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# LOBBYING REPORT

Lobbying Disclosure Act of 1995 (Section 5) - All Filers Are Required To Complete This Page

1. Registrant Name NATIONAL ASSOCIATION OF REALTORS			
2. Address <input type="checkbox"/> Check if different than previously reported 700 - 11th Street, N.W., Washington, DC 20001-4507			
3. Principal Place of Business (if different from line 2) City: Chicago State/Zip (or Country) IL 60611			
4. Contact Name Dr. Lee L. Verstandig	Telephone 302-383-1238	E-mail (optional) lvetstandig@realtors.org	5. Senate ID # 27070-12
7. Client Name <input type="checkbox"/> Self	6. House ID # 31733000		

8. Year 1999 Midyear (January 1-June 30)  OR Year End (July 1-December 31)

9. Check if this filing amends a previously filed version of this report

10. Check if this is a Termination Report  ⇒ Termination Date \_\_\_\_\_

11. No Lobbying Activity

INCOME OR EXPENSES - Complete Either Line 12 OR Line 13	
<p><b>12. Lobbying Firms</b></p> <p>INCOME relating to lobbying activities for this reporting period was:</p> <p>Less than \$10,000 <input type="checkbox"/></p> <p>\$10,000 or more <input type="checkbox"/> ⇒ \$ _____  <small>Income (nearest \$20,000)</small></p> <p>Provide a good faith estimate, rounded to the nearest \$20,000, of all lobbying related income from the client (including all payments to the registrant by any other entity for lobbying activities on behalf of the client).</p>	<p><b>13. Organizations</b></p> <p>EXPENSES relating to lobbying activities for this reporting period were:</p> <p>Less than \$10,000 <input type="checkbox"/></p> <p>\$10,000 or more <input checked="" type="checkbox"/> ⇒ \$ 3,300,000  <small>Expenses (nearest \$20,000)</small></p> <p><b>14. REPORTING METHOD.</b> Check box to indicate expense accounting method. See instructions for description of options.</p> <p><input type="checkbox"/> Method A. Reporting amounts using LDA definitions only</p> <p><input type="checkbox"/> Method B. Reporting amounts under section 6033(b)(8) of the Internal Revenue Code</p> <p><input checked="" type="checkbox"/> Method C. Reporting amounts under section 162(e) of the Internal Revenue Code</p>

Signature

*Lee L. Verstandig*

Printed Name and Title Dr. Lee L. Verstandig, Sr. Vice President, Government Affairs

**Information Update Page - Complete ONLY where registration information has changed.**

20. Client new address

21. Client new principal place of business (if different from line 20)

City \_\_\_\_\_ State/Zip (or Country) \_\_\_\_\_

22. New general description of client's business or activities

**LOBBYIST UPDATE**

23. Name of each previously reported individual who is no longer expected to act as a lobbyist for the client

David Lynch  
 George Green

**ISSUE UPDATE**

24. General lobbying issues previously reported that no longer pertain

**AFFILIATED ORGANIZATIONS**

25. Add the following affiliated organization(s)

Name	Address	Principal Place of Business (city and state or country)

26. Name of each previously reported organization that is no longer affiliated with the registrant or client

**FOREIGN ENTITIES**

27. Add the following foreign entities

Name	Address	Principal place of business (city and state or country)	Amount of contribution for lobbying activities	Ownership percentage in client

28. Name of each previously reported foreign entity that no longer owns, or controls, or is affiliated with the registrant, client or affiliated organization

Signature Lee L. Verstandig Date August 10, 1999  
 Printed Name and Title Dr. Lee L. Verstandig, Sr. Vice President, Government Affairs

NATIONAL ASSOCIATION

Registrant Name OF REALTORS Client Name \_\_\_\_\_

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code TAX (one per page)

16. Specific lobbying issues

- H.R. 1690, Mortgage Cancellation Debt Act of 1999
- H.R. 844, Leasehold Improvements Act
- H.R. 2488, Financial Freedom Act of 1999
- S. 879, Leasehold Improvements Act

17. House(s) of Congress and Federal agencies contacted  Check if None

U.S. House of Representatives  
U.S. Senate

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)	New
Lee L. Verstandig		<input type="checkbox"/>
Linda Goold		<input type="checkbox"/>
Lamar Whitman		<input type="checkbox"/>
Dan Nadash		<input type="checkbox"/>
Jamie Gregory		<input type="checkbox"/>
Laura McPherson		<input type="checkbox"/>
Amy Fletcher		<input type="checkbox"/>
John Sebree		<input type="checkbox"/>
Jerry Giovaniello		<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature Lee L. Verstandig Date August 10, 1999

Printed Name and Title Dr. Lee L. Verstandig, Sr. Vice President, Government Affairs

NATIONAL ASSOCIATION  
OF REALTORS

Registrant Name \_\_\_\_\_ Client Name \_\_\_\_\_

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code   HOU   (one per page)

16. Specific lobbying issues

- HUD Homebuyer Protection Plan
- FHA Builder Warranty Proposal
- FHA New Construction Floodplain Requirements
- Rural Housing Service Policy on Manufactured Housing
- FY2000 VA/HUD Appropriations Bill
- H.R. 1776, The American Homeownership & Economic Opportunity Act of 1999
- H.R. 2280, Veterans Benefits Improvement Act of 1999
- Recommendations of the Commission on Servicemembers & Veterans Transition Assistance
- H.R. 1336, Assisted Housing

17. House(s) of Congress and Federal agencies contacted  Check if None

- U.S. House of Representatives
- U.S. Senate
- Department of Housing & Urban Development (HUD)
- Department of Veterans Affairs (VA)
- Rural Housing Service (RHS)

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)	Nt
Lee L. Verstandig		<input type="checkbox"/>
Gary Weaver		<input type="checkbox"/>
Megan Booth		<input type="checkbox"/>
Doug Miller		<input type="checkbox"/>
Laura McPherson		<input type="checkbox"/>
Dan Nadash		<input type="checkbox"/>
Jamie Gregory		<input type="checkbox"/>
Amy Fletcher		<input type="checkbox"/>
John Sebree		<input type="checkbox"/>
Jerry Giovaniello		<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature Lee L. Verstandig Date August 10, 1999  
 Printed Name and Title Dr. Lee L. Verstandig, Sr. Vice President, Government Affairs

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code HOU (one per page)

16. Specific lobbying issues

Fair Housing Accessibility  
 Fair Housing Testing

17. House(s) of Congress and Federal agencies contacted  Check if None

U.S. House of Representatives  
 U.S. Senate  
 Department of Housing & Urban Development (HUD)

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)	Net
Lee L. Verstandig		<input type="checkbox"/>
Fred Underwood		<input type="checkbox"/>
Brenda Brown		<input type="checkbox"/>
Laura McPherson		<input type="checkbox"/>
Dan Nadash		<input type="checkbox"/>
Jamie Gregory		<input type="checkbox"/>
Amy Fletcher		<input type="checkbox"/>
John Sebree		<input type="checkbox"/>
Jerry Giovaniello		<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature Lee L. Verstandig Date August 10, 1999  
 Printed Name and Title Dr. Lee L. Verstandig, Sr. Vice President, Government Affairs

Registrant Name \_\_\_\_\_ Client Name \_\_\_\_\_

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code ENV (one per page)

16. Specific lobbying issues

- FEMA Floodplain Maps
- The Land & Water Conservation Fund
- Wetlands Mitigation Banking
- Superfunds/Brownfields
- Private Property Rights
- Natural Disaster
- Lead-Based Paint
- Wetlands Reform

17. House(s) of Congress and Federal agencies contacted  Check if None

- U.S. House of Representatives
- U.S. Senate
- Environmental Protection Agency (EPA)

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)	New
Lee L. Verstandig		<input type="checkbox"/>
Russell Riggs		<input type="checkbox"/>
Joe Maheady		<input type="checkbox"/>
Megan Booth		<input type="checkbox"/>
Amy Fletcher		<input type="checkbox"/>
Dan Nadash		<input type="checkbox"/>
Jamie Gregory		<input type="checkbox"/>
Laura McPherson		<input type="checkbox"/>
John Sebree		<input type="checkbox"/>

Jerry Giovanello  
19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature Lee L. Verstandig Date August 10, 1999

Printed Name and Title Dr. Lee L. Verstandig, Sr. Vice President, Government Affairs

NATIONAL ASSOCIATION  
OF REALTORS

Registrant Name \_\_\_\_\_ Client Name \_\_\_\_\_

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code BAN (one per page)

16. Specific lobbying issues

- H.R. 10, Financial Services Act of 1999
- S. 900, Financial Services Modernization Act of 1999
- Office of Federal Housing Enterprises Oversight, Proposed Regulation on Risk-Based Capital Standards for Fannie Mae and Freddie Mac

17. House(s) of Congress and Federal agencies contacted  Check if None

- U.S. House of Representatives
- U.S. Senate
- Fannie Mae
- Freddie Mac

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)	No.
Lee L. Verstandig		<input type="checkbox"/>
George Griffin		<input type="checkbox"/>
Jeanne Belgado		<input type="checkbox"/>
Doug Miller		<input type="checkbox"/>
Edward Miller		<input type="checkbox"/>
John Sebree		<input type="checkbox"/>
Dan Nadash		<input type="checkbox"/>
Jamie Gregory		<input type="checkbox"/>
Laura McPherson		<input type="checkbox"/>
Amy Fletcher		<input type="checkbox"/>
Jerry Giovaniello		<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature Lee L. Verstandig Date August 10, 1999

Printed Name and Title Dr. Lee L. Verstandig, Sr. Vice President, Government Affairs

Registrant Name \_\_\_\_\_ Client Name \_\_\_\_\_

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code BNK (one per page)

16. Specific lobbying issues

H.R. 833, Bankruptcy Reform  
S. 625, Bankruptcy Reform

17. House(s) of Congress and Federal agencies contacted  Check if None

U.S. House of Representatives  
U.S. Senate

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)	Net
Lee L. Verstandig		<input type="checkbox"/>
Megan Booth		<input type="checkbox"/>
Doug Miller		<input type="checkbox"/>
John Sebree		<input type="checkbox"/>
Dan Nadash		<input type="checkbox"/>
Jamie Gregory		<input type="checkbox"/>
Laura McPherson		<input type="checkbox"/>
Amy Fletcher		<input type="checkbox"/>
Jerry Giovaniello		<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature Lee L. Verstandig Date August 10, 1999

Printed Name and Title Dr. Lee L. Verstandig, Sr. Vice President, Government Affairs

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code FIN (one per page)

16. Specific lobbying issues

- USPAP Appraisal Standards Reform
- Capital Markets - Department of Labor ERISA Exemption for Pension Fund Investment in CMBS
- Capital Markets - Mortgage Revision
- Electric Deregulation
- S. 576, Financial Regulatory Relief and Economic Efficiency Act of 1999

17. House(s) of Congress and Federal agencies contacted  Check if None

- U.S. House of Representatives
- U.S. Senate
- Department of Labor (DOL)

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)	New
Lee L. Verstandig		<input type="checkbox"/>
Doug Miller		<input type="checkbox"/>
Jeanne Delgado		<input type="checkbox"/>
John Sebree		<input type="checkbox"/>
Edward Miller		<input type="checkbox"/>
Dan Nadash		<input type="checkbox"/>
Jamie Gregory		<input type="checkbox"/>
Laura McPherson		<input type="checkbox"/>
Amy Fletcher		<input type="checkbox"/>
Jerry Giovaniello		<input type="checkbox"/>
		<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature Lee L. Verstandig Date August 10, 1999

Printed Name and Title Dr. Lee L. Verstandig, Sr. Vice President, Government Affairs

NATIONAL ASSOCIATION  
OF REALTORS

Registrant Name \_\_\_\_\_ Client Name \_\_\_\_\_

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code CPT (one per page)

16. Specific lobbying issues

H.R. 354, Collections of Information Antipiracy Act

17. House(s) of Congress and Federal agencies contacted  Check if None

U.S. House of Representatives  
U.S. Senate

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)	New
Lee L. Verstandig		<input type="checkbox"/>
Edward Miller		<input type="checkbox"/>
Jeanne Delgado		<input type="checkbox"/>
Jamie Gregory		<input type="checkbox"/>
Dan Kadash		<input type="checkbox"/>
John Sebree		<input type="checkbox"/>
Laura McPherson		<input type="checkbox"/>
Amy Fletcher		<input type="checkbox"/>
Jerry Giovaniello		<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature Lee L. Verstandig Date August 10, 1994  
Printed Name and Title Dr. Lee L. Verstandig, Sr. Vice President, Government Affairs

Registrant Name \_\_\_\_\_ Client Name \_\_\_\_\_

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code CPT (one per page)

16. Specific lobbying issues

H.R. 1858, Consumer and Investor Access to Information Act of 1999

17. House(s) of Congress and Federal agencies contacted  Check if None

U.S. House of Representatives  
U.S. Senate

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)	None
Lee L. Verstandig		<input type="checkbox"/>
Edward Miller		<input type="checkbox"/>
Jeanne Delgado		<input type="checkbox"/>
Jamie Gregory		<input type="checkbox"/>
Dan Nadash		<input type="checkbox"/>
John Sabree		<input type="checkbox"/>
Laura McPherson		<input type="checkbox"/>
Amy Fletcher		<input type="checkbox"/>
Jerry Giovaniello		<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature Lee L. Verstandig Date August 10, 1999

Printed Name and Title Dr. Lee L. Verstandig, Sr. Vice President, Government Affairs

Registrant Name OF REALTORS Client Name \_\_\_\_\_

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code TEC (one per page)

16. Specific lobbying issues

H.R. 1291, Internet Access Charge Prohibition Act of 1999

17. House(s) of Congress and Federal agencies contacted  Check if None

U.S. House of Representatives  
 U.S. Senate  
 Federal Communications Commission (FCC)

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)	Yes
Lee L. Verstandig		<input type="checkbox"/>
Edward Miller		<input type="checkbox"/>
Jeanne Delgado		<input type="checkbox"/>
Megan Booth		<input type="checkbox"/>
Jamie Gregory		<input type="checkbox"/>
Dan Nadash		<input type="checkbox"/>
Laura McPherson		<input type="checkbox"/>
John Sebree		<input type="checkbox"/>
Amy Fletcher		<input type="checkbox"/>
Jerry Giovanello		<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature Lee L. Verstandig Date August 10, 1999

Printed Name and Title Dr. Lee L. Verstandig, Sr. Vice President, Government Affairs