



2021 DCAR Annual Meeting and Installation

2021 DCAR year in review

Fred Bates installation speech

Thank you all again for gathering here today. After almost two years of having remote meetings, it's nice to finally come together in person to celebrate DCAR's accomplishments over the past year and install DCAR's new leadership.

Without a doubt, serving as the 2021 DCAR president has been one of the highlights of my career. I want to thank all of you for allowing me to serve such a great group of people and lead a stellar association. I also want to thank Scott Reiter, our wonderful and hardworking CEO, for all he's done. Managing the day-to-day operations of an association isn't easy and DCAR is very lucky to have Scott at the helm, as well as the rest of our DCAR staff. Let's give them all a round of applause.

I first became active in DCAR when I joined the Public Policy Committee in 2012 [in what year?]. From the very beginning, it was clear to me that advocacy was the number one benefit DCAR provided its members. After all, each one of us here tonight is an entrepreneur. And we all know how sometimes government can create obstacles not only for us REALTORS®, but for homeowners as well. And it's DCAR, through advocacy and grassroots outreach, that represents *our* interests and helps us to keep doing what we love. That's not easy given the political dynamics here in the District. However, all in all we've had some solid advocacy wins and I want to highlight just a few of them for you from this year.

I know many of you were happy when DCAR put the brakes on the proposed \$60 license fee increase earlier this year. That's a victory because several hundred of you participated in DCAR's Call for Action and told the D.C. Real Estate Commission that a fee increase was unnecessary and unwarranted.

And it probably doesn't surprise you that DC had one of the most restrictive eviction moratoriums in the country. It was so strict that you could not even remove a violent tenant. We were successful in amending the legislation to include a safety provision that allows a landlord to evict those tenants who pose a public safety risk.

We also fought for bigger issues that affect private property rights by halting an attempt to dramatically increase rent control. And we met with members of the mayor's administration to address the increasing number of encampments around the city and find alternate shelter for our unhoused neighbors.

Additionally, we've continued to cultivate strong relationships with Mayor Bowser and key allies on the D.C. City Council. DCAR members have attended several events this year at the mayor's invitation, including for the Housing Production Trust Fund and Home for the Holidays announcements. Developing and strengthening these relationships is vital to our success.

These victories wouldn't have been possible without a strong political operation. I currently serve on the NAR RPAC Participation Council. We increased our participation rate here in D.C. from 34 percent in 2020 to 53 percent this year. We're at 120 percent of our Major Investors goal and an amazing 267

percent of our President's Circle goal. And we increased our Call for Action Text Alert participation rate from about 40 percent from a few years ago to a 105 percent this year, which will allow us to win the President's Cup for the very first time!

Twenty twenty-two is shaping up to be a busy year electorally here in the District. We have contested races for mayor, council chair, attorney general and D.C. Council. We are prepared to be a key player to ensure we elect candidates who support our entrepreneurial and housing agendas.

This is a great time to make your 2022 RPAC investment if you haven't already done so. So, when you go home tonight (or now, on your phone), go to gcaar.com, log into your account and invest. It's as easy as that.

And with that, I want to again thank you for the opportunity to serve as your 2021 DCAR president. I wish all the best to Tom, Tony, Stacey, Colin and the entire board for what I know will be a very successful 2022!