

## **REALTOR® Dues Formula of the National Association of REALTORS®**

A commonly asked question by Principals/Designated Brokers of member offices is:

**“Why does my real estate licensee or appraiser have to pay dues?”**

The answer can be found in the REALTOR® Dues Formula of the National Association of REALTORS®. Since 1972, the National Association has adopted this policy, which is deemed to be the most equitable method of assessing dues proportional to the membership benefits and services derived from the REALTOR® Association. This policy states that the size of a firm is determined by the total number of real estate licensees within it. A “credit” is then given for those licensees who are members of a REALTOR® Board. REALTOR® Principals pay their own REALTOR® dues in an amount times the total number of *all* affiliated licensees, minus those who are members of the REALTOR® organization, meaning those who have voluntarily paid their dues to the Board and enjoy the benefits and services of membership.

One important point to note is that there is no distinction in this formula for “part-timers”, “referrals only”, “seasonal”, “secretaries”, “administrators” or others who just happen to have a real estate license. If a REALTOR® principal has a licensee affiliated with the firm, then the REALTOR® Principal’s dues obligation must include an amount based on that licensee.

Principals may request or require that each of their non-member licensees reimburse them for all or part of the dues that were paid based on their non-member affiliation with the firm.