NATIONAL ASSOCIATION OF REALTORS®

ADVOCACY GROUP
Shannon McGahn
Chief Advocacy Officer

November 16, 2026

The Honorable Mike Johnson
Speaker of the House
U.S. House of Representatives
Washington, D.C. 20515

The Honorable Steve Scalise
Majority Leader
U.S. House of Representatives
Washington, D.C. 20515

The Honorable Hakeem Jeffries
Minority Leader
U.S. House of Representatives
Washington, D.C. 20515

The Honorable Katherine Clark
Minority Whip
U.S. House of Representatives
Washington, D.C. 20515

Re: Support for House passage of H.R. 3495, the Direct Seller and Real Estate Agent Harmonization Act

Dear Speaker Johnson, Leader Scalise, Leader Jeffries, and Whip Clark:

The National Association of REALTORS® (NAR) urges the House to pass the Direct Seller and Real Estate Agent Harmonization Act (H.R. 3495). This legislation is imperative to protecting the ability of workers to be classified properly as independent contractors and provides greater clarity and certainty under federal labor law. Small business owners and independent contractors are vital to our nation's economy, driving entrepreneurship, innovation, and economic opportunity. By establishing clear federal classification standards for real estate agents and direct sellers, H.R. 3495 would safeguard the ability of millions of Americans to operate as independent contractors and preserve the flexibility and autonomy essential to their livelihoods.

Protecting the ability of workers to be classified as independent contractors remains a top priority for NAR. Eighty-nine percent (89%) of our members are currently classified as independent contractors, which provides them with greater independence, flexibility, and autonomy. Under the Internal Revenue Code, 26 section 3508, real estate agents are already treated as independent contractors for tax purposes. Federal labor laws should be clarified to recognize the treatment of real estate professionals as independent contractors as well. Being classified as independent contractors provides real estate professionals with autonomy, flexibility, and will help to prevent misclassification and confusion.

Preserving the ability of REALTORS® to be classified as independent contractors will help them to continue to serve the needs of millions of consumers and clients in all aspects of real estate transactions. NAR fully supports this bill and would like to see

this bill advance to clarify the law. NAR remains a partner and appreciates Congress's efforts in working on this matter. Thank you!

Sincerely,



Christine Hansen
2027 President, National Association of REALTORS®