

Benefits of the New Consolidated Organization

1. Stronger regional influence and advocacy with elected officials, public policy stakeholders, Virginia REALTORS®, and NAR.
2. Improved service and support for brokerages and members operating across multiple association jurisdictions.
3. Expanded board of directors leadership representation and increased opportunities for NAR committee appointments and engagement.
4. Greater access to REALTOR® education, Alpha courses, designations, certifications, and pre-license, post-license and continuing education programming.
5. Enhanced member programming through combined organizational resources, expertise, and infrastructure.
6. Preservation of local service recognition programs and events.
7. Financial stability supported by strong reserves, diversified assets, and preservation of existing facilities and headquarters locations.
8. Increased operational efficiency and economies of scale through combined resources, systems, and shared services.
9. Elimination of double fees for dual-membership brokerages.
10. Two office locations and an expanded asset portfolio to better serve members across the region.
11. A stronger, more diversified staff team with specialized expertise in association management, finance, human resources, education, technology, advocacy, and member services.
12. Access to highly credentialed leadership and staff with extensive REALTOR® association experience and professional designations.
13. Greater organizational innovation and continuity through a balanced mix of volunteers – both experienced professionals and emerging talent.

14. Improved collaboration and alignment among brokerages due to cross-market and cross-membership relationships.
15. Centralized, in-house professional standards administration that improves consistency, confidentiality, responsiveness, and local hearing participation.
16. In-house financial management and reporting that provides greater board oversight, control, and faster response to budget and expense matters.
17. Expanded ability to secure and effectively utilize NAR and VAR grants for advocacy and membership programming.
18. Improved technology platforms, systems integration, and member access to services, benefits, and processes.
19. Consolidated in-house services – marketing, sponsorship development, advocacy, communications, and financial operations.
20. Reduced reliance on outsourced vendors and related expenses, including government affairs, financial management, marketing, bookkeeping, professional standards administration, and communications systems.
21. Faster, more efficient onboarding and orientation processes for new members, brokers and agents.
22. Lower onboarding and administrative costs, improving recruitment and support for brokerages and new REALTORS®.
23. Expanded communication capabilities and integrated association management tools that streamline operations and improve member engagement.
24. Expanded networking opportunities for Affiliates, members, brokerages and partner organizations.
25. In Summary – A more comprehensive, capable and member-focused organization built on the combined strengths, experience, leadership, and resources of all.