

Memo of Understanding

National Association of Real Estate Brokers (Region 3)

&

Delaware Association of REALTORS®

This Memorandum of Understanding (hereinafter the "MOU") is entered into by and between the **National Association of Real Estate Brokers, Region 3** (hereinafter "Realtist or Realtists") and **Delaware Association of REALTORS®** (hereinafter "DAR"). This MOU outlines the terms of a support agreement between the organizations until terminated by either party.

The goal of the MOU is to 1) Create a more inclusive environment for Black REALTORS® 2) Provide DAR with a diversity partner 3) Create awareness for discrimination and Fair Housing issues that impact Black home buyers and sellers 4) Educate and inform DAR members how to work with the Black community.

Under this agreement, Realtists and DAR will work together as follows:

Marketing

- DAR will promote a minimum of two Realtist events or educational courses in member emails (with DAR CEO approval) a month.
- Deliver a minimum of one targeted marketing package a quarter provided by Realtists for an event or course promotion or an informational article on DAR website, member email, and shared on social media channels. All marketing materials, graphics, copy and/or registration links must be provided by Realtists, subject to CEO approval.
- Realtists will provide spokesperson support for media requests pertaining to Black real estate issues in real estate or housing.
- Realtists and DAR will work together if relevant community issues arise that could use public support/input by both organizations.
- DAR will promote activities for Realtist Week held every year in April.
- DAR will promote a Realtist membership drive.

Networking

- Realtists will promote three DAR annual membership events to Alliance members through the organization's channels (contingent on events being appropriate for non-REALTOR® members).
- DAR will provide one complimentary booth at the DAR Convention or similar event.
- Realtist leadership will be invited, free of charge, to DAR major events (limited to 4 total). Realtists will provide names of appropriate leaders.
- Realtists will select up to 4 members of NAREB that would be willing to serve on DAR's Diversity and Inclusion Committee, with approval by the DAR Board of Directors.

Education

- DAR will include Realist educational courses on the DAR website and general marketing materials. To be limited to most relevant at any given time.
- Realists will work to obtain educational courses approved for state's required continuing education credits.
- DAR to cohost and promote the "State of Black Homeownership" session.

Advocacy

- DAR has established non-discrimination policies and advocacy efforts. Prioritizing any specific or additional efforts is determined by the DAR Public Policy Committee.
- Realists may suggest important legislative or regulatory efforts that should be undertaken, possibly together.

Sponsorship

DAR to consider annual financial sponsorship to Realists and individual chapters.

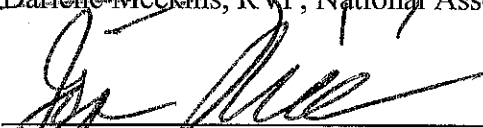
This MOU does not establish or create any type of formal agreement or obligation. Instead, it is an agreement between the Parties to support an effective and efficient partnership to establish and maintain objectives and commitments relevant to the Parties to this MOU.

The Parties agree to the terms and conditions set forth above as demonstrated by their signatures below:



Darlene-Meckins, RVP, National Association of Real Estate Brokers, Region 3

1/23/24
Date



George Thomasson, President, Delaware Association of REALTORS®

1/12/24
Date