

4 Changes to Real Estate Resulting from the National Association of Realtors (NAR) Settlement

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1. **De-Coupling of commissions** - listing broker is no longer allowed to have a unilateral agreement of cooperation with all other brokerages in town.

**Does 6% sound familiar? You could be hiring your agent for much less now.*

2. **No more offers of co-operating commissions on MLS** - since we have no more agreements of cooperation, then there are no more displays of compensation.

**It's truly a negotiation between buyer and seller and give control to the consumer.*

3. **Clear disclosure of how compensation works** - Every client will know how their agent is paid, who is paying the agent, and exactly what that compensation is.

**Transparency? I say this is a great change!*

4. **Buyer Representation Agreements** - In a similar way you would sign a an agreement with a Realtor to sell your home, all home buyers are required to do the same. Every client will always know how the parties are represented and compensated.

**Every client deserves and advocate!*

Visit: ewn-re.co/nar for more information and to register for the next seminar to learn how to take advantage of these changes.

