

## NAREB Affiliates

### COMMERCIAL INDUSTRIAL DIVISION

As an Affiliate of NAREB, the Commercial Industrial Division strives to engage those real estate professionals in the area of commercial property brokerage and leasing. This Division strives to create opportunities for African Americans in corporate leasing, relocation, purchases and sales.

### NID HOUSING COUNSELING AGENCY

The NAREB Investment Division was charged with identifying additional revenue generating initiatives that may otherwise be considered outside the typical scope of NAREB activities. Investment division examines alternative investments vehicles and often functions as the research and development division for initiatives that may later become primary focus areas for the association.

### NATIONAL SOCIETY OF REAL ESTATE APPRAISERS, INC. (NSREA)

The National Society of Real Estate Appraisers, Inc. (NSREA) was organized in the state of California in 1956. Members are in most of the larger cities in the USA, most of which are licensed real estate practitioners. Many have obtained advance college or university training and are well-known as appraisers in their communities. NSREA symbols identify appraisers who will render fair and complete valuations, giving full consideration to all factors and circumstances. An appraiser certified by NSREA truly merits your full confidence.

### NAREB SALES DIVISION (NSD)

The primary purpose of the Sales Division is to assist in the professional development of real estate sales professionals. This is accomplished through a series of activities including: (1) The design and implementation of training courses and materials, including continuing education courses; (2) Review and updating of the Residential Sales Specialist course; (3) Creation and maintenance of a referral directory for all NAREB members, and (4) Designing a relocation program and other value-added services for NAREB members.

### WOMEN'S COUNCIL OF NAREB (WC)

The Women's Council of NAREB's mission is to evaluate the standards of women in the real estate industry by encouraging leadership, education and the exchange of information through group learning techniques; and to provide the opportunity for women to increase their knowledge and expertise of all facets of the real estate profession.

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### YOUNG REALTIST DIVISION (YRD)

The Young REALTIST Division was organized to assist NAREB in membership recruitment and development through their efforts to: (1) Provide information and encourage college students to join the real estate industry; (2) Provide membership orientation to new members; (3) Encourage participation in all conference events, and (4) Make referrals to other affiliates.

### CONTRACTORS DIVISION

This division of NAREB solicits and unites licensed contractors in order to service the building and rehab needs of REALTIST members and others engaged in property sales and management. This division seeks and recommends opportunities to the membership that expands and grows their current businesses. Members of the Contractors Division adhere to all local and national building codes as well as engage in the highest ethical standards.

### REAL ESTATE MANAGEMENT BROKERS INSTITUTE (REMBI)

The Real Estate Management Brokers Institute (REMBI) provides training and development courses to REALTIST members specializing in the management of income-producing properties in order to enhance and better the professional real estate property manager. REMBI provides its members certification and continuing education courses and provides candidates with the following designations: C.R.E.M. (Certified Real Estate Manager) C.R.M. (Certified Resident Manager) and A. R.E.M.O. (Accredited Real Estate Management Organization).

### HOMEOWNERSHIP EDUCATION COUNSELING

Affiliate is comprised of REALTIST members who have committed to providing both pre- and post-counseling to homebuyers and prospective homebuyers. Additionally, this Affiliate provides training and support to NAREB members about home buying training process.

### UNITED DEVELOPERS COUNCIL (UDC)

The United Developers Council, a NAREB Affiliate, brings together developers from around the country to exchange information and ideas in the development arena. Its purpose is to create a level playing field for African Americans to participate fully in the suburban sprawl as well as the urban renewal. Members of the United Developers Council are residential and commercial builders, non-profit organizations, single and multiple-unit developers.

NATIONAL ASSOCIATION  
OF REAL ESTATE BROKERS, INC



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# NAREB History

After World War II, the nation found itself facing a mood of deep-seated social segregation it could no longer tolerate or afford. Yet, the south confidently proclaimed itself to be the new plus ultra (uppermost limits) of southern intolerance. Thus, was born the Civil Rights movement- a period of the most difficult but necessary struggle to topple the crumbling walls segregation had erected between Americans who had fought and died together.

The post-war years indeed gave African Americans inspiration, confidence, strength and hope for a better America. The United Nations had been formed, and Ralph J. Bunche had become the United Nations Division Trustee. African Americans were gaining better paying jobs, and the Supreme Court had finally passed a ruling that restrictive covenants and private agreements to exclude persons of designated race from the ownership of real property were not enforceable under the law.

Although the lives of African Americans were now changing for the good, and a few victories had been won, schools were still segregated under the "separate but equal" theory, and equal housing had yet to become a reality. This is what drove the men and women who met in Tampa, Florida on the sweltering night of July 29, 1947, to form the National Association of Real Estate Brokers - NAREB.

These twelve pioneers, one woman and eleven men hailing from seven states across the country are NAREB's recognized founders.

- Nannie Black, Detroit, MI
- Macco Crutcher, Detroit, MI
- Carleton Gains, Detroit, MI
- W. D. Morrison, Jr., Detroit MI
- O. B. Cobbins, Jackson, MS
- W.H. Hollins, Birmingham, AL
- George W. Powell, Jacksonville, FL
- J. R. Taylor, Miami, FL
- F. Henry Williams, Jacksonville, FL
- Horace Sudduth, Cincinnati, OH
- J. W. Sanford, Oklahoma City, OK
- A. Maceo Smith, Dallas, TX

On this night, these people dedicated themselves to fair housing for all. They began by electing temporary officers as follows:

- W.D. Morrison, President
- Horace Sudduth, Vice President
- W. H. Hollins, Treasurer

Word soon spread and NAREB's first convention was held at the Convention Hall in Atlantic City, NJ, on July 19-20, 1948. It was a resounding success - a moment of synergy when men and women from across the country were able to come together to voice their opinions as one and to take a stand against inequity and injustice.

Since then, NAREB and its member REALTISTS have gone on to win victory after victory in support of equal housing opportunities for all. We are an association proud of our past, relentless in our struggle, and 100% dedicated to the REALTIST creed- Democracy in Housing.

# NAREB Mission

"Empowering REALTISTS To Make Change"



Our national goal is to bring together the nation's minority professionals in the real estate industry to promote the meaningful exchange of ideas about our business and how best to serve our clientele. We strive to create an environment where creativity flourishes in both the workplace and the marketplace.

To service our target market, we ensure that training and educational opportunities are available to our entire membership across the many disciplines we represent, providing certifications and special designations in many areas of interest. Our ability to professionally service our client base is the foundation by which we operate.

NAREB was founded in 1947, making it the oldest minority trade association in America. It was formed out of a need to secure the right to equal housing opportunities regardless of race, creed, or color. Since its inception, we have participated in various meaningful challenges and legislative improvements to establish fair housing for all.

A board of directors governs NAREB and an executive committee comprised of members and leaders in the industry from across America. Each local chapter continuously accepts new members to join and actively become community real estate leaders. Contact a local chapter near you today!



# What is a Realist?



## WHO WE ARE

The National Association of Real Estate Brokers (NAREB) is an African American trade group that brings together real estate professionals to promote sustainable homeownership for all Americans, as well as to identify and secure business opportunities for our members.

A NAREB member is called a REALTIST and represent all professional disciplines within the real estate industry. Realists promote the highest standards of professional integrity and follow a strict code of real estate industry ethics. We have a special charge to make certain that communities of color are treated with dignity and respect.

## WHAT WE DO

NAREB works on behalf of real estate professionals and homebuyers to:

- Promote the highest standards of profession integrity;
- Follow a strict code of real estate industry ethics;
- Require professional certifications and accreditations;
- Advocate for public policies that protect and expand sustainable homeownership, and
- Partner with other real estate trade groups, civil rights organizations, fair and equal housing advocates, and financial services institutions to make sustainable homeownership for African Americans and other minorities realizable.

## A SPECIAL CHARGE

NAREB has a special charge to make sure that predominantly African American and other minority communities are treated fairly as land use and urban planning policies are developed. More often than not, NAREB Realists live in communities we serve. We see it as our special obligation to preserve, and now, to restore communities where African American homebuyers and homeowners count on their home being their greatest asset - now and into the future.

## THE NAREB ADVANTAGE

Realists service the home buying needs of African Americans and others through our 90-chapter network located in 33 states. Network with appraisers, developers, financial services professional, asset managers, housing counselors, mortgage brokers, real estate agents and brokers all working together to make homeownership affordable, sustainable and attainable for our nation's homebuyers.