

From: Jane Bowman [<mailto:jwb@wchitastaragent@yahoo.com>]

Sent: Thursday, February 08, 2018 2:10 PM

To: Fran.lusk@house.ks.gov

Cc: Lila Vaught <lvaught@plazare.com>; King, Cindy <Cindy.King@cartus.com>

Subject: KSA 58-3035 and KSA 58-3062 [SECURE]

Dear Fran,

I am a licensed real estate sales professional operating in the Greater Wichita area. I live in and mostly work in the immediate area around McConnell AFB, including Derby and southeast Wichita. Annually about 70% of my personal business revolves around military personnel and I work closely with USAA's Real Estate Rewards Network to help ensure their members have a smooth transition both into and out of our community as they relocate with the military. USAA, who understands the unique challenges military families have, has developed the Real Estate Rewards Network for its members to help guide them through the home buying and home selling processes. It is designed to be concentric with all the different facets of a family move provided to the member in one easy place. Features of the network for the members include one-step access to mortgage and insurance services, movers and contractors, real estate professionals and other services, all of whom are selected and specially trained to be responsive to the unique needs of the members. Another wonderful feature and probably the most appealing to the members is the financial reward for using the program.

Those rewards are currently provided after the sale or purchase of a home and are in the form of a gift card which is defined as a rebate by the Kansas Real Estate Commission guidelines. There is currently HB2494 being proposed in the House that would eliminate the ability of the Rewards Network to provide these rewards to their members. I feel that would be a mistake for our veterans, the state of Kansas and our local community.

At McConnell AFB active duty personnel have an annual average salary of over \$72,000 and 75% of those people (over 2000 of them) live off base so as you can imagine they account for a good portion of our real estate transactions. I typically see members use their Real Estate Reward, which averages \$970 per family, to purchase appliances or to have work completed on their home. So as you can see, the Real Estate Rewards Network is putting money directly into our local economy. Eliminating the ability to provide this rebate not only harms our local and state economy but also harms our military members and citizens of Kansas. It would result in the Rewards Network being much less competitive because its most substantial benefit for members would go away. This in turn would create an environment in which fewer members would use the program so they would be less likely to receive top notch service.

Even the Department of Justice agrees! They made this known when they sent a letter to the Tennessee House of Representatives letting them know, as they contemplated proposed legislation, that banning rebates in real estate transactions would really just hurt the citizens of Tennessee in the end.

Let's protect our veterans and our economy by leaving the ability to offer rebates in!

Thanks for your time,
Jane Bowman

Jane Bowman
Associate Broker/Realtor
Relocation Specialist

ABR (Accredited Buyer Representative)
SRES (Seniors Real Estate Specialist)
www.JaneBowman.com

Coldwell Banker, Plaza Real Estate
316-204-1924 (direct)
316-686-7121 (office)
316-686-1908 (fax)

A HOME TO BUY OR SELL?? GIVE JANE A YELL!!

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