

## **A Quick Review of Industry Changes REALTORS® Need to Know Now!**

NAR’s settlement of the class action lawsuits has brought about required new MLS Rules and new TR Forms.

Listing Broker Changes	Buyer Broker Changes
<ol style="list-style-type: none"> <li>1. On existing listings, you will need to execute a new updated listing agreement or an amendment to your agreement (TR-2701) <b><u>by August 17, 2024.</u></b></li> <li>2. For all new listings, you should begin using the newly updated TR listing agreements <b>effective June 24, 2024</b></li> <li>3. Beginning August 16, 2024, and going forward, there will be <b>no compensation fields</b> nor language allowed in the MLS addressing or mentioning compensation to a broker representing/assisting a buyer or a tenant.</li> <li>4. On July 9, 2024, a new field will be added in MLS: <b>“Seller May Contribute to Buyer Expenses Up To \$ _____”</b> to indicate an amount the seller may offer to contribute to buyer expenses if any, as a part of the transaction which correlates with paragraph 11.F. in the new TR listing agreement. For written authority from the seller on the amount to submit to the MLS, you may use TR form 1412 (see below).</li> </ol>	<ol style="list-style-type: none"> <li>1. New MLS Rule requires an executed written buyer agreement <b>before showing a property</b> to a buyer you are working with (does not apply to leases) (See Rule 5.0.1).</li> <li>2. In the buyer agreement, your compensation will need to be detailed in amount or in how determined between you and your buyer/client.</li> <li>3. On existing agreements, you will need to execute a new updated version or an amendment to your agreement (TR-2701) <b><u>by August 17, 2024.</u></b></li> <li>4. TR Form 2406 can be used to address possible payment of buyer (or other) broker fees when presenting an offer on a property for your client.</li> <li>5. Beginning August 16, 2024, and going forward, there will be <b>no compensation fields</b> in the MLS. Buyer agents will need to contact the listing agent or reference the listing agent’s website for compensation information.</li> </ol>

TR is releasing new forms that capture the changes on or about June 24, 2024. Start using them for new transactions or to fix forms currently in use that don’t expire by August 17, 2024.

Updated/new TR forms you will most likely need to use:

- a. 1101 – Residential Real Estate Listing Agreement, Exclusive Right to Sell
- b. 1102 – Residential Real Estate Listing Agreement, Exclusive Right to Lease
- c. 1201 – Farm and Ranch Real Estate Listing Agreement, Exclusive Right to Sell
- d. 1412 – Seller’s Authorization to Disclose and Advertise Certain Information
- e. 1501 – Residential Buyer/Tenant Representation Agreement
- f. 1507 – Residential Buyer/Tenant Representation Agreement – Short Form
- g. 2701 – Amendment to Representation Agreement