



IMPORTANT REMINDERS

TO HELP YOU STAY COMPLIANT WITH MLS RULES REGARDING COMPENSATION

1

Acknowledge "no offers of compensation"



If you do NOT acknowledge "no offers of compensation"

When you input a new listing, you will be required to acknowledge that you are prohibited from making an offer of compensation in any field of the MLS.

The listing cannot be published.

2

Communicating Offers of Compensation – What is Permitted



Communicating Offers of Compensation – What is not Permitted

The Agent Remarks field may include "contact me at 'x' for more information."

References to "compensation" or "commission" in any Remarks field is strictly prohibited.

Mentioning compensation in emails to agents appears to be an option that is not in violation of the Settlement Agreement. It just cannot link back to within the MLS.

Providing a unique property code, in the MLS, that agents can call or text which sends back to the cooperating agent an automated text communicating the offer of compensation.

Compensation can be included on flyers.

Canopy MLS tools may not be used to make or accept offers of compensation. This includes but is not limited to, ShowingTime, the Reverse Prospecting function in Matrix, or by adding an agent note or listing flyer to a Supra iBox.

Offers of compensation may be communicated on a broker website, but only for listings of their own brokerage.

Uploading documents offering compensation into the MLS or ShowingTime is strictly prohibited.

Discussing compensation in an open forum is dangerous and could be considered to be an invitation to a group of competitors to set or fix compensation rates, which is price fixing in violation of antitrust laws.

IMPORTANT REMINDERS

TO HELP YOU STAY COMPLIANT WITH MLS RULES REGARDING COMPENSATION



3

Correct use of Web URL and Virtual Tour links



Per the National Association of Realtors®, the MLS listing MAY link to the main homepage of the listing brokerage or agent's website, or to a specific listing on the listing brokerage or agent's website, or to a virtual tour, as long as there is no offer of compensation on the linked page.

Incorrect use of Web URL and Virtual Tour links

The MLS listing MAY NOT:

Link to a specific listing with an offer of compensation on the listing brokerage's website.

Link to a virtual tour that includes an offer of compensation.

Link to the listing brokerage's website in the Public Remarks.

4

Seller Concessions – What to Do



Seller concessions can continue to be offered in the Public Remarks or Agent Remarks fields. The buyer can ask for concessions in the Offer to Purchase.

Seller Concessions – What Not to Do

Use the word “concession” as code for “compensation”. Compensation and concessions are not the same thing. Compensation is solely related to the amount of money the real estate broker makes. Concessions may include costs for a number of things, one of which may be compensation.

The Seller Contribution field has been relabeled as “Seller Contribution Amount Excluding Agent Compensation.” When reporting the listing as closed, the amount listed in the “Seller Contribution Amount Excluding Agent Compensation” field in Matrix should reflect the seller concessions agreed upon, excluding amounts paid towards buyer agent compensation.

Seller concessions cannot be limited to or conditioned upon the retention of or payment to a cooperating broker, buyer broker or other buyer representative