



adapt through change
thrive with knowledge

To remain compliant with the NAR settlement terms and prevent potential lawsuits, CRMLS is implementing a new policy regarding terms of compensation

Please read below for a full description

As organizational policies continue to evolve, CRMLS considers it crucial to maintain transparency and keep users informed of all new developments, big and small. This message contains important information regarding a new violation policy and its accompanying fines.

Below, we will highlight the latest information in **YELLOW**, while previously communicated details will remain unhighlighted.

ON AUGUST 13:

- Buyer Agent Compensation fields will be removed from Matrix and Paragon systems
- New CRMLS Rules & Policy changes will go into effect
- The current required Concessions field at Close will include a category list
- **Warning messages will be added to listing input to help users understand that compensation is no longer permitted**
- **Fines will be imposed on all listings that attempt to indicate forms of compensation**

After NAR settled the commissions lawsuit, the draft agreement included specific requirements for all multiple listing services owned by REALTOR® associations, including CRMLS.

To remain compliant, **CRMLS will remove all Buyer Agent Commission (BAC) fields from the MLS**. Compensation negotiations will not be allowed in the MLS in any way, shape, or form.

With such a major change, it's reasonable that you have questions, so we're here to answer them.

What happens to my listings on August 13?

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

- Coming Soon
- Active
- Active Under Contract
- Hold
- Withdrawn

What happens to my listings that are NOT in one of those statuses?

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

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

What CRMLS Rules & Policy changes will go into effect on August 13?

In adherence to the [NAR MLS Policy Changes](#), CRMLS will make 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 selection of the new rules. To see all CRMLS Rules & Policy changes that go into effect on August 13, [click here](#).

What will occur if someone attempts to indicate compensation anywhere in the MLS, such as Public Remarks, after August 8 (Flex users) and August 13 (Matrix/Paragon users)?

A \$2,500 fine will be imposed without warning, and the listing will be promptly removed from the MLS.

Following the DOJ's ruling, offers of compensation on NAR-affiliated MLSs (including CRMLS) are illegal. CRMLS wants to protect our users from liability, therefore we are instituting a fine structure that reflects the severity of the situation.

To view the updated CRMLS Citation Policy effective 8/13, [click here](#).

What additional measures is CRMLS taking to ensure compensation amounts are not listed in the MLS after August 8 (Flex users) and August 13 (Matrix/Paragon users)?

A warning message regarding offers of compensation will be added to open text fields at listing input. Additionally, the Public Remarks section will detect any words, phrases, or numbers indicating an attempt to add compensation information to the MLS and display a warning pop-up message. This pop-up will also include links to helpful resources to assist users with understanding the rules changes.

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.

Where else can I get information on these 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 for future updates.

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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