



adapt through change
thrive with knowledge

Major changes are less than five weeks away

Prepare now and adapt to thrive

It remains our highest priority to ensure CRMLS users [adapt to thrive](#) in our rapidly evolving environment. With a forward-thinking approach, CRMLS has been preparing for the upcoming changes resulting from the proposed NAR settlement for quite some time. Rest assured, we're here to make certain you are fully aware of what's to come.

ON AUGUST 13:

- **Compensation fields will be removed from Matrix, Paragon, and Flexmls**
- **New CRMLS Rules and Policy changes will go into effect**
- **The current required concession field at Close will include a category list**

1. Why is Compensation being removed from the MLS?

NAR agreed to settle the Sitzler/Burnett case regarding commissions in the MLS. The draft agreement will settle claims against many organizations including all multiple listing services owned by REALTOR® associations - this includes CRMLS.

To remain compliant with the settlement, CRMLS must remove all Compensation fields from the MLS. Compensation negotiations will not be allowed in the MLS in any way, shape or form.

2. What happens to my active listings on 8/13?

Compensation fields/information for the following listing types will be ELIMINATED and no longer visible:

- Coming Soon
- Active
- Hold
- Withdrawn

3. What listing types will be saved for historical purposes?

Compensation fields/information for the following listing types will REMAIN for historical purposes, but will not be able to be edited or changed:

- Active Under Contract (unless it moves back to Active)
- Pending (unless it moves back to Active)
- Closed
- Expired
- Cancelled

4. Are there new C.A.R. forms?

C.A.R. has postponed release of updated forms. We will keep you updated on when the forms will be released.

5. How will I get paid once the Compensation fields are removed?

There are different methods for a Buyer's Broker to be compensated. A frequently used method is when the buyer includes a term in the offer stating the Seller will pay the Buyer Broker fee. Assuming the seller agrees, the Buyer Broker fee becomes part of the complete purchase

agreement. Additionally, if using the C.A.R. Residential Purchase Agreement and Joint Escrow Instructions (RPA), the payment would also become part of the Escrow instructions.

6. What CRMLS Rules & Policy changes will go into effect on 8/13?

In adherence to the [NAR MLS Policy Changes](#), CRMLS must enforce new Rules & Policy changes including:

- Rule 7.15 – Unilateral Contractual Offer will be renamed and revised to **No Offers of Compensation in the MLS**
- Rule 7.19 - Changes to Offer of Compensation to All Broker Participants has been renamed and revised to **No Disclosure of Listing Broker Total Commission**
- Rule 9.1 – Showing and Negotiations has been renamed and revised to **Showings**.
Note: A signed Buyer Broker Agreement will be required before showing a property.

This is just a short list of changes. To view all CRMLS Rules & Policy changes that go into effect on 8/13, [click here](#).

7. What changes are happening to existing reporting requirements for seller concessions at the Close of a transaction?

We are upgrading the process of collecting seller concession information at the Close of a transaction. Although concession information has always been required and recorded at Close, as of August 13th, we will require a category breakdown of how the seller concession amount was used. The following required concession fields will be added at the Close of a transaction:

- Closing Costs (escrow and title fees)
- Property Improvements (repairs and upgrades)
- Financing Costs (loan origination and discount points)
- Buyer Broker Fee (amount the seller paid directly to the buyer's broker)
- Other
 - Total Calculated

8. Are Concessions just a replacement for Compensation?

No, they are fundamentally different. Concessions support the new consumer-centric model by allowing the BUYER to choose how the money is spent. Review this short [Concessions vs. Compensation video](#).

9. How can I ensure I am staying up-to-date on all upcoming changes?

CRMLS has designed a robust [Resource Center](#) to provide information on all items mentioned in this email, and more. Bookmark the page and visit it frequently.

Thank you,

California Regional MLS

Education

CRMLS offers a variety of resources to educate you on our products and services. Click above to visit the CRMLS training center.

Support

If you need MLS support, please click above or call us at (800) 925-1525. Our Customer Care team will be happy to assist.

Compliance

We keep your listing data safe, clean, and accurate. Click above to chat live with a CRMLS Compliance representative.



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