

Help from the National Trust Resource Center  
Information Sheet #33  
**INFORMATION FOR REALTORS**

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*The following is a list from the National Trust, of resources, contacts, and programs for Real Estate agents who are interested in learning more about and being better stewards of historic properties.*

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### **The National Trust Historic Real Estate Program**

Protecting historic properties and providing real estate professionals with a marketable advantage are the benefits of the Historic Real Estate Program offered by the National Trust and ERA Franchise Systems, Inc. The program is open to all real estate professionals, regardless of company affiliation, and covers the history of major American architectural styles, conservation easements, and historic preservation regulations and tax incentives. It facilitates the stewardship of historic properties and strengthens real estate agents' expertise in the historic real estate market.

The Historic Real Estate Program is led by Dwight Young of the National Trust. With a Masters degree in architectural history from the University of Virginia, Young began working for the National Trust in 1977 and now writes speeches, newspaper and magazine articles, and opinion pieces supporting the Trust's mission.

"The Historic Real Estate Program offers real estate agents a clear advantage in the field of historic homes," said Young. "The course will provide agents with important background on historic properties. Ultimately, this can only improve the stewardship of historic properties across the country."

The Historic Real Estate Program is part of a National Trust effort to increase its educational outreach on preservation and historic properties. For more information and a list of course dates, visit the program's Web site at <http://www.era.com/eraabout/nationaltrust.html>, or call (973) 496-5807.

### **Other Training Opportunities**

#### ***Protecting the Irreplaceable***

(202) 588-6000 FAX (202) 588-6059  
www.PreservationNation.org E-mail: info@nthp.org  
1785 Massachusetts Avenue, NW Washington, DC 20036-2117

The National Trust's **National Preservation Conference** takes place every fall. The conference includes education sessions on historic real estate, tax credits for historic building owners, preservation law and many other topics relating to historic real estate. For information about the conference or to register, visit our website at

<http://www.preservationnation.org/resources/training/npc/> or contact the National Trust's conference office at 202-588-6100.

Your local **statewide** preservation group may have information on historic real estate classes in your state. Many statewide preservation groups sponsor annual conferences which include education sessions on historic real estate and historic property. For the name, address, and phone number of your local statewide group, visit our website at

<http://www.preservationnation.org/resources/faq/historic-homes/shpo.html> or contact the National Trust's Resource Center at 202-588-6164.

Contact your state and community **real estate association** for information on the courses and seminars they offer. Sometimes, these real estate associations work with their local statewide group to provide training in historic real estate.

The following organizations also offer real estate training programs. If you know of a training program not listed here, please let us know.

**Preservation Dallas** offers two-day training sessions as part of their historic house specialist seminars. Topics include residential architecture styles, historic interiors, historic designation, and many others. Upon completion of the session, realtors receive a certificate of completion and the right to use the Preservation Dallas logo. For more information contact Preservation Dallas at 2922 Swiss Avenue, Dallas, TX 75204; 214-821-3290. You can also visit their web site at [www.preservationdallas.org](http://www.preservationdallas.org).

The **Landmark Society of Western New York** along with the city of Rochester and the Greater Rochester Association of Realtors have established the Home Room City Living Resource Center that offers education courses in historic real estate twice a year. The program is structured like Preservation Dallas's real estate program and offers programs centered on the neighborhoods of western New York. For more information contact the Landmark Society of Western New York at 133 South Fitzhugh Street, Rochester, NY 14608; 585-546-7029; or visit their website at <http://www.landmarksociety.org/>.

The **Providence Preservation Society** in Rhode Island along with the Rhode Island Association of Realtors offers a two-day training course in historic real estate. Class topics include marketing and selling older houses, who's who in preservation, using architecture to sell a home, the legal and financial aspects of owning an historic home, and the guidelines for restoring an historic building. For information on this real estate program, please contact the Providence Preservation Society at 21 Meeting Street, Providence, RI 02903; 401-831-7440; <http://www.ppsri.org/>.

### **The National Register of Historic Places**

The National Register of Historic Places is the nation's official list of historically significant structures. The National Register was authorized under the National Historic Preservation Act of

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1966 and is administered by the Department of the Interior's National Park Service. Many private homes are listed on the National Register or listed as part of an historic district on the Register. A National Register designation is a good selling point for an historic house because generally, a designation enhances property values.

For more information about the National Register of Historic Places, write to the National Park Service at 1849 C Street, NW, NC400, Washington, DC 20240, or call the National Register's reference desk at (202) 354-2211. The National Register's web site is also a good place to find information. The web site offers general information about the program, specific information about registered properties, guidelines for nominating properties, and publications about the National Register. The web address is <http://www.nps.gov/history/nr/>; to go directly to the National Register's publication site, visit [www.cr.nps.gov/nr/nrpubs.html](http://www.cr.nps.gov/nr/nrpubs.html); and to search for information about a specific property listed on the National Register, go to [www.nr.nps.gov/nrishome.htm](http://www.nr.nps.gov/nrishome.htm). Your State Historic Preservation Officer (SHPO) will also have information about the National Register. For the name, address, and phone number of your SHPO, visit <http://www.preservationnation.org/resources/faq/historic-homes/shpo.html> or call the National Trust's Resource Center at (202) 588-6164 or email [info@nthp.org](mailto:info@nthp.org).

The National Park Service's Cultural Resource Training program offers classes in the management of cultural resources. Some of the course topics include: National Register nomination process, guidelines, and eligibility requirements; section 106 and other fundamental preservation laws; documenting historic sites; and historic house assessment and inspection. For information on the Cultural Resource Training program or to have a current schedule of courses sent to you, contact the Cultural Resources Management Department of the National Park Service at 1849 C Street, NW, NC400, Washington, DC 20240; 202-343-3395.

### Advertising Historic Properties

There are many advertising options available to help realtors target a historic preservation-minded audience.

The **National Trust** advertises historic properties for sale in the classified section of our award-winning magazine *Preservation* and on our website. For more information, visit our website at <http://www.preservationnation.org/magazine/advertise/index.htm>, or contact the National Trust's Advertising office at 202-588-6083. To receive *Preservation* magazine, send a check for \$20 for a one year subscription to the Resource Center at 1785 Massachusetts Avenue, NW, Washington, DC 20036, use the form at the end of this document, or call 202-588-6164.

The National Trust also advertises historic properties on our web site ([www.PreservationNation.org](http://www.PreservationNation.org)). Click on "Historic Homeowner" and then "Historic Real Estate" to see these listings. If you would like to place an ad in this section, the cost is \$10 for every five listings and each listing is posted for one month. For more information, contact the National Trust's website coordinator at 202-588-6000.

Many **statewide** preservation organizations advertise historic properties on their web site or to their members. Contact the statewide preservation group in your state for information on their advertising policy. To find contact information for your statewide preservation organization, please visit our website at <http://www.preservationnation.org/resources/faq/historic->

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[homes/shpo.html](http://homes/shpo.html) or call the Resource Center at 202-588-6164.

## **Financial Assistance**

Below is a list of financial assistance programs available to help potential buyers restore an historic home.

### *State Tax Credits*

Currently there are tax credits for owners of historic properties (commercial use only) in some states. The State Historic Preservation Officer for each state will be able to provide you with information on the tax credits available in your state.

### *Historic Homeownership Assistance Act*

The National Trust supports the passage of the Historic Homeownership Assistant Act. The proposed legislation would establish a 20 percent historic rehabilitation tax credit to homeowners who rehabilitate or purchase a newly rehabilitated eligible home and occupy it as a principle residence. For an up-to-date report on the status of this tax credit, please visit the National Trust's web site at [www.PreservationNation.org](http://www.PreservationNation.org) or call the Public Policy office at 202-588-6167.

### *The Department of Housing and Urban Development (HUD)*

HUD's 203(k) Mortgage Rehabilitation Insurance Program is a flexible loan program that helps developers, investors, and families at all income levels to buy and restore properties in urban and rural historic districts. The program helps preservationists deal with problems such as appraisal barriers, the high cost of second mortgages, and high down payment and closing costs. For information about the Mortgage Rehabilitation Insurance Program contact your local HUD office or the HUD Headquarters Valuation and Technical Support Branch at 202-708-1112 or visit their website at: <http://www.hud.gov/offices/hsg/sfh/203k/203kmenu.cfm>.

### *City Funds*

In the past, a number of Housing and Community Development Departments have offered grants, low-interest loans, and revolving funds to owners of historic houses. Refer your client to their city's Housing and Community Development office for information on any financial assistance your city may offer.

### *Statewide Funds*

Check with your statewide preservation group to see if they offer any loans or grant for private or commercial restoration projects. Even if your statewide doesn't offer these types of funds, someone on staff there might know of private preservation groups in your state who will offer financial support for a restoration project. To find out who your statewide is, please visit our website at <http://www.preservationnation.org/resources/faq/historic-homes/shpo.html> or call the Resource Center at 202-588-6164.

## **Preservation Ordinances/Preservation Laws**

Many cities and towns have historic preservation ordinances or laws. For information on how these laws will enhance the property values, consult the following:

### *National*

The National Alliance of Preservation Commissions is a national non profit which builds strong local preservation programs through education, training, and advocacy. To contact the NAPC, please call (706) 542-4731, or email [napc@uga.edu](mailto:napc@uga.edu). You may visit their website at: <http://www.uga.edu/sed/psoc/programs/napc/napc.htm>.

### *State*

In each state, the governor elects a State Historic Preservation Officer (SHPO) to uphold preservation laws in their state. Your SHPO will have information on preservation laws and ordinances in your state as well as information on the National Register of Historic Places and tax credits for historic property owners. For the name, address, and phone number of your SHPO contact NCSHPO at 202-624-5465.

### *National Trust Regional Offices*

The National Trust has regional offices throughout the nation. The National Trust office in your region can help answer questions on preservation laws and ordinances. For the address and phone number for your regional office, visit our website at <http://www.preservationnation.org/about-us/regional-offices/> or call the National Trust at 202-588-6000.

## **Recommended Publications**

The following publications are available from the National Trust's Preservation Books. To order any of these publications visit the publications web site at [www.preservationbooks.org](http://www.preservationbooks.org) or for a complete catalog, call (202) 588-6296. National Trust members receive a 10% discount, and Forum members receive a 25% discount. To become a National Trust Forum member, please fill out the form at the end of this information sheet or call (202) 588-6164.

- *What Style Is It?: A Guide to American Architecture.* Order Number 2STY
- *Appraising Historic Properties.* Order Number 2I87
- *A Guide to Tax Advantaged Rehabilitation.* Order Number 2I89
- *Historic Home Tours: Showcasing Your Community's Heritage.* Order Number 2I50
- *Buyer's Guide to Older and Historic Houses.* Order Number 2I74
- *Design Review in Historic Districts.* Order Number 2I85
- *Maintaining Community Character: How to Establish a Local Historic District.* Order Number 2I58
- *Getting to Know Your 20<sup>th</sup> Century Neighborhood.* Order Number 2I94
- *The New Old House Starter Kit.* Order Number 2I96

