

AUGUST 28, 2024

Newsletter



Anne Arundel County Association of REALTORS®

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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.



You can earn 8 hours towards your CRS designation at the AACAR office with guest instructor, Addie Owens!

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

Thank you to lunch sponsor, LodeStar Inspection Services.

Reserve your spot

It is with great sadness that we share the passing of secondary AACAR member, William "Bill" Wells, III.

A Home Going Service will be held on September 7, 2024 @ Noon at the Robert E. Evans Funeral Home, 16000 Annapolis Road, Bowie, MD. All are welcome to celebrate Bill's Home Going and bring your best short stories to share.

A full obituary is available [here](#).

Play at The Golf Club at South River - a private golf course - during the 38th Annual Billy Goodall Charity Tournament!



"Tee off for Charity" at the 38th Annual Billy Goodall Charity Golf Tournament on Monday, September 9th at The Golf Club at South River!

[**Register your team today.**](#)

[**Become a sponsor.**](#)

Includes: Golf, Cart, Beverages, Breakfast, Giveaways, Lunch, Post Tournament Meal, and Prizes

Sponsorships still available: Hole sponsorships, Breakfast, Dinner, Closest to the Pin, Driving Range, and More

Questions? Email christie@aacar.com

NAR Settlement Resources

Resources from NAR



CONSUMER GUIDE TO WRITTEN BUYER AGREEMENTS Why am I being asked to sign this?

If you're a homebuyer working with an agent who is a [REALTOR](#), it means you are working with a professional ethically obligated to work in your best interest. As of August 17, 2024, you will be asked to sign a written buyer agreement after you've chosen the professional you want to work with. Here's what you should know about these agreements:

What is a "written buyer agreement?" What does it do? A written buyer agreement is an agreement between you and your real estate professional outlining the services your real estate professional will provide you, and what they will be paid for those services.

Why am I being asked to sign an agreement? Written buyer agreements became a nationwide requirement for many real estate professionals as a part of the National Association of REALTORS' proposed settlement of litigation related to broker commissions. The requirement went into effect on August 17, 2024.

Are these agreements new? In some places, yes. Many states have required them for years, while some have not. As a result, it is entirely possible you or others you know have not used them in the recent past. Regardless, they are now a nationwide requirement for many real estate professionals.

Are these agreements negotiable? Yes! You should feel empowered to negotiate any aspect of the agreement with your real estate professional, such as the services you want to receive, the length of the agreement, and the compensation, if any. Compensation between you and your real estate professional is negotiable and not set by law. In the written agreement, the compensation must be clearly defined (e.g., \$0, X flat fee, X percent, X hourly rate)—and not open-ended or a range. Only sign an agreement that reflects what you have agreed to with your real estate professional.

How do I benefit from these agreements? These agreements clearly lay out what services you (as a homebuyer) expect your real estate professional to provide, and what your real estate professional will be paid. These agreements make things clear and reduce any potential confusion at the outset of your relationship with your real estate professional.

When do I need to sign an agreement? You will be asked to enter into a written buyer agreement with your real estate professional before "touring" a home with them, either in-person or virtually. If you are simply visiting an open house on your own or asking a real estate professional about their services, you do not need to sign a written buyer agreement.

Does this mean I have to pay my real estate professional out of pocket? Not necessarily. While you are responsible for paying your real estate professional as outlined by your agreement, you can still request, negotiate for, and receive compensation for your real estate professional from the seller or their agent.

Do agreements dictate a specific type of relationship I need to have with my real estate professional? No—you are allowed to enter into any type of business relationship with your real estate professional allowed by state law where you live.

Can I change or exit an agreement? Yes. You and your real estate professional can mutually agree to change your agreement. Agreements may have specific conditions under which they can be exited, so read the text of the agreement and speak with your real estate professional if you would like to change or exit your agreement.

Please visit facts.realtor for more information, and consult your real estate professional or attorney for more information about state law where you live.

REALTORS® are members of the National Association of REALTORS®

Consumer Guide To Written Buyer Agreements

For the latest information about the settlement, please visit facts.realtor.

Resources from Bright MLS

- Connect with a [Bright Coach](#) during office hours
- Chat with an [Accuracy and Policy specialist](#)
- [Register](#) for a webinar to learn more about Bright MLS's recent and upcoming updates
- [Access the full library](#) of resources related to the NAR settlement
- Utilize the new [word checker tool](#) to help you avoid including words in listings prohibited by the settlement

For more resources from Bright MLS, please click [here](#).

Resources from Maryland REALTORS®

New Settlement Compliance Forms

New and updated forms are now available for every day use. The

forms can be found on the Statewide Forms page or through your forms provider.

[Statewide Forms Web Page Linked Here](#)

****Please Note****

These forms have been released and can be officially used as of August 14th, 2024.

Legal Guidance Videos & Best Practices

Need further explanation of the new forms?

Maryland REALTORS® created a video series to help guide the conversation and the changes that have occurred within the forms.

[Cooperative Compensation Introduction](#)

[Buyer Request for Seller's Compensation of Buyer's Broker Addendum](#)

[The Exclusive Buyer-Tenant Residential Brokerage Agreement](#)

[The Exclusive Right to Sell Residential Brokerage Agreement](#)

[Seller Contribution Addendum](#)

Forms Updates & Best Practices PDF

Educate



NEW

Master the new NAR® rules and fast!

With 9, bite-sized lessons that will get you up to speed in no time. Check out ProPath's newest package, Buyer Representation Essentials, available NOW!

Education provided by The CE Shop.
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**JUST
\$75**



Stay Compliant With the New NAR Guidelines!

Set yourself up for success with the knowledge and skills needed to navigate the latest NAR changes with the **Buyer Representation Essentials Package**. In just nine, bite-sized lessons (15-20 min/ea), you'll learn how to adapt to the new standards, enhance your service, and close more deals. Don't miss out — start strengthening your buyer representation skills today!

NAR Settlements/Changes in Bright MLS

September 11th
11:00 AM - 12:00 PM
Virtual

NAR Settlements/Changes in Bright MLS

September 11th
1:00 PM - 2:00 PM
Virtual

Deed Shielding (F)

September 12th
9:30 AM - 11:00 AM

Communicate

NOTICE TO LICENSEES from the Maryland Real Estate Commission (MREC) - Changes to Continuing Education Procedures



Renew your AACAR membership!

2025
Annual
Dues
Available
August 1st.



Take advantage of the **2025 Payment Plan** by registering today.

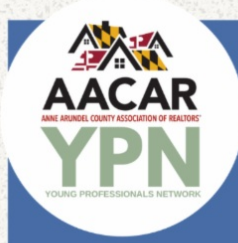
STAND OUT IN THE CROWD

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

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



Engage



PICKLEBALL TOURNAMENT FUNDRAISER

SEPT. 11TH

5 - 7 PM

BALL AT THE MALL

2002 ANNAPOLIS MALL WAY, ANNAPOLIS, MD 21401

REGISTER TODAY



PROCEEDS BENEFIT THE
ANNE ARUNDEL COUNTY
FOOD BANK

INCLUDES
PIZZA &
DRINKS

RISE-UP GIFT
CARD PRIZES



THANK YOU:



We're excited to share that the Wednesday outing of Peake Week will consist of the Peake Social Pickleball Tournament with the Anne Arundel County Association of REALTORS®' YPN Committee!

When: Wednesday, September 11th, from 5-7 PM

Where: Ball At the Mall

Your registration includes pizza, drinks, and a chance for your team to win Rise Up gift cards! **Reserve your spot.**

Proceeds will benefit the Anne Arundel County Food Bank.

Thank you to **First Home Mortgage** and **Interstate Moving Services** for sponsoring this event.

Women's Council of
REALTORS[®]
Anne Arundel



Presents



Bras
for the Cause



The Red Devils
Supporting Breast Cancer Families

TWAIN'S TAVERN
359 Baltimore Annapolis Blvd, Pasadena
October 7, 5:30-11:30



Welcome, new affiliate members!

David Rossiello | loanDepot
Tony Leighty | NFM Lending
Kristi Bick | Allied Title and Escrow
Ben Horton | Counselors Title
Tanner Greenwalt | First Home Mortgage

Upcoming Events

**AACAR/DSAC Fall
General Membership
Meeting**

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

38th Annual Billy Goodall

INCLUSION, DIVERSITY, EQUITY, AND ACCESSIBILITY (IDEA) COMMITTEE



The Inclusion, Diversity, Equity, and Accessibility (IDEA) Committee is dedicated to fostering a culture of acceptance and belonging within the Association and its membership. Our mission is to promote inclusive practices, create opportunities for meaningful engagement, and maximize outreach efforts to ensure that every voice is valued and heard.

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

Charity Golf Tournament

Date: September 9th

Location: The Golf Club at South River

YPN Pickleball

Tournament Fundraiser

Date: September 11th

Location: Ball at the Mall

Maryland REALTORS®'

2024 Annual Conference

Dates: September 16-19th

Location: Ocean City

AACAR Membership

Appreciation Week

Dates: October 21-25th

Location: AACAR Office

NAR NXT: The

REALTOR® Experience

Dates: November 8-10th

Location: Boston, MA



Try email marketing for free today!