

Letter to my clients regarding the National Association of REALTORS® proposed settlement

You may have heard about the lawsuit regarding changes to the way REALTOR® commissions are handled, and may be wondering how this may affect you (or me!).

First, let me encourage you to take what you hear on social media and in the news with a grain of salt. There is a lot of misinformation and confusion right now among the general public and even within the real estate community, which is why I wanted to bring the facts to you myself.

There are 2 main points of the settlement:

1. Sellers can (if they choose to) continue to offer compensation for buyer's agents, but such offers can not be communicated via the MLS.
2. Agents acting for buyers are required to enter into written agreements with their buyer clients before touring a home.

What does this mean for you?

First, as my client (either current or future), I will continue to deliver the same level of service that I always have, whether you're buying or selling real estate.

- If you're selling property, we'll have a conversation about whether you should offer compensation to a buyer's agent, and how much.
- If you're buying property, then we'll have a conversation about what my fees are, including how they will be paid.
- We'll also review a Buyer Agency Agreement that details my fiduciary role as your agent, and my legal obligations to protect your interests and advocate for you.

What this DOESN'T mean:

- That buyer agents are going away, or that I can't represent you to buy property any more
- That home prices are going to go down as a result of this settlement
- That sellers are not allowed to pay the buyer agent's fee any more
- That you should wait to buy or sell until the settlement is final. The best time to transact is when the time is right for YOU, based on your specific situation and local market conditions.

A few additional facts:

- Last year, 89% of buyers used a real estate agent to represent them in the transaction (Source: 2023 Profile of Home Buyers and Sellers (National Association of REALTORS®))
- Buyer agency agreements are not new to our industry (you've probably signed one already, if you've ever bought a house)
- If the settlement is approved, the changes above will go into effect by mid-July 2024
- Consumers have always had choices regarding real estate service levels and compensation, and a variety of fee structures have always been available, from discount services to full service representation.

No matter what, I'm here for YOU!