

# From the Archives

## 100 Years of NAR's Affiliated Organizations and Other Real Estate-Related Associations

Anyone involved in the real estate world today might encounter a host of professionals: residential brokers, commercial brokers, leasing specialists, land specialists, mortgage bankers, appraisers, property managers, home builders, developers, and others. There are dozens of organizations to represent them and serve their needs, too, from NAR and its affiliate organizations to the National Association of Home Builders, the Mortgage Bankers Association, and beyond.

In 1908, though, when the National Association of REALTORS® was founded, real estate as a profession was just beginning to figure itself out. Pretty much anything having to do with property and land ownership fell under the umbrella of a real estate broker. A broker's duties could entail anything from selling and managing property of all types to appraisals to land development to home building to mortgage finance. Most of the real estate-related professional organizations that exist today weren't around yet.

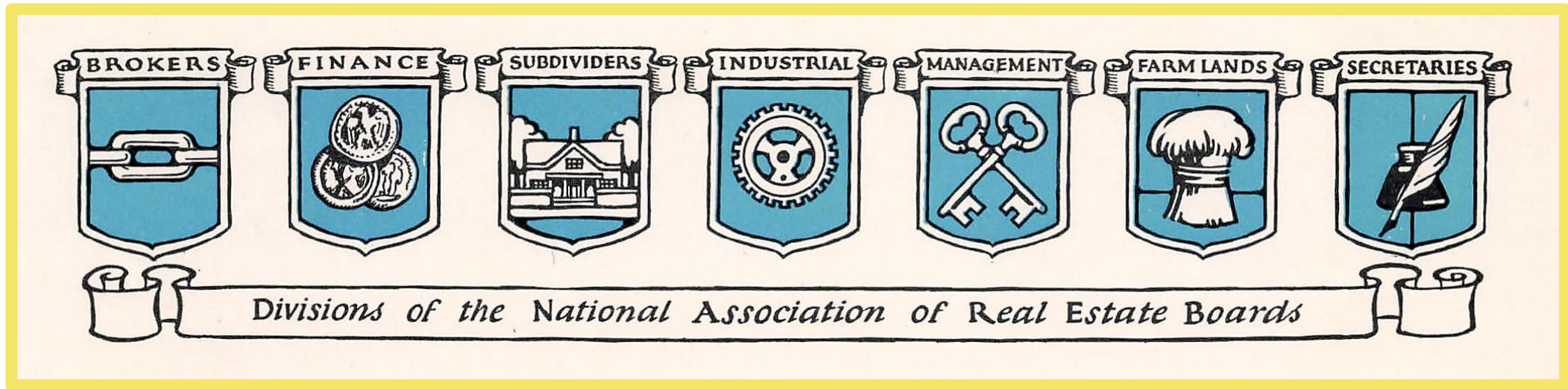
Real estate professionals gradually began to see the advantages of specializing and focusing their efforts on key areas of the business. In 1920, a group of farm and land brokers approached the National Association and asked for permission to create their own interest group. They argued that having their own group would give them an opportunity to explore the issues and problems of selling farms and rural property that were unique from real estate brokerage in more urban settings. The National Association agreed and the Land Men REALTORS® Committee was formed. The farm brokers' group served as a model for other special interest groups within the National Association – and [eventually became](#) today's REALTORS® Land Institute.

Over the next few years, brokers found they could make a living focusing on appraisals, mortgages, property management, or other aspects of the real estate world. In 1923 NAR felt it was time to do for these other new specialties what it did for the farm brokers a few years earlier. Several membership divisions were created to give practitioners the opportunity to explore their businesses, learn best practices, and help the real estate profession evolve. The new specialty groups were the **Brokers, Property Management, Industrial Property, Mortgage & Finance**, and **Home Builders & Subdividers** divisions, plus a relaunched **Farms & Land Division**. A division for **appraisers** was added in 1927. One other division, the Secretaries Division, catered to the interests of local association executives, although their group had already been around in different forms since 1912.

REALTORS® could join one or more divisions for an extra fee of \$10.00 per division. In return, they would receive newsletters, research reports, conferences, networking opportunities and other services geared specifically toward their professional interests.

One hundred years later, these original specialty divisions are still going strong (mostly). Some are still part of the REALTOR® family, while others have gone their own way:

- The Property Management Division became the **Institute of Real Estate Management (IREM)** in 1933.
- The Industrial Property Division became the **Society of Industrial & Office REALTORS® (SIOR)** in 1941.
- The Farms & Land Division enjoyed much success in its first few years, but then all but disappeared during the Great Depression in the 1930s. In 1944, it reemerged to become what is now known as the **REALTORS® Land Institute (RLI)**.
- The Brokers Division became the National Institute of Real Estate Brokers in 1942. After that, it went through several changes in both name and structure. Today, the old Brokers Division lives on through the **Real Estate Business Institute (REBI)** and the **Residential Real Estate Council (RRC)**.
- The Appraisal Division became the American Institute of Real Estate Appraisers in 1932, which was an NAR affiliate organization. Now called the **Appraisal Institute**, it separated from the National Association in 1991.
- The Home Builders & Subdividers Division was relaunched as an independent organization in 1942, the **National Association of Home Builders (NAHB)**.
- Mortgage professionals were already represented by a well-established national organization, the Mortgage Bankers Association (MBA, founded in 1913) when NAR's Mortgage & Finance Division was created. The Division folded in 1927 as more and more of its members found they were better served by the MBA. It is the only one of the original specialty divisions that no longer exists.



*Emblems of the specialty divisions, from a 1926 brochure.*