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Central Hill Country Board of REALTORS®

NEWS YOU CAN USE - August 5, 2024



CLEAR AS MUD....Municipal Utility District Notification Compliance Made Easier. Learn more [HERE](#)

CHCBR MLS

Per NAR's mandated policy changes, all commission fields will be removed from CHCBR MLS on or about August 1, 2024.

The [Central Hill Country Board of REALTORS' Multiple Listing Service Rules](#) have been updated and approved by the CHCBR Board of Directors.

The most significant changes in the [Central Hill Country Board of REALTORS' Multiple Listing Service Rules](#) involve commissions and buyer's representation.

Please refer to:

- Section 1.9.....No Control of Commission Rates or Fees Charged by Participants
- Section 4.6.....No Filtering of Listings
- Section 5.....No Compensation Specified on MLS Listings
- Section 5.0.0...Required Consumer Disclosure
- Section 5.0.1...Written Buyer Agreement

CHCBR MLS Rules June 2024 DRAFT Redlined version [HERE](#). Please review and note all changes.

CHCBR MLS Rules Approved by the CHCBR Board of Directors June 27.2024 [HERE](#)

(All governing documents are available on CHCBR's website: www.CHCBR.org -> [Documents](#)

.....
(NAR Settlement FAQ's available [HERE](#))

What MLS policies have changed?

The policy changes, agreed to by NAR leadership, were reviewed and updated with the changes as outlined below:

- Eliminate and prohibit any requirement of offers of compensation on an MLS between listing brokers or sellers to buyer brokers or other buyer representatives.
- Retain, and define, "cooperation" for MLS Participation.
- Eliminate and prohibit MLS Participants, Subscribers, and sellers from making any offers of compensation on an MLS to buyer brokers or other buyer representatives.
- Require an MLS to eliminate all broker compensation fields and compensation information on an MLS.
- Require an MLS to not create, facilitate, or support any non-MLS mechanism (including by providing listing information to an internet aggregator's website for such purpose) for Participants, Subscribers, or sellers to make offers of compensation to buyer brokers or other buyer representatives.

- Prohibit the use of MLS data or data feeds to directly or indirectly establish or maintain a platform of offers of compensation from multiple brokers or other buyer representatives. Such use must result with an MLS terminating the Participant's access to any MLS data and data feeds.
- Reinforce that MLS Participants and Subscribers must not, and MLSs must not enable the ability to filter out or restrict MLS listings that are communicated to customers or clients based on the existence or level of compensation offered to the cooperating broker or the name of a brokerage or agent.
- Require compensation disclosures to sellers, and prospective sellers and buyers.
- Require MLS Participants working with a buyer to enter into a written agreement with the buyer prior to touring a home.

Sponsored sales agents, please check with your broker for guidance and best practices.

NATIONAL ASSOCIATION OF REALTORS®

Navigating the Upcoming Practice Changes - Live Interactive Webinars

- Monday, August 5th | 11am-12pm [REGISTER HERE](#)
- Thursday, August 15th | 3pm-4pm [REGISTER HERE](#)

Summary of MLS Policy Changes [HERE](#)

UPCOMING EDUCATION

AUGUST 21-22, 2024

Accredited Buyer's Representative (ABR) Designation Course

In-person instruction with Socar Chatmon-Thomas - hosted by the Kerrville Board of REALTORS®. [MORE INFO.](#)

SEPTEMBER 13, 2024

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MISSION STATEMENT:

The Central Hill Country Board of REALTORS® protects private property rights and serves its members by providing valuable services which promote professionalism and ethical standards.





CHCBR MLS

Per NAR's mandated policy changes:

- Commission fields have been removed from CHCBR MLS listings.
- There can be **NO reference to commission or compensation** on any listing, including uploaded documents.
- **Notes/info relating to commission or compensation may not be conveyed via the SentriLock lockboxes**, as they are owned by CHCBR MLS.

Resources:

- Updated [Central Hill Country Board of REALTORS' Multiple Listing Service Rules](#)
- NAR Settlement **FAQ's** available [HERE](#)
- Texas REALTORS Legal **FAQs** available [HERE](#)
- **Navigating the Upcoming Practice Changes - Live Interactive Webinar** - Thursday, August 15th | 3pm-4pm [REGISTER HERE](#)

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Central Hill Country Board of REALTORS®

NEWS YOU CAN USE - August 19, 2024



TEXAS REALTORS®

FARM, RANCH, & LAND.... Hunting properties, what you need to know. If your clients are searching for that perfect hunting property, they're counting on you to lead them to it. [Read more](#)

WHEN THE APPRAISAL IS BELOW THE SALES PRICE.... There are some messages you just hate to get. An appraisal that comes in below the contract price certainly springs to mind. [Read more](#)

HOW TO AVOID BREACH OF CONTRACT CLAIMS.... A contract is not just a way to transfer property - it's a shared understanding about the property's condition and everyone's responsibilities during the real estate transaction. [Read more](#)

ANSWERING YOUR CLIENTS' QUESTIONS ABOUT COMPENSATION.... Learn what research shows about framing discussions around money to get the most positive outcome possible. [Read more](#)

Software and Security & AI Fraud Technology Development

[REGISTER HERE](#)

Please join Hill Country Titles and the Central Hill Country Board of REALTORS® for an informative discussion on software trends and security measures designed to facilitate more secure transactions. This discussion will cover essential information and the latest advancements in AI fraud detection technology and how to better protect you and your client.

Date: Wednesday, August 28, 2024

Time: 11:30 am - 1:00 pm

Location: St. Mary's Family Center, 304 W. San Antonio St, Fredericksburg, TX

****Boxed Lunches by Vivere will be served at no cost to CHCBR members****

Registration deadline is 10am, Monday, August 26th.

RSVP is required by deadline for lunch.

For questions about this event contact the Central Hill Country Board of REALTORS® office:

Email: mail@chcbr.org

Phone: 830-997-4758

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Central Hill Country Board of REALTORS®

NEWS YOU CAN USE - August 26, 2024



TEXAS REALTORS®

COMMUNICATING YOUR VALUE.... The way you do business is changing. The NAR lawsuit settlement removes offers of cooperating compensation from the MLS and requires written agreements when you work with buyers. [Read more](#)

COMMUNICATIONS TOOLKIT FOR REALTORS®.... Why should consumers work with you? What do the changes in compensation mean for real estate transactions? How can you better communicate your value to clients? Texas REALTORS® helps you answer these and other questions with the below resources. [Read more](#)

WHEN THE APPRAISAL IS BELOW THE SALES PRICE.... Total Texas employment was unchanged from May while overall inflation decreased for the first time since May 2020. Persistently high mortgage rates played a major role in home sales declining in June, when home sales normally accelerate. Despite the plunge in sales, home prices fell to a much lesser extent. [Read more](#)

FORMS CHANGES COMING AUGUST 23, 2024.... Texas REALTORS® updated several forms after receiving feedback from members and information from NAR. The forms will be published for use on August 23 and will be available on the Texas REALTORS® website and through forms vendors. [Watch now!](#)

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