

# SETTLEMENT PRACTICE CHANGES

The Sitzer-Burnett case verdict against the National Association of REALTORS® ushered in a sense of uncertainty in the real estate industry last year. The National Association of REALTORS® announced it reached a proposed settlement agreement resolving claims stemming from the compensation-related case, putting in motion changes that impact real estate transactions.

## WHAT IOWA REALTORS® NEED TO KNOW

### Under the proposed settlement, NAR has agreed to

- Remove cooperative compensation from the MLS.
- Create a rule that would require buyer agreements in every real estate transaction.

### Exclusive Buyer Agreements

The Iowa Association of REALTORS® proactively created an Exclusive Buyer Agreement for use by our members across the state. This form launched in February and is available on Remine and Form Simplicity.

The form aims to help elevate the real estate business by creating contractual relationships, explaining REALTOR® value propositions to buyers, and protecting member interests in transactions. You can learn more about the EBA on our website.

### Offers of Compensation

IAR is working to create clear and precise guidance to help our members understand these changes related to compensation.

- Offers of compensation will no longer be allowed on the MLS.
- Real estate commissions are negotiable, have always been negotiable and will remain negotiable in the future.

NAR anticipates these changes will take place in mid-July.

For more information on the proposed settlement and how it impacts Iowa REALTORS® visit:

<https://www.iowarealtors.com/news/nar-settlement-updates->



NAR & IAR will provide updates on the settlement as they are available. Resources for all members can be found at [facts.realtor](https://facts.realtor) and [competition.realtor](https://competition.realtor).

