

JULY 31, 2024

Newsletter



Anne Arundel County Association of REALTORS®

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**38TH ANNUAL BILLY GOODALL
CHARITY
GOLF TOURNAMENT**

The Golf Club at South River | Edgewater, MD

Monday, September 9th

\$700 PER TEAM
SPONSORSHIP OPPORTUNITIES AVAILABLE

Tee off for charity at the Community Service Committee's 38th Annual Billy Goodall Charity Golf Tournament on **Monday, September 9th**, at The Golf Club at South River. Your registration includes golf, a cart, breakfast, beverages, giveaways, and a post-tournament meal.

This annual event benefits charities in Anne Arundel County.





Register your team

Become a sponsor

Maryland REALTORS®' New and Updated Draft Forms, Video Tutorials, & Best Practice Tips

Upcoming Webinar **LEGAL UPDATE**
With Maryland REALTORS® Legal Team

Chuck Kasky, ESQ.
CEO of Maryland REALTORS®

Taylor Kitzmiller, ESQ.
Associate Counsel

NEW + DRAFT FORMS UPDATE
THURSDAY, AUGUST 1ST @10:00 AM

Maryland REALTORS®

New Settlement Compliance Forms

Maryland REALTORS®' legal team and forms committee have been hard at work updating forms to implement changes needed to comply with the settlement agreement and to make compensation more transparent.

These forms are being issued as "DRAFT" forms so that members have the chance to see them ahead of the NAR Settlement date.

The practice forms will be live on Maryland REALTORS®' website under the Statewide Forms Page. You can log into the website to access these "DRAFT" forms at any time. Statewide Forms

Offer of Cooperative Compensation

Exclusive Right to Sell Residential Brokerage Agreement

Buyer Request For Seller's Compensation

Buyer Agency Agreement

Seller Contribution Addendum

****Please Note****

These forms will be officially published for use on August 14th and will be available on that date on mdrealtor.org and through your forms vendor.

Forms Updates & Best Practices PDF

[Download the Forms Updates & Best Practices PDF](#)

NAR Settlement Resources

Resources from Bright MLS



The flyer features the Bright MLS and AACAR logos at the top. The title is "Bright MLS Updates". Below the title, it states: "Bright is taking steps to make changes to our rules and systems, adhere to the settlement terms, and increase transparency for the consumers we all serve." A section titled "We will discuss" lists three bullet points: "New seller concession field at listing entry", "New fields for entering specific concession details after close", and "New client disclosure form". A photo of Rene Galicia is shown next to the text "Presented by Rene Galicia, EVP, Customer Advocacy". The date and time are "08/14/24 2:30 PM". The location is "AACAR Training Room 1521 Ritchie Highway Suite 200, Arnold, MD 21012". A "REGISTER HERE" link is provided, along with contact information: "Questions? Contact Brightcoaches@brightmls.com".

Join Rene Galicia, EVP, Customer Advocacy, for a **Bright MLS Updates** class on Wednesday, August 14th, at 2:30PM at the AACAR office.

[Reserve Your Spot](#)

Learn more about recent and upcoming changes that go into effect on August 14th.

[Learn more](#)

Resources from NAR

- Why is NAR putting the practice changes in place prior to receiving final approval?
- Why was prohibiting the publication of compensation offers on an MLS part of the settlement?
- Does this mean buyers won't have to use a buyer
- Won't prohibiting offers of compensation on an MLS raise fair housing issues?
- Can buyers and buyer brokers rely on an offer of compensation that was on an MLS prior to the effective date of the MLS policy changes?
- If the seller or the listing

broker to purchase a property?

- How will buyer brokers get paid now?
- Does this prohibition affect the compensation amount paid to the listing broker?
- What should listing brokers advise their clients about the prohibition of offers of compensation on an MLS?
- Does this prohibition affect the compensation amount paid to the listing broker?
- How will offers of compensation be communicated if brokers can't use MLSs? Doesn't this just make broker compensation less transparent?

broker offers a bonus or financial incentive in addition to the offer of broker compensation, can the buyer broker accept the extra compensation?

- Can a buyer request the listing broker to pay compensation to the buyer broker?
- What additional provisions must be included in written listing agreements because of the practice changes?

For more FAQs or for the latest information about the settlement, please visit facts.realtor.

Engage

Have you downloaded the AACAR App?



STAND OUT IN THE CROWD

Everything you need to know now for your buyer-client.

REGISTER TODAY!
(NO COST, \$295 VALUE)



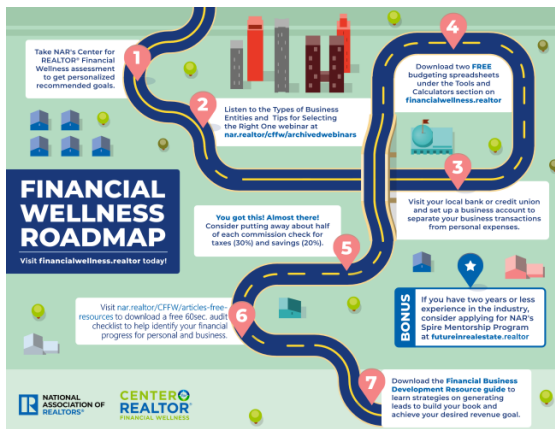
Communicate



OLD RIDERS

**50%
OFF**

EXTENDED UNTIL AUGUST 2ND



Download the FREE Center for REALTOR® Financial Wellness Roadmap to help your team, agent, or members navigate the path to financial success.

**Center for REALTOR®
Financial Wellness**

Educate

SEPTEMBER 5TH

I Do, Until We Must Part Assets:
Navigating Divorcing Customers

8:00am-12:00pm

LUNCH

Leads and Listings

1:00pm-5:00pm



Addie Owens

CRS, PMN, SRS, SFR, AHWD, C2EX
Principal Broker, CEO
Touchstone Real Estate Group, Inc.



Earn 8
hours
towards
your
CRS

I Do Until, We Must Part the Assets: Navigating Divorcing Customers 8:00 AM - 12:00 PM

Leads and Listings: Become a Power Lister 1:00 PM - 5:00 PM

Early Bird Registration is now open until 11:59 PM on Monday, August 12th! CRS members can register at \$75 per class and non-members can register at \$85 per class.

Thank you to lunch sponsor, LodeStar Inspection Services.



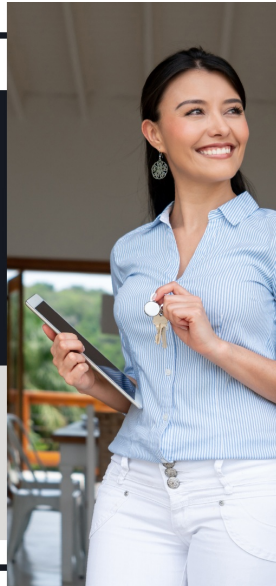
**411 ON 1031:
1031 TAX
DEFERRED
EXCHANGES (F)**

with **John Bishop**

August 6, 2024

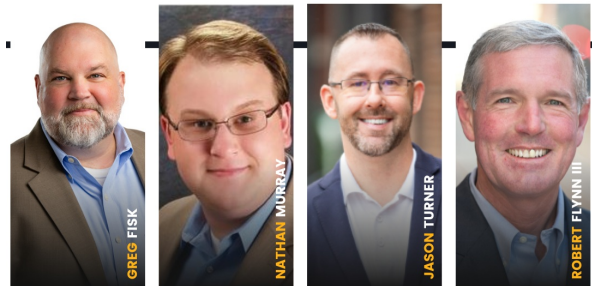
10:00AM - 11:30AM

REGISTER TODAY



**LOCAL IMPACT OF NAR &
BRIGHT MLS CHANGES
PANEL DISCUSSION**

AUGUST 6TH | 12:00 PM - 1:30 PM



Reach the Summit With
40% OFF
promo code: **PEAK**
Education provided by The CE Shop.



Valid 7/31. Visit Terms and Conditions for details.

Save 40% on all real estate, mortgage, and professional development courses with The CE Shop on Wednesday, July 31st when you visit <https://aacar.theceshop.com/> and use the promo code PEAK at checkout.

Advocate

In July, HUD hosted the fourth year of its Innovative Housing Showcase. AACAR representatives were able to attend the free event in D.C. to learn about the featured innovative and affordable housing designs and technologies.



[Learn More](#)

Upcoming Events

AACAR/DSAC Fall General Membership Meeting

Date: September 6th
Location: Chartwell Golf & Country Club

38th Annual Billy Goodall Charity Golf Tournament

YPN COMMITTEE



AACAR's Young Professionals Network Committee plans, promotes, and attend events and activities throughout the year. Events the YPN Committee has hosted this year include a St. Patrick's Day Happy Hour, Top Agents Panel, and a networking event at GameOn in Annapolis!

Apply now to serve on a 2025 AACAR Committee. ***Applications are being accepted until October 31st.***

[Become a Member](#)

[Email AACAR Today](#)

[About AACAR](#) | [Contact Us](#) | [FAQs](#)

1521 Ritchie Highway, Suite 300
Arnold, MD 21012
Ph:410-544-4554

Date: September 9th
Location: The Golf Club at South River

Maryland REALTORS®'
2024 Annual Conference

Dates: September 16-19th
Location: Ocean City

AACAR Membership
Appreciation Week

Dates: October 21-25th
Location: AACAR Office

[AACAR](#) | 1521 Ritchie Hwy. Ste. 300 | Arnold, MD 21012 US

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