

Survey of Presidents on Issues 2012

Results Overview



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 Responses: Completes
 Filter: No filter applied

1. What are the most dramatic changes you see occurring in the real estate business in the next few years?	
#	Response
1	Loss of data control
2	Smaller office spaces, low sale prices requiring more transactions, property management divisions to handle rentals being more common in traditional offices.
3	Forms of communication relating to marketing
4	The ability for buyers to get mortgages. Lowering property taxes. More and more virtual offices. Less real estates companies. Companies will use smaller office space with more lounge/cafe style layout. Most agents will not need to go to the office to get the information they need to do their business.
5	Elimination of some benefits (e.g., tax breaks) of real estate ownership. Continuing tight credit markets along with downward pressure on home values due to REO inventory. Marginal businesses will either close or be acquired, resulting in further loss of membership and concentration of business.
6	A) Fewer licensees. B) Fewer Realtor vs. Non-Realtor licensees. C) More renters and less homeowners due to difficult general economic conditions and unfavorable tax treatment of real estate by our federal government in the future.
7	Learning to work with banks and teaching them that buyers are worth trusting. We have seen a change in attitude with the community banks. They are willing to invest in this area, because they know we are quickly recovering.
8	regulatory, legislative, mls idx, and heaven knows what
9	Continued and even increasing access to information directly to consumers, agents continuing to become less reliant on brokerage offices (possibly leading to a trend toward small independent brokers)
10	Continued lack of faith of the general public in the value of homeownership.
11	Use of technology in the actual day to day of our business, and figuring out how to accomplish short sales effectively and efficiently.
12	I anticipate that the number of non-REALTOR companies will continue to grow, thus leading to a greater loss of membership. NAR needs to aggressively find measures to market the REALTOR brand to the public.
13	Loss of control of data
14	If the MID is lost and the GSE's disappear, there will be a complete paradigm shift in the way Americans purchase residential real estate which will require tremendous change in the way Realtors do business
15	Additional short sales, more foreclosures released (hopefully slowly) rates to rise
16	Financing and the ability for buyers to get loans. Appraisal issues. Government oversight and regulation will be forces in the market that will take a long time to correct.
17	Shortage of qualified Buyers, very little corporate relocation, high inventory of homes for sale
18	Declining professionals. Many of the best are aging and will give in to the idea of retirement. I do not see a good source for replacing them. So we will have to do more with less professionals.
19	shift in marketing and communication via social media.
20	Cloud technology Syndication Mobile revolution
21	JOBS are the key to market stability. Also, lenders need to adjust requirements to show real risk, not current tight standards.
22	Technology, membership decline, insurance needs