



Washington State Commercial Association of

REALTORS®

Membership in WSCAR provides significant benefits
to Commercial Real Estate professionals

As a Commercial Real Estate Professional, you should be a member of WSCAR!

What is WSCAR?

It's the Washington State Commercial Association of REALTORS® which focuses on specific professional needs and interests of commercial real estate professions in the State of Washington.

BENEFITS for WSCAR MEMBERS

- Government Affairs & Political Action—full-time representation in Olympia for Commercial Real Estate interests; local, regional, state and national issues tracking; communication & access to elected officials.
- Education—clock hour classes specifically designed for the Commercial Real Estate brokers.
- Access to the REALTOR® Legal Hotline - qualified attorneys provide answers to legal questions affecting your transactions at no charge.
- Professional Standards - mandatory arbitration that avoids costly litigation.
- Networking with more than 500 Commercial practitioners statewide through annual meetings, educational seminars & special events.
- Professional Association dues are tax deductible as a business related expense for federal income tax purposes.

MEMBER DISCOUNTS

- Errors & Omissions Insurance—offering coverage for commercial practitioners.
- Group Medical & Life Insurance—individual and family plans available.
- Platinum Global Travel—national discount program for lodging, golf, skiing packages and more.
- R & D Cruises—save up to 70% on your next cruise.
- WSCAR Education Day—each year receive a certificate for \$100 off the registration fee

COMMUNICATIONS

- **WSCAR** website (wscar.com) commercial real estate information and helpful links
- Email notification of issues that affect commercial real estate professionals
- Washington REALTORS® website access (www.warealtor.org) Information and resources for REALTORS®

WSCAR / WA REALTORS® / NAR Membership Value

- Of the 1.3 million members of the National Association of **REALTORS®**, roughly 10% indicate that their practice is primarily commercial. Yet 80% of the funds collected for lobbying and supporting issues in the interest of **REALTORS®** goes to commercial issues.
- **NAR** has been successful in lobbying for favorable capital gains treatment for partnership profits. New legislation is introduced every year to reduce or limit capital gains, which would significantly impact the income of commercial brokers.
- **NAR** has been successful in lobbying for more favorable depreciation schedules for tenant and other leasehold improvements. In 2004, Congress changed the depreciation schedule for leasehold improvements from 39 years to 15 years for one year only, which expired in December 2005. Tax reconciliation is expected to be a top priority and **NAR** is fighting for a reintroduction of the 15 year depreciation schedule provision.
- **NAR** has successfully lobbied the SEC to exempt commercial real estate brokers from having to register with the SEC to be reimbursed for consulting services related to TICS.
- **NAR** has successfully battled numerous attempts to place a sales tax on service income, including real estate commissions.
- **What would that mean to you?**

Real estate commissions: \$100,000

Less Sales Tax: (9%) (\$9,000)

Net commissions \$90,000

Income Tax: (33%) (\$29,700)

Net: \$60,300.00

- If passed this would equal an income tax rate of 48%
- The **REALTORS®** were successful in working with State Legislators to reduce the amount of B&O tax charged on gross commissions by one-third, effectively saving \$750 on every \$100,000 of gross commissions earned.
- The Washington Realtors® and the National Association of Realtors® were successful in defeating a number of proposed increase in the real estate excise tax by spending nearly \$900,00. The campaign saved sellers of real property over \$700 for every \$100,000 of property value.

Where your WSCAR dues go to work

- Annual REALTOR® Membership 2009 = \$441
- Washington State Commercial Association of REALTORS® (WSCAR) = \$144
- *(more than 50% of membership revenue applied to WSCAR programs)*
- Washington REALTORS® = \$182
- *(supports statewide real estate issues)*
- National Association of REALTORS® = \$80
- *(lobbying for national real estate issues)*
- NAR Image Campaign Assessment = \$35

MISSION STATEMENT

We apply our collective strength statewide to address, through advocacy and education, issues critical to sustaining the highest professional performance of our members as commercial real estate specialists



For information on becoming a member
Please contact the Association office at:

Washington State Commercial Association of REALTORS®
12131 113th Ave. NE, Suite 100 ~ Kirkland, WA 98034 Phone
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