



# Understanding the New/Revised C.A.R. Forms

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## Residential Listing Agreement (RLA)

- Biggest change: No fields for commission sharing
- Fields exist for Seller-side-only compensation
- Due to the above, and until Compensation fields are removed from CRMLS on 8/8 (for Flex) and 8/13 (for Matrix and Paragon), when entering a listing in the MLS, either:
  - put "0" in the BAC field
  - OR
  - do not include compensation in the MLS altogether
- MLS-specific provisions (Clear Cooperation, Concessions, Coming Soon, etc.) have been moved to the MLSA form

## Disclosure and Modification to Listing Agreement (DM-LA)

- Modifies existing on-market listing agreements and advises sellers of compensation rule changes
- **Scenario 1:** Use if you have an RLA effective prior to 8/13 for a listing that is the following statuses: Active, Coming Soon, and Hold
- **Scenario 2:** Use if you have an off-market (Active Under Contract, Pending, or Withdrawn) listing that reverts to Active and goes back on market after 8/13

## Multiple Listing Service Addendum (MLSA)

- Addresses MLS benefits and rules separate from the RLA
- Explains the MLS, its benefits, and deals with specific MLS issues and policies:
  - Clear Cooperation
  - Coming Soon
  - Concessions
  - Data/Photo Privacy

## Buyer Representation and Broker Compensation Agreement (BRBC)

- Specifies the terms of Buyer Agent representation and compensation
- A Buyer Broker agreement is mandatory under CRMLS Rule 9.1 and the NAR settlement agreement prior to showing, viewing, or touring a property with the buyer

## Seller Payment to Buyer Broker (SPBB)

- Asks the seller to pay for all or part of the buyer's contractual obligation to pay the Buyer's Broker
- Accompanies RPA/Offer