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March 8, 2016

The Honorable David Vitter
Chairman
Senate Committee on Small Business
and Entrepreneurship
516 Hart Senate Office Building
Washington, DC 20510

The Honorable Jeanne Shaheen
Ranking Member
Senate Committee on Small Business
and Entrepreneurship
506 Hart Senate Office Building
Washington, DC 20510

Dear Chairman Vitter and Ranking Member Shaheen:

On behalf of the over 1.1 million members of the National Association of REALTORS® (NAR), thank you for holding this hearing, "Up in the Air: Examining the Commercial Applications of Unmanned Aircraft for Small Businesses." NAR's members are small business owners themselves, and many have small businesses as their clients. Additionally, REALTORS® have a strong interest in using unmanned aerial systems (UAS) for marketing properties, which for many will mean contracting with a small business that specializes in UAS photography and videography. NAR supports the Federal Aviation Administration's (FAA) proposed regulations for the commercial use of UAS, as they will allow for safe use of the technology by the real estate industry.

REALTORS® are excited about the potential to use UAS technology to take photographs and video footage of property listings for residential, commercial, and land sales or leases. In fact, a REALTOR® from Arizona was one of the first persons to successfully apply for and receive a "Section 333" waiver, currently the only avenue available to fly a UAS for commercial purposes. NAR was thus pleased when the FAA released its proposed rulemaking on integrating small UAS for commercial use into the National Air Space (NAS) in February 2015. This is the first step toward a regulatory environment where commercial drone use has prescribed federal guidelines.

Commercial use of UAS has the potential to boost the U.S. economy, bringing research and manufacturing jobs to our country along with a new crop of small businesses specializing in their uses. NAR is excited about these possibilities, but also understands the need to balance them with protecting the privacy and safety of citizens and other users of the NAS. As end-users of this technology, REALTORS® want clear regulation that permits the commercial application of UAS in a way that is affordable to users and safe for their communities, both on the ground and in the NAS. To help achieve this, NAR participates in the National Telecommunications and Information Administration (NTIA) working group on privacy best practices, and the FAA's micro UAS working group.

Again, thank you for holding this hearing. NAR looks forward to working with Congress and the FAA to create a safe and reasonable regulatory environment for the commercial use of UAS.

Sincerely,



Tom Salomone
2016 President, National Association of REALTORS®

cc: Senate Committee on Small Business and Entrepreneurship

