

REALTORS® Land Institute Research Guide

NAR Archives Research Guide

The National Association of REALTORS® Archives produces Research Guides with the goal of helping members, scholars, and staff locate information held in the Archives. Each Guide covers one series of records, providing historical background and context on how the materials relate to NAR as a whole. In addition, the Guides contain content lists, brief notes about the materials, and box locations within the Archives. Researchers can use these Guides to gain a better understanding of the materials and quickly decide which records may be most relevant to their research.

REALTORS® Land Institute

Series D15

<https://realtor.soutrnglobal.net/Portal/Members/en-US/RecordView/Index/5938>

In 1920, the Board of Directors of the National Association of Real Estate Boards approved a Committee on Farm Lands to “work close with the Department of Agriculture of the United States and the various States, in an endeavor to help in the rehabilitation of our rural sections.” In 1922, the Board formally created the Farm Land Division. The Division “sponsored a variety of sessions, contests, and events at NAREB’s national meetings, fostered the formation of more state-level farm brokers groups, generated research reports, and worked to lobby Congress for legislation supporting farms and the farm population.”¹ With the Great Depression, the membership of the Farm Land Division dwindled and it was moved under the Brokers Division as the Farm Land Section in 1940. In 1944, many farmland REALTORS® were not satisfied with the dissolution of the Farm Land Division. Spearheaded by George Domm, the Agriculture Institute was created to serve the needs of farmland REALTORS®. In 1950, the Agriculture Institute was renamed to the Institute of Farm Brokers and in 1953, they became the National Institute of Farm Brokers (NIFB). In 1963, the NIFB expanded to include land brokers and was renamed National Institute of Farm and Land Brokers (NIFLB). In 1975, NIFLB became the Farm and Land Institute. Finally in 1985, following an increase in members who specialized in land sales by urban and rural, the FLI was renamed to the REALTORS® Land Institute (RLI).

Today, the REALTORS® Land Institute (RLI), the Voice of the Land, “works to elevate the level of professionalism in the land industry by offering all land professionals the credibility, confidence,

¹ The Two Beginnings of RLI. REALTORS® Land Institute. <https://www.rliland.com/About-Us/Our-History>

and connection that are the foundation for becoming the best in the business.”² They offer the Accredited Land Consultant designation, the only land-specific designation backed by the National Association of REALTORS®.

² About Us. REALTORS® Land Institute. <https://www.rliland.com/About-Us>

Collection:

D15:01 RLI Organization & Operation

- **D15:01 Box 1**
 - Materials dating from **1910 – 2014** including memorandums, letters, and other correspondence detailing farm land prices, establishing a “farm land branch” in NAREB, the creation of the Farm Land Division, annual reports, farm appraisals, the Agricultural Credits Act of 1923, the Farm Mortgage Bankers Association, the farm land market, suggested topics for research, farm land survey questionnaire, ideas on selling farms, bylaws, multiple listing services, the National Institute of Farm Brokers, taxes, proposals, budget reports, history of RLI, expansion of membership, The Stars Are Out Tonight, photos, and farm land appraisal forms.

D15:02 RLI Governance & Leadership

- **D15:02 Box 1**
 - Materials dating from **1925 – 1985** detailing the executive committee, bylaws, rules and regulations, So You're on a N.I.F.L.B. Committee, Regional and State Officers' Manual, Board of Governors Roster, Farm and Land Real Estate Manual, standards of practice, and a public relations handbook.

D15:03 RLI Membership Rosters, Guidelines, & Recruiting Materials

D15:03 Box 1

- Roster of farmland real estate dealers, 1896

D15:03 Box 2

- Membership materials, 1928 – 1996
 - Includes lists of names and addresses of members, roster of farm land specialists, member certification, membership programs, recruiting brochures, membership promotions, and an application for candidacy.

D15:03 Box 3

- Membership materials, 1953 – 1965
 - Includes stickers, pins, brochures, who's who, and rosters.

D15:03 Box 4

- Rosters of Members dating from 1972 – 2003

D15:04 RLI Education & Designations

- **D15:04 Box 1**

- Education materials, 1931 – 2011
 - Includes education brochures, RLI Land University, application for designations, sample appraisals, “How a Wisconsin Realtor Doubled His Farm Land Sales,” Farm Land Selling, Relationship of Land Classes, education programs, rules and regulations for designations, Suggestions for Better Farm and Land Brokers Education Programs, Guide to Land Resources, Computer Applications, and Land Real Estate Training Program.
- Education materials published by RLI, 1959-1980
 - Farm and Land Manual, Selling Farm Lands, and Principles and Techniques of Real Estate Management.

D15:05 RLI Conventions & Meetings

D15:05 Box 1

- Meeting materials, 1922 – 1954
 - Includes meeting and convention minutes.

D15:05 Box 2

- Meeting materials, 1961 – 2019
 - Includes meeting and convention minutes, supplies, and handouts.

D15:06 RLI Publications

D15:06 Box 1

- Newsletters and publications, **1968 – 1976**
- Includes Farm and Land newsletters, The Incredible Bread Machine, and news articles.

D15:06 Box 2-4

- Farm and Land Newsletter, **1977 – 2022**

Bound Materials

- The Rural Realtor and International Marketing Programs dating from **1949 – 1984**.