

**AUGUST 7, 2024**

# Newsletter



Anne Arundel County Association of REALTORS®

## Quick Links:

[AACAR Home Page](#)

[REALTOR® Tools](#)

[Upcoming Classes](#)

[Check your current CE Hours](#)

[CE Requirements](#)

[MREC Advertising Checklist](#)

[Source of Income](#)

[Discrimination Laws in Maryland](#)

[Schedule an appointment to purchase a lockbox](#)

**Connect With Us!**



## Renew your AACAR membership!

**2025 Annual Dues Available August 1st.**



### 2025 Annual Dues are Available Now!

Payment is due November 1, 2024. You can enroll in AACAR's Payment Plan until Friday, September 20, 2024.

[Log Into Your Account](#)

[Membership Benefits & Tools](#)

*Have questions?*

Give the AACAR office a call at 410-544-4554.

Please note: *Next week's newsletter will be shared on Friday, August 16th. Thank you!*

**Maryland REALTORS® Resources**

WATCH NOW

## New & "Draft" Forms Update

Watch the latest webinar from CEO, Chuck Kasky and Legal Associate, Taylor Kitzmiller as they go through in detail the updates and new draft forms created to comply with the August 14th Settlement.



### **Maryland Members: New Amendments and Forms**

**[Watch the July 1st, 2024 webinar on these forms and changes here.](#)**

Amendment can be used immediately, and we encourage brokers to have their clients complete this amendment earlier rather than later. New Forms are shared as a "draft" so members can become familiar with them before they are fully published for use on August 14th.

**VIEW AMENDMENTS AND FORMS**

## **NAR Settlement Resources**

**[Resources from Bright MLS](#)**



## Bright MLS Updates

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.

We will discuss

- **New** seller concession field at listing entry
- **New** fields for entering specific concession details after close
- **New** client disclosure form

Presented by Rene Galicia,  
EVP, Customer Advocacy



08/14/24  
2:30 PM

AACAR Training Room  
1521 Ritchie Highway  
Suite 200, Arnold, MD 21012

**REGISTER HERE**

Questions? Contact [Brightcoaches@brightmls.com](mailto: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](#)

[Overview of all Updates](#)

[Overview of Concession Updates](#)

## Resources from NAR

- Fact sheets on what the practice changes mean for homebuyers and home sellers. These resources—one for **sellers** and one for **buyers**—outline what buyers and sellers should expect and the value agents who are REALTORS® provide to consumers in these transactions.
- A broker's guide to upcoming practice changes. These **slides** provide an overview of the settlement, information on corresponding practice changes and implementation, and guidance on how to help consumers understand what these changes mean for them and their homebuying or selling transactions.
- For more information on requirements for amending active listing or buyer agreements, please see **FAQs #52, #53, #71, and #72**.

For more FAQs or for the latest information about the settlement, please visit [facts.realtor](https://facts.realtor).

## Engage



## LIMITED SPACE AVAILABLE!

We hope you'll tee off for charity with us on September 9th at the Golf Club at South River! Be sure to register your team for the 38th Annual Billy Goodall Charity Golf Tournament. Sponsorship opportunities available.

Register your team

Become a sponsor

Have you downloaded the AACAR App?

Download on the App Store



GET IT ON Google Play



# STAND OUT IN THE CROWD

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

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



## Communicate

# HOW MUCH OF MY COMMISSIONS SHOULD I SET ASIDE?



## BUDGETING & FINANCE

The exact percentage to hold from a commission check for savings or taxes varies depending on the person and situation. Some REALTORS® have found success by putting away about half of each commission check for taxes and savings, with 30 percent directed towards taxes and the remaining 20 percent for reserves.

Saving from every check puts you ahead of the curve. By setting aside reserve funds, you have a cushion for unexpected expenses or market downturns.

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.



**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 12:00 AM on Thursday, August 15th!** 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.

**Real Estate  
Financing for  
Licensed**

**REALTORS (O)**

Thursday, August 8th  
10:00 AM - 11:30 AM

**NAR  
Settlement/Changes  
in Bright MLS**

Wednesday, August  
14th  
11:00 AM - 12:00 PM

**NAR  
Settlement/Changes  
in Bright MLS**

Wednesday, August  
14th  
1:00 PM - 2:00 PM

**Advocate**



## Maryland REALTORS® Support State Housing Expansion and Affordability Act of 2024, Codifying Missing Middle Housing

The annual Housing Survey that Maryland REALTORS® conducts with NAR has positioned the association as the go-to expert when governmental decision-makers are considering housing policies. This year, pointing to the statewide shortfall of 130K affordable housing units, REALTORS® were at the forefront of the effort to pass the landmark Housing Expansion and Affordability Act of 2024. A **Call for Action** supported by the REALTOR® Party helped it cross the finish line. [Read more.](#)

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## Upcoming Events

### [AACAR/DSAC Fall General Membership Meeting](#)

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

### [38th Annual Billy Goodall Charity Golf Tournament](#)



# EDUCATION COMMITTEE



Have you taken a CE or professional development class at the AACAR office? Ever sat in on a panel discussion? Attended AACAR's Annual Convention & Tradeshow? Be sure to thank the members of the AACAR Education Committee for helping to bring new and exciting educational opportunities, speakers, and topics to you!

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

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

[Become a Member](#)

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