov’s assessment.*

The brutality was due, in part, to the fact that legislators came into the 2025 session facing a \$12-to-\$20 billion budget deficit over the next four years – depending on how spending levels were calculated. The only two options to fix a budget deficit were to cut spending or raise revenue (aka new or increased taxes), and when facing a deficit of this magnitude it was likely both avenues were needed. The weight of this challenging situation affected nearly all legislative business conducted during the 105-day session. Below is a quick overview of the operating budget and the revenue package that ultimately passed.

OPERATING BUDGET

The \$77.8 billion [2025-27 biennium operating budget](#) was adopted on April 27th using a conference committee process. Overall, the 2025-27 biennium operating budget relies upon approximately \$8.7 billion in new revenue over four years and includes \$5.9 billion in funding cuts, as outlined in this [The Olympian article](#).

OPERATING BUDGET REVENUE PACKAGE

The 2025-27 operating budget relies upon a revenue package that is projected to generate \$4.3 billion during the 2025-27 biennium and \$4.4 billion during the 2027-29 biennium. Here is a list of bills/ components of bills making up this revenue package.

- [ESHB 2081 – Business and Occupation Tax Increase](#)
- [ESSB 5794 – Tax Preferences](#)
- [ESSB 5813 – Tax Rates/Capital Gains, Estate](#)
- [ESSB 5814 – Excise Taxes / Sales Tax on Services](#)

With a historic revenue shortfall needing to be addressed, the business community and the real estate industry entered the 2025 Legislative Session anticipating severe impact on businesses resulting from higher and new taxes. Additionally, there was an expectation that



lawmakers in the majority would pursue policies that had the potential to negatively impact the real estate sector.

The following is an outline of Wins & Losses for the Real Estate Sector following the 2025 Legislative Session. In the end, while there were some clear defeats, the overwhelming sense is that the wins far outweighed the losses.

WINS

TAXES / FISCAL

As noted above, there were significant efforts to increase the B&O tax rate for certain businesses ([HB 2081](#)) as well as to apply Sales Tax to a greater number of services ([SB 5814](#)). Due to extensive lobbying efforts by your team, neither of those two bills will directly impact brokerage services. Protecting your business from increased taxes was our top priority. As these two proposals made up the bulk of new revenues seeking to fill the historic budget shortfall, maintaining the status quo can only be seen

as a massive win for the industry and its practitioners.

There was also a proposal that would have significantly impacted property taxes ([HB 2049](#)). Our Call to Action resulted in the highest number of constituent contacts opposing a bill in our state's history. The bill that ultimately passed shifted focus away from increased property taxes and instead prioritizes education funding and revised guidelines for local school districts seeking to collect revenue from voter-approved local levies.

Furthermore, the historic \$9 billion tax package does not include an increase in the real estate excise tax (REET), and the legislation raising the capital gains tax maintained the exclusion for gains from real estate transactions.

SUPPLY

We also successfully passed a commendable package of housing supply policies as noted in this *Washington Observer* [article](#), which included condo liability reform,

lot splitting, minimum parking requirements, provisions for middle housing within UGAs and LAMIRDS (limited areas of more intense rural development), buyer waivers for resale certificates, and the establishment of

a task force aimed at identifying housing cost drivers, among other initiatives. Here is a list of supply bills that are on their way to the Governor for signature:

SUPPLY BILLS

House

BILL NUMBER	BILL SPONSOR	DESCRIPTION OF BILL	WR POSITION
HB 1096	Barkis/Ryu	Residential Lot Splitting for Middle Housing	SUPPORT
HB 1108	Klicker	Housing Cost Drivers Task Force	SUPPORT
HB 1403	Taylor/Connors	Condominium Liability Reform and 12 unit/less 2-10 Warranty	SUPPORT
HB 1491 SB 5604	Reed/Richards Liias/Gildon	Transit Oriented Development	OPPOSE
HB 1494	Ramel	MFTE expansion	NEUTRAL
HB 1516	Hill	OIC review of insurance costs for affordable condominiums	SUPPORT
HB 1576	Walén/Barkis	Reforming Landmarking	SUPPORT

Senate

BILL NUMBER	BILL SPONSOR	DESCRIPTION OF BILL	WR POSITION
SB 5148	Bateman/Liias	Commerce review of local GMA Housing Element	SUPPORT
SB 5184	Bateman/Trudeau	Parking Mandate Reforms	SUPPORT
SB 5471	Goehner/Bateman	Allowing Middle Housing inside UGAs and LAMIRDS	SUPPORT
SB 5559	Lovelett/Nobles	Unit Lot Subdivision Procedures	SUPPORT
SB 5611	Salomon/Trudeau	Local Government land use permitting reforms	SUPPORT
SB 5587	Cleveland	Biennial WCRER Housing Supply Assessment	SUPPORT

LOSSES RENT CONTROL

The biggest loss this session was clearly the passage of statewide rent control ([HB 1217](#)). The majority party was clear from the outset that rent control was one of its top priorities for this session and that they believed they had the votes to pass it. Ultimately, the

overwhelming majorities in both the House and Senate were too great to defeat the bill's passage.

Despite the long odds, your lobbying team worked around the clock to minimize the bill's impact. In the Senate we succeeded in gaining support for an amendment to exempt single-family homes from rent control and raised the annual rent cap to 10%

plus CPI. Unfortunately, the House did not concur with the Senate's changes. When the House and Senate can't reach agreement on a bill, it goes to a Conference Committee where 3 conferees from the House and 3 conferees from the Senate (2 Democrats and 1 Republican from each chamber) negotiate a new bill that goes before the House and Senate for an up or down vote. The Conference Report cannot be amended.

The Conference Committee on HB 1217 ultimately dialed back the amendments we fought to include in the Senate, removing the single-family exemption and lowering the cap rate to 7% plus CPI, capped at 10%. The Conference Report, which includes a chart of how the bill changed, can be found [here](#).

SELF-STORAGE

Another loss for a specific industry sector was in the passage of [HB 5794](#). Beginning April 1, 2026, the rental or lease of individual self-storage space at self-storage facilities will be subject to B&O tax at the services and other activities classification at a rate of 1.5 or 1.75%.

WRAPPING UP & LOOKING AHEAD

Governor Ferguson will spend the next several days reviewing the budget proposal as explained in [his statement](#) about the 2025 Session. During this time period Governor Ferguson can either sign or veto bills, and also note that bills that are delivered fewer than five days before the Legislature adjourns have 20 days to be acted on by the governor (see this [Bill Action FAQ page](#) for more information).

Given the inevitability of new and higher taxes, as the dust settles on the 2025 Legislative Session the real estate industry should feel that it came out with more wins than losses. Of course, we prefer that rent control did not pass, but that we avoided impactful taxes is a big win given the large revenue shortfall. That being said, I want to strongly caution readers that it would be premature, and to our own detriment, to celebrate just yet since there are rumors already spreading of a special session later this year to address ongoing revenue shortfalls. So while we have fought many great battles this session, the fight continues! ♦



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THE 7 THINGS REAL ESTATE AGENTS NEED TO KNOW ABOUT MIDDLE HOUSING – NOW!

By Denise Lones, The Lones Group

If your area is not yet buzzing about Middle Housing, get ready! As the first phase of cities and counties in Washington State meet their House Bill 1337 and House Bill 1110 rollout deadlines on June 30 of this year, precedents will be set, zoning will be forever changed, and real estate as we know it is about to get a lot more complicated.

The result of these changes – greater housing supply and affordability, is needed and welcome. In fact, the Washington State Department of Commerce has indicated the State needs to build 1.1 million new homes by 2044 in order to satisfy the current demand and plan for the future. Without innovations such as middle housing, we would be hard-pressed to make those goals without radically expanding our urban growth boundaries and creating more sprawl.

As middle housing rolls out, real estate agents are in a position of having to have the expertise of not only how to assess what is currently on the property, but what can potentially be on the property and how best to move forward given multiple factors that are in play. Your clients are going to have questions and you are going to need the resources to answer these – or be able to point clients in the right direction to do their own research.

Below we have rolled out 7 key questions that will help get you started on your own middle housing information journey. Depending on your location, leaning into local conversations at the city and county level regarding how this is going to roll out, having discussions with your local building departments, and proactively planning for how you will tackle buyers and listings with ADUs or middle housing potential will put you in the best position to take advantage of this opportunity in front of us...and to stay out of legal hot water.

1. WHAT IS MIDDLE HOUSING?

Middle Housing includes ADUs, townhouses, duplexes up to sixplexes, stacked flats, garden apartments, and cottages. The idea is that our current neighborhoods can squeeze in these additional housing types into existing lots – whether by adding an ADU or two in the

NGS

“the Washington State Department of Commerce has indicated the State needs to build 1.1 million new homes by 2044 in order to satisfy the current demand and plan for the future

backyard, subdividing a lot, scraping a lot and building something new, or combining multiple lots in order to achieve greater housing density by eliminating setbacks.

Middle housing exists in many older neighborhoods now – just take a tour around streets that developed before the 1950s and you may see duplexes, triplexes, fourplexes, and even small apartment buildings tucked in. The idea is to bring this back to create more housing units.

2. ADUS AND MIDDLE HOUSING IS COMING...WHEN IS IT COMING TO MY AREA?

Learn what is already allowed in the cities and urban growth areas that you represent in terms of ADUs and middle housing and when will the new laws be adopted? Each city and county planning under the growth management act creates a comprehensive plan that lays out how the city or county is going to accommodate growth over the next 20 years – and they have six months from that due date to implement the changes outlined by the House Bills.

The Comprehensive Plans for the largest counties – King, Snohomish, and Pierce – were due at the end of 2024 which means the House Bills will be

implemented in affected areas by June 30, 2025 (and some have already adopted these changes). Some counties aren't due until 2027. You can look up your county information and Comprehensive Plan deadlines here: <https://www.commerce.wa.gov/growth-management/gma-topics/periodic-update/>

3. WHAT EXACTLY DO HB 1337 AND HB 1110 CHANGE ABOUT THE CURRENT LAW?

HB 1337 will allow two accessory dwelling units (ADUs) in addition to the primary residence on properties in cities and urban growth areas. The locality cannot require ADUs be under 1000 square feet, under 24 feet tall, or require an owner to live on the property in order to rent the unit(s). There may be locally imposed restrictions on permits due to critical areas or lack of utility infrastructure. You can read the entire bill contents here: <https://lawfilesexternal.wa.gov/biennium/2023-24/Pdf/Bills/Session%20Laws/House/1337.SL.pdf?q=202.506.01211129>

HB 1110 is much more complex and each city for whom it applies may be rolling it out a little differently. In short, there are three tiers of cities based on population and based on the tier and additional parameters, each

“If you haven’t had to value or market a property with an ADU yet, there is a good chance you will have to someday soon depending on your area

residential lot may be permitted to have a duplex up to a sixplex on it. Locality is very important in learning what may be coming to your neighborhoods as a result of this House Bill. You can read the entire bill contents here: <https://lawfilesexternal.wa.gov/biennium/2023-24/Pdf/Bills/Session%20Laws/House/1110-S2.SL.pdf?q=202.506.01211122>

4. HOW DO I VALUE AND MARKET A PROPERTY WITH AN ADU?

If you haven’t had to value or market a property with an ADU yet, there is a good chance you will have to someday soon depending on your area. Whether you are helping a buyer shop for a home with multiple living spaces or an investor shopping for a rental or are having to list a property with an ADU, there are several ways to approach value. The challenge is finding comps – and finding a true comp for the primary residence and the ADU together, especially when there aren’t that many out there yet may be very difficult.

The key is going to be to find the right methods (that’s right – you need to develop several) for valuation. For example, what do you do if the primary residence is older but the ADU is new? What do you do if it is actually an income-producing property? What if only the ADU is income-producing? What if the primary residence is being rented out as well as a second ADU unit and the owners live in a second ADU unit? What if the ADU takes up about all of the backyard when a comp still leaves ample outdoor space? What about parking? And finally, is it actually permitted as an ADU or is it just bonus space? There is a lot to unpack when you introduce a second or third dwelling unit onto a property.

When it comes to marketing, in order to make the buyer pool as deep as possible, information is key. Including everything from the permit to the historical income, floorplans, 3D tour, drone photos, and more will allow potential buyers to really envision the space and how all the pieces work together. In short, your marketing plan for a property with an ADU should be customized for the particular opportunity and be thorough.

5. WHAT IS CONDOIZATION?

Condoization is simply the process of converting one space into several separately owned spaces, by determining the common areas and limited common areas that are owned or managed by one or multiple owners. Developers are taking advantage of this in areas where it is already allowed, creating three units – a primary residence and two ADUs usually, condoizing the entire lot, creating an HOA, and selling each unit separately. This is great for increasing homeownership, but it may get tricky down the road if the HOA isn’t well-managed.

If you aren’t familiar with these, check out these properties on the market in the greater Seattle area right now. Some giveaways to look for in the MLS are – the ADUs are usually under 1000 square feet, they may be listed as either residential or condos, read the broker remarks for clues on how it is structured, and look through the supplements. If or when these come to your area, you need to be ready.

6. HOW DO I DETERMINE HOW TO SELL A PROPERTY WITH MIDDLE HOUSING DEVELOPMENT POTENTIAL?

Let’s say you get a call from a seller of a 1000 square foot home on a 7500 square foot lot. The house has seen better days (built 70 years ago with a failing roof, plenty of rot, and some foundation issues), but it is in the city limits and your city allows up to a four-plex to be built on that lot. What are you going to do?

Research is key to selling a property with middle housing development potential – from verifying the potential with the local planning department, determining the developer buyer pool, valuing the property (which may require you to go beyond the MLS into public records or reverse-engineering local developments); just doing your due diligence in order to get ready to sell is one thing. Creating an attractive, and thorough, development package, making it easy for potential developers to see the potential, is key – and some of the tools that agents who specialize in development like this are not what is typically in a residential agent’s marketing toolkit.



This is a good moment to determine what you would do if an opportunity like this presented itself to you. A good idea is to find an agent partner or someone to refer to now. Even if your goal is to learn and possibly specialize in this yourself one day, there is a big hill of knowledge that you must summit in order to adequately represent your seller. Don't assume this is in your wheelhouse if it isn't.

7. WILL LENDING AND APPRAISALS BE AFFECTED BY ADUS AND MIDDLE HOUSING?

In short – yes! If you think real estate agents are going to be challenged, let's take a look at lending and appraisals when it comes to both ADUs and middle housing development potential. In terms of ADUs, state law will allow two ADUs per property, but the federal parameters under programs like FHA, Fannie, and Freddie indicate there can only be one ADU per property to fall in their typical residential guidelines. Furthermore, Fannie specifically says that ADUs are not allowed on a multi-family property while Freddie says a 1-3 unit property with an ADU is okay, but not two ADUs. There is much more to unpack in terms of lending and ADUs.

Where do we go from here? With other states like California also loosening their ADU requirements in order to build more housing, in some cases also allowing for multiple ADUs on a single lot, it may very well be that the federal programs may change their parameters eventually. However, if you are selling a property with two ADUs, be aware of the lending challenges since that can affect the buyer pool.

On the appraisal side, there are two big issues to be aware of – determining whether the ADU is a permitted ADU (as this may affect the appraised value), whether comps are permitted ADUs, and what the market is accepting of both permitted and non-permitted ADUs. When it comes to middle housing development potential, since a residential appraiser can only appraise up to four units, in the event the potential of up to six units should be realized due to other local development which indicates the highest and best use IS the full six units, then the residential appraiser must call in a commercial appraiser. The research that an appraiser will need to complete on an ADU or middle housing project will take time and additional fees are likely. Be prepared!

We have just touched on the tip of the iceberg when it comes to Middle Housing in this article, and there is so much more to learn! In fact, each and every one of these topics requires a deep dive, learning about what is happening in your area and determining your very own special set of tools for doing research. ♦



Denise Lones

Denise Lones, president of The Lones Group and author of the weekly syndicated Zebra Report, brings over two decades of experience in the real estate industry with expertise in branding, strategic marketing, business analysis, and broker/managing broker training. You can reach Denise at (360) 527-8904 or at www.TheLonesGroup.com.



Need Middle Housing Help?

The Lones Group has created hours of content organized into easily digestible courses designed to help you with everything from learning about the House Bill details to valuing a property with an ADU, marketing a property with middle housing potential, or how appraisals will be impacted. This landscape is changing every day and it pays to be prepared!

If you want an education and an edge when it comes to Middle Housing knowledge, head over to The Middle Housing Resource Center: www.MiddleHousingHelp.com.*



WASHINGTON
REALTOR® *Profile*

HAYDN HALSTED

By Bridget McCrea

CONGRAULATIONS, HAYDN HALSTED
TEAM LEAD, HALSTED HOMETEAM AT REAL BROKER, LLC IN SPOKANE

TUNING INTO A THRIVING REAL ESTATE CAREER

Haydn Halsted earned his music education degree at the University of Montana and was just finishing up his student teaching stint when he realized teaching probably wasn't his first career choice. He was interested in finance, however, and spent some time learning the ropes on what he calls "YouTube University."

"I learned a lot, stumbled around a bit and spent time figuring out my own personal finances," says Halsted, team lead for Halsted Hometeam at REAL Broker, LLC in Spokane. Along the way he also learned about owning investment properties, which was also a new concept for this Spokane native who moved away from the area, learned about house flipping at a local Meetup group and started renovating homes for an hourly salary.

"I did a lot of hands-on work on the properties, and that got me super interested in real estate," says Halsted, who moved back to Spokane and signed up for a licensing course in 2019. He initially joined a team, but then went out on his own in 2020 and has built his own 4-person team.

YOUTUBE UNIVERSITY

Five years into his real estate career, Halsted says one of his best moves was to use his YouTube Channel as a lead generation and client education tool. He gives away as much free information as possible on the platform and says about 50% of his business is in some way connected to YouTube, where he targets newcomers to the area.

"They watch videos and then reach out to me after having already spent anywhere from 6-12 hours binging through my channel and learning all about Spokane," says Halsted. The benefits are twofold: not only does he have a continual stream of new prospects to work with, but those individuals come to him highly educated on the area, specific neighborhoods and current purchase opportunities.

Those buyers are also familiar with Halsted and know he's an expert on all things real estate in the Spokane area.

"I've been able to reach some amazing clients who have already spent a lot of time figuring out what they want to do," says Halsted, "and understanding how I can help them achieve those goals."

This YouTube-centric lead-gen directly correlates with Halsted's own DIY learning approach. While living in Virginia, for example, he worked as a late-night driver who delivered cookies from about 7 p.m. until 3 a.m. daily. "It was a terrible job, but while I was driving I'd listen to real estate podcasts nonstop for eight hours," says Halsted, who has continued this tradition and regularly listens to podcasts and watches online videos made by other industry professionals.

"I always tell people that I knew nothing about real estate and had no family working in it, I just became obsessed with it and tried to learn as much as possible," says Halsted. "Just constantly absorbing content and always learning have helped me out the most."

GETTING INVOLVED

Halsted has chaired both local and state REALTOR® association committees and served on the board of directors for Spokane REALTORS®. His accolades include the Spokane Realtors Young Professionals Network (YPN) Pillar Award and



RIISING STARS IN REAL ESTATE
WASHINGTON REALTOR® WINNER OF NAR'S 30 UNDER 30





“ *Getting involved with industry groups was a natural choice for Halsted, who sees participation as an extremely important aspect of being a broker.* ”

recognition as one of REAL Broker's Top 25 Agents in the U.S. by units sold. Halsted is Spokane REALTORS®' current YPN chair and has also been involved with several WAR committees (e.g., communications and government affairs).

Getting involved with industry groups was a natural choice for Halsted, who sees participation as an extremely important aspect of being a broker. “I just feel like it's a part of our duty and role as

REALTORS® to be involved and volunteer and give back to the community,” says Halsted, who views WAR as “one of the industry's greatest assets.

“At the state level, WAR is really where the rubber meets the road and where most of the legislation and laws happen,” says Halsted. “Having an association like WAR behind us and fighting for us and fighting for our clients is just invaluable.”



BUILDING A PERSONAL BRAND

Thinking back to when he first decided to become a broker, Halsted says the only thing he'd do differently would be to start building his personal brand sooner. He's used YouTube for years, but says the marketing channel didn't become a core priority until more recently. "It took me a while to really force myself to use video consistently and to get better at it," says Halsted, who laughs just thinking about some of his early efforts at running a YouTube channel that today has over 1,700 subscribers and a library of 364 videos.

"At the time, I'd just tell myself to go 'all in' on learning how to put myself in front of a camera to put myself out there for people and just start building my personal

brand," he says. Those efforts have clearly paid off for Halsted, who plans to continue working hard to build his team and actively supporting Spokane's arts community, where he serves on the board of directors for Spark Central. The nonprofit provides free art programs, resources and community support for individuals of all ages and economic backgrounds.

Halsted says being a REALTOR® Magazine 30 Under 30 Finalist is both humbling and an honor, and something he never expected to happen. "I was told to just give it a shot, and I understand now the weight and gravity of how amazing the group of people is," says Halsted. "The community has been so amazing and welcoming, and I'm excited to meet all of them in September in Chicago." ♦



BELLA CHAFFEY LAKIC

WASHINGTON
REALTOR® *Profile*

By Bridget McCrea

CONGRATULATIONS, BELLA CHAFFEY LAKIC
BROKER, REALTOR® AT WINDERMERE REDMOND

SHE'S THEIR TRUSTED ADVISOR FOR LIFE

Bella Chaffey Lakic caught the entrepreneurial bug at a young age when she started Alexander's Hope, a non-profit that spreads awareness of organ donation and provides lifesaving cardiac tests to high schools. "The whole experience of spearheading that organization and getting it started up helped me hone in on my entrepreneurial and leadership skills," says Lakic, a broker, REALTOR® in Windermere's Redmond office.

The experience also made Lakic realize that she wanted a career that would allow her to earn a living while also supporting Alexander's Hope. "Real estate was the perfect match for me," says Lakic, who got her license about 6-1/2 years ago and joined Windermere. She works with clients that range from first-time homeowners to those that are interested in new luxury construction, primarily in King and Snohomish counties.

Reflecting on her success thus far, Lakic credits her strong personal connections and long-term commitment to the industry as two of the driving factors. She has family members in the home-building industry and says early exposure to that sector—plus a strong dose of entrepreneurial spirit—are some of her other success drivers.

"I'm not just here to help clients buy or sell one time; I want to be their trusted advisor for life," says Lakic. "I truly care about them, their goals and their plans for the future." She puts a lot of time into getting to know her individual clients and ensures that they feel supported "every step of the way" through the home buying or selling process.

Lakic also tailors her approach to meet each client's unique needs. Some may need extra marketing support, for example, while others need help with negotiating strategies. And if the physical move itself is stressing someone out, Lakic steps in to help calm the chaos and take the pressure off. She offers this white-glove service on every deal, whether it's a starter home or a multimillion-dollar listing. "Everyone gets the same, elevated level of service," she adds.



INFUSING CALM INTO COMPLICATED DEALS

Like most brokers, Lakic has encountered her fair share of challenging deals over the last 6-1/2 years. A few months ago one of her listings wound up getting appraised significantly lower than the sales price—to the tune of \$90,000 less than the sales price. "That was kind of a shocker and the first time I'd encountered that," she recalls. There wasn't much time to get the issue resolved, so Lakic kicked into gear quickly and ordered a second appraisal.

She then worked closely with the buyer's agent, kept the lines of communication open and focused on a constructive solution to the problem. "We worked together as a team to get the deal to the closing table," says Lakic. The second appraisal was completed in the nick of time and the sales price was returned to the original offer price. In the end, both buyer and

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“*Thinking back to her initial foray into real estate, Lakic says if she had a do-over she’d spend more time networking with individuals outside of her home office.*”

seller walked away happy with the outcome. “That was a major win for my seller,” she says, “and a reminder of how important it is that homeowners have someone there to advocate strongly for them.”

Thinking back to her initial foray into real estate, Lakic says if she had a do-over she’d spend more time networking with individuals outside of her home office. Her direct sphere of influence was comprised mainly of in-office contacts, she says, but there’s a whole other world of opportunity outside of the four walls of that office.

“There are so many other people to learn from and build relationships with. I think that’s something that would’ve been huge for me in the beginning,” says Lakic, who also advises new agents to focus on the bigger picture—not just one client at time—when building their businesses. “Work on building systems

and processes early on for longevity,” she recommends. “That’s something that I’m much more focused on now compared to when I was getting started.”

GETTING AND STAYING INVOLVED

Lakic holds her Real Estate Negotiation Expert (RENE) and Accredited Buyer’s Representative (ABR) certifications, and was awarded the Seattle King County REALTORS® Good Neighbor Award for her work with Alexander’s Hope.

To stay current on real estate trends, regulations and opportunities, Lakic participates in educational opportunities and attends networking events. The latter gives her the chance to talk to other brokers, bounce ideas off of them and brainstorm with them in a casual setting. Lakic serves as an advisory board member for Seattle King County REALTORS®



Young Professional Network (YPN), which hosts monthly networking and educational events.

“Those events help me really stay involved,” she says. “We get to meet with brokers, lenders, builders, title company reps and other professionals. Being able to network and collaborate a bit with a wide range of people is really fun.”

Looking ahead, Lakic wants to get more involved with the Washington Association of REALTORS®, a group that she says provides “strong advocacy for voices in our industry.” She also likes WAR’s tools, training and a community of professionals that are raising the bar in real estate. “This year, I started getting involved in more WAR,” she adds. “That’s opened my eyes to the organization’s work and initiatives; I’m looking forward to getting more involved.” ♦

DO YOU KNOW AN OUTSTANDING REALTOR® THAT WOULD BE A GREAT PROFILE?

If so, submit his/her name, contact information, and why he/she has become a top performing REALTOR®.

Email your entry to:
profile@warealtor.org.

*Not all entries
will be contacted.*



CONGRATULATIONS, OLIVIA STATHAM TEAM MEMBER, HANSEN GROUP REAL ESTATE, BELLINGHAM

THE “ACCIDENTAL” REAL ESTATE BROKER

By Bridget McCrea

Olivia Statham had just wrapped up several months of working for a summer camp and was looking for her next job in the Bellingham area. One serendipitous Facebook post would point her in the direction of a career she’d been searching for. Just 19 at the time, she learned about a local real estate office that was looking for an assistant and thought, “Great, I need a job so I think I’ll apply.”

The office was Hansen Group Real Estate and its founder, Jon Hansen, was the person who was searching for his next assistant. He hired Statham and the rest, as they say, is history. Early on she was handling data entry and other administrative tasks that didn’t require a license. When Hansen needed a listing coordinator, Statham got her real estate license and began managing that aspect of the business.

“That’s where I got the hands-on experience without the responsibility of having to work with my own clients,” she says. In 2020, the company’s transaction coordinator (and its current designated broker), sat Statham down and “fired” her from the listing coordination activities. “She said I was on my own,” she recalls, “and with that, I was officially a real estate agent.”

Statham jokingly says that her foray into real estate was purely “accidental,” but in reality the five or so years she spent progressing from assistant to full-fledged broker have really paid off. Not all REALTORS® get this hands-on experience before making their way out into the field, and that’s something Statham doesn’t take lightly.

“I have the experience of someone who’s been in the industry much longer, but the nuance of also being



a Millennial who is trying to figure out how to exist in this economy,” says Statham, who plans to get her managing broker’s license in the near future.

With the different changes taking place in the real estate industry over the last couple of years, Statham is thankful for WAR’s diligence and proactive approach. “I feel more confident when I can say to clients, ‘Yes, this litigation’s taking place, but WAR is on top of it and took early steps to get out in front of things (e.g., requiring buyer’s agency agreements),’” says Statham. “Washington’s ahead of things and I appreciate that.” ◇



30-UNDER-30 RUNNER UP

RIISING STARS IN REAL ESTATE
WASHINGTON REALTOR® WINNER OF NAR’S 30 UNDER 30

CONGRATULATIONS, KYLE MAPLE
REAL ESTATE BROKER, JOHN L. SCOTT, MILL CREEK TOWN CENTER

PUTTING LISTINGS IN THE BEST POSSIBLE LIGHT

By Bridget McCrea

Growing up in a real estate-centric household, Kyle Maple was no stranger to the industry. His father owned a real estate office in Snohomish County, where Maple learned some valuable insights and gained experience at a young age.

Prior to becoming a real estate agent in 2017, Maple worked in stadium sales for the two stadiums in downtown Seattle. His success in this commission-based role—where he sold drinks and snacks—fostered a strong work ethic and a passion for working with people that he brings to his real estate career today.

A real estate broker in John L. Scott's Mill Creek Town Center office, Maple focuses on the Mill Creek

Community Association (MCCA) neighborhoods, which comprise 25 single-family home communities plus 15 condo, six townhouse and five apartment complexes. He also works with investors and handles multifamily property transactions.

Maple credits some of his early successes to an experienced mentor who taught him the ins and outs of the industry. The lessons he learned during this time were invaluable, he says, and have helped Maple provide better service to his clients and “create a more positive home buying and selling experience.”

Outside of real estate, Maple is actively involved in the Mill Creek community and enjoys giving back through various charitable endeavors. He continually seeks out ways to contribute to the growth and prosperity of the community, but also loves the outdoors, trying new restaurants, and spending time with his family and friends.

To stand out in the marketplace, Maple puts extra effort into the property-marketing process and has developed what he calls a “comprehensive marketing strategy that utilizes a variety of techniques to showcase my listings in the best possible light.”

To achieve this goal, Maple creates high-quality listing materials like professional photographs and detailed property descriptions, and uses social media and real estate websites to reach a wide audience. “I also believe in the power of word-of-mouth marketing,” he explains, “and keeping in touch with my past clients and networking with other industry professionals to spread the word about my listings.” ◇



30-UNDER-30 RUNNER UP

RISEING STARS IN REAL ESTATE
WASHINGTON REALTOR® WINNER OF NAR'S 30 UNDER 30



WASHINGTON REALTORS'®

EDUCATION & EVENT CALENDAR

warealtor.org/education-events

JULY 21

SENIOR REAL ESTATE SPECIALIST (SRES)

**Monday, July 21, 2025
to Tuesday, July 22, 2025**

13 CE Credits
Spokane Association of REALTORS,
Spokane, Washington

AUGUST 10

NAR LEADERSHIP SUMMIT

**August 10th - 12th, 2025
8:30am – 3:30pm**

Chicago, Illinois

AUGUST 14

WOW, IT'S HOT! CURRENT LEGAL TOPICS & HOTLINE FUN

Thursday, August 14, 2025

7.5 CE Credits
Centerplace Event Center, Spokane Valley, Washington

AUGUST 18

WASHINGTON REAL ESTATE FAIR HOUSING

**Monday, August 18, 2025
9:00am – 12:00pm**

3.0 CE Credits
Live Webinar*

SEPTEMBER 3

DRAFT LIKE A LAWYER

**Wednesday, September 3, 2025
to Thursday, September 4, 2025**
Both Days 9am - 4:30pm, Attend 1 Day
for 8 CE or both for 16 CE Credits
16.0 CE Credits

Lunch & Parking Included
The Conference Center at SeaTac International
Airport, Seattle, Washington

SEPTEMBER 9

NAR CODE OF ETHICS

**Tuesday, September 9, 2025
9:00am – 12:00pm**

3.0 CE Credits
Thurston County REALTORS®, Olympia, Washington

SEPTEMBER 9

REAL ESTATE SAFETY MATTERS

**Tuesday, September 9, 2025
11:00am – 2:00pm**

3.0 CE Credits
Tacoma Pierce County Association of
REALTORS®, Tacoma, Washington

SEPTEMBER 11

BUSTING INDUSTRY MYTHS

Thursday, September 11, 2025

3.5 CE Credits
Port Ludlow Beach Club, Port Ludlow, Washington

SEPTEMBER 11

CURRENT ISSUES IN WA RESIDENTIAL REAL ESTATE

Thursday, September 11, 2025

9:00am – 12:00pm

3.0 CE Credits
Live Webinar*

SEPTEMBER 11

WHAT WOULD YOU DO?

Thursday, September 11, 2025

4.0 CE Credits
Port Ludlow Beach Club, Port Ludlow, Washington

SEPTEMBER 12

WASHINGTON REAL ESTATE FAIR HOUSING

Friday, September 12, 2025

9:00am – 12:00pm

3.0 CE Credits
Live Webinar*

SEPTEMBER 16

DEMYSTIFYING THE APPRAISAL FOR REAL ESTATE BROKERS

Tuesday, September 16, 2025

10:00am – 1:00pm

3.0 CE Credits
Tacoma Pierce County Association of
REALTORS®, Tacoma, Washington

SEPTEMBER 23

WOW, IT'S HOT! CURRENT LEGAL TOPICS & HOTLINE FUN**Tuesday, September 23, 2025**

7.5 CE Credits

Freedom Northwest Credit Union, Lewiston, Idaho

SEPTEMBER 24

WASHINGTON REALTORS® 2025 FALL CONFERENCE**September 24th - September 26th, 2025****8:00am – 5:00pm**

Davenport Grand Hotel, Spokane, Washington

OCTOBER 8

DRAFT LIKE A LAWYER 2.0**Wednesday, October 8, 2025**

7.5 CE Credits

The Conference Center at SeaTac International Airport, Seattle, Washington

Students must have completed a prior *Draft Like a Lawyer* before registering for this class.

OCTOBER 15

CREDIT MASTER CLASS**Wednesday, October 15, 2025****10:00am – 1:00pm**

3.0 CE Credits

Tacoma Pierce County Association of REALTORS®, Tacoma, Washington

OCTOBER 15

NAVIGATING THE HISPANIC / LATINO / LATINA MARKET AND CULTURE**Wednesday, October 15, 2025****1:00pm – 4:00pm**

3.0 CE Credits

Keller Williams Puget Sound, Federal Way, Washington

OCTOBER 16

NAR CODE OF ETHICS**Thursday, October 16, 2025****1:00pm – 4:00pm**

3.0 CE Credits

Whatcom County Association of REALTORS®, Bellingham, Washington

OCTOBER 22

WASHINGTON REALTORS® LEADERSHIP CONFERENCE**October 22nd - 24th, 2025****9:30am – 5:30pm**

Walla Walla, Washington

OCTOBER 24

CURRENT ISSUES IN WA RESIDENTIAL REAL ESTATE**Friday, October 24, 2025****9:00am – 12:00pm**

3.0 CE Credits

Live Webinar*



SAVE THE DATE
SEPTEMBER 24-26, 2025

WASHINGTON REALTORS®

fall
CONFERENCE

JOIN US AT THE **DAVENPORT GRAND HOTEL • SPOKANE**

The graphic features a large, stylized image of the Davenport Grand Hotel in Spokane, Washington, with a prominent clock tower. The text is overlaid on the image, with a circular logo for Washington Realtors® in the center. The word 'fall' is written in a large, cursive font, and 'CONFERENCE' is in a bold, sans-serif font. The bottom text reads 'JOIN US AT THE DAVENPORT GRAND HOTEL • SPOKANE'.



WASHINGTON REALTORS'® EDUCATION & EVENT CALENDAR

warealtor.org/education-events

CONTINUED

OCTOBER 28

CURRENT ISSUES IN WA RESIDENTIAL REAL ESTATE

Tuesday, October 28, 2025

9:00am – 12:00pm

3.0 CE Credits

Live Webinar*

OCTOBER 30

MILITARY RELOCATION PROFESSIONAL

Thursday, October 30, 2025

8.0 CE Credits

Spokane Association of REALTORS®,

Spokane, Washington

OCTOBER 30

WASHINGTON REALTORS'® IGNITE LEADERSHIP CONFERENCE

October 30, 2025

9:00am – 5:00pm

Museum of Flight, Seattle, Washington

NOVEMBER 4

TRAIN THE TRAINER INSTRUCTOR DEVELOPMENT WORKSHOP

Tuesday, November 4, 2025

to Wednesday, November 5, 2025

15.0 CE Credits

Lunch Included

Washington REALTORS® Conference

Room, Olympia, Washington

NOVEMBER 5

WATER RIGHTS & WATER SUPPLY ISSUES FOR REALTORS®

Wednesday, November 5, 2025

9:00am – 12:30pm

3.5 CE Credits

Mount Vernon Library Commons

Community Room, Mount Vernon, Washington

NOVEMBER 12

NAR NXT GOVERNANCE AND NAR NXT THE REALTOR® MEETINGS

November 12th – 17th, 2025

9:30am – 4:30pm

Houston, Texas

NOVEMBER 20

PLANNING & ZONING RESOURCE: ADVOCATING FOR YOUR COMMUNITY'S FUTURE

Thursday, November 20, 2025

7.5 CE Credits

Oxford Inn, Bellingham, Washington

OCTOBER 30, 2025 – SAVE THE DATE!

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LEADERSHIP





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WASHINGTON REALTORS® MEMBER BENEFITS

- The Legal Hotline
- The Tech Helpline
- Staples Business Advantage
- SafeShowings App Discount
- Pearl – E & O Insurance Discount
- Advocacy
- Weekly Publications
- RE Magazine
- Education Discounts ...and more!

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CENTER FOR REALTOR® FINANCIAL WELLNESS

The National Association of REALTORS® is proud to offer members the Center for REALTOR® Financial Wellness, a resource designed to help you understand your financial planning options and prepare for the future, one step at a time. No matter where you are in your career or stage of financial planning, we have something for you — budgeting tools, retirement planning resources, information about investing in real estate, upcoming and archived webinars, events and more.

www.financialwellness.realtor

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www.nar.realtor/realtor-benefits-program

MEMBER VALUE PLUS PROGRAM (MVP)

The Member Value Plus (MVP) program is a part of Right Tools, Right Now. Both programs are designed to up your membership value by giving you easy access to curated resources for free or at a deep discount. Sign up for the MVP Newsletter and receive great offers in your inbox every two weeks. With MVP, earning exclusive rewards is easy. Simply take on a small action that benefits your business, and you'll receive a valuable reward!

mvp.realtor.org

CONTENT RESOURCES

NAR's REALTOR® Content Resource(link is external) (RCR) offers free, original home ownership content you can use in your consumer communications. Add expert articles about home ownership, buying, and selling to your marketing efforts, and continue the conversation with clients long after the sale.

members.houselogic.com/start



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REALTOR

IN 2024, WASHINGTON REALTORS® PROTECTED HOMEBUYERS & SELLERS...

We stopped a real estate sales/transfer tax, saving homebuyers and sellers money in real estate transaction and defeated a new B&O tax on rental income so “mom & pop” landlords don’t face extra costs.

SOME OF OUR MORE RECENT LEGISLATIVE SUCCESSES...

SAVED YOU MONEY!

- Stopped proposed increases in the Washington State Real Estate Excise Tax (REET). **WHAT THIS MEANS FOR YOU:** This helps ensure housing costs remain as low as possible for homeowners and potential buyers.
- Based on REALTORS® work with key legislators on Legislation in 2019, we were able to achieve a complete exemption from the new 7% state capital gains tax for all gains from the real estate, including primary residences, investment properties, and 1031 exchanges. **WHAT THIS MEANS FOR YOU:** For a home purchased for \$500,000 and sold for \$1 million, that state capital gains exemption results in a savings of \$35,000.
- Stopped legislation that would have required any in house transactions to involve attorneys for both the seller and the buyer. **WHAT THIS MEANS FOR YOU:** This gives the choice to hire an attorney for your transaction back to you and saves you money!



GIVING YOU CHOICES

- Passed legislation ensuring that all cities allow homeowners to build up to two accessory dwelling units (ADUs) on their property.



PROTECTING YOU FROM LIABILITY

- Preserved the legal standard requiring seller disclosure of defects to be based on a standard of actual knowledge.



PROMOTING INVENTORY

- Passed legislation to help pave the way for expanding housing inventory, especially ‘Missing Middle’ housing.
- Stopped three separate pieces of legislation that would have hindered the permitting process, thereby giving homeowners more access to housing.



PROTECTED HOMEBUYERS & SELLERS DURING COVID

- Advocated for homebuyers and sellers during COVID so that their transactions could close.



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PROMOTING AFFORDABILITY

- Worked to create more affordable housing for home buyers. This includes reforming condo liability laws so that more affordable condominiums can be built and passing a bill that allows accessory dwelling units, duplexes and triplexes in many single family zones.



DIVERSITY, EQUITY & INCLUSION EFFORTS

- REALTORS® initiated legislation to establish a new process allowing homeowners to more easily identify and eliminate historic racial covenants recorded against their property.
- In 2023, REALTORS® were the leading business community in support of a new state homeownership program created to remedy past discrimination in the housing market.



SEATTLE LITIGATION

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