



## HOME SELLERS:

### HERE'S WHAT THE NATIONAL ASSOCIATION OF REALTORS® (NAR) SETTLEMENT MEANS FOR YOU

As a home seller, you have a wide range of choices when it comes to listing your home. Agents who are REALTORS® are a trusted source of advice and stand ready to help you navigate this complex process and make the choices that work best for you. NAR's recent settlement has led to several changes.

#### Here is what the settlement means for home sellers:

- You still have the choice of offering compensation to buyer brokers. You may consider doing this as a way of marketing your home or making your listing more attractive to the widest pool of potential buyers.
- Your agent must conspicuously disclose to you and obtain your approval for any payment or offer of payment that a listing broker will make to another broker acting for buyers.
- This disclosure must be made to you in writing in advance of any payment or agreement to pay another broker acting for buyers and must specify the amount or rate of such payment.
- Your agent can advertise compensation on your listing in various ways including on social media, flyers and company websites. Compensation offers can no longer be shared on multiple listing services (MLS).
- You as the seller can still offer buyer concessions such as concessions for buyer closing costs.
- **COMPENSATION NOTICE: THE AMOUNT OR RATE OF REAL ESTATE BROKER COMPENSATION IS NOT FIXED BY LAW. IT IS SET BY EACH BROKER AND MAY BE NEGOTIABLE BETWEEN YOU AND THE BROKER. There is no customary or industry standard real estate broker fee or compensation.**
- REALTORS® are advocates for Connecticut homeowners and taxpayers. REALTORS® subscribe to and are held to a higher set of professional standards.
- **YOU HAVE CHOICES.** Work with your agent to understand the full range of these choices when selling your home, which will help you make the best possible decision for your needs.

**REALTORS® are members of the National Association of REALTORS®**