

A message to update you on the changes that became a requirement Starting in mid-August to the relationship with Buyers Agents and Buyers…

***Effective August 6, 2024, any violation of***[***the rule***](https://d.docs.live.net/e6b52791d3a6f795/Desktop/New%20Rule.docx)***requiring a Buyer-Broker Agreement prior to touring a property will result in an automatic $500 fine for first-time offending Agents.***

***All buyer’s agents (ME) are now required to have a buyer representation agreement signed by the buyer (YOU). This agreement details how the buyer’s agent will be compensated. While the seller may continue to pay the commission, it will now require negotiation between the buyer and buyer’s agent and the listing agent and seller.
Additionally, the National Association of Realtors (NAR) has clarified other rules around compensation and emphasized that multiple listing services (MLSs) should not support “workarounds” or “loopholes” that violate or are intended to circumvent these rules. MLSs must retain and define “cooperation” for MLS participation, avoid enabling non-MLS compensation offers, and prohibit the use of data for establishing compensation platforms from multiple brokers or buyer representatives.***

***These changes aim to enhance transparency and protect both buyers and sellers in real estate transactions.”***

* + ***Written Agreements: MLS participants working with buyers are now required to enter into written buyer agency/representation agreements before touring a property.***
	+ ***When Is an Agreement Needed?
	Agents can still market their services to buyers or answer questions at open houses without needing an agreement in place.***[***However, once an agent is “working with” a buyer, a written agreement becomes necessary2***](https://www.worldwideerc.org/news/mobility/nar-announces-17-august-date-for-buyer-broker-compensation-process-changes)***.***

When I have earned your trust and you bring me on as your buyer representative, I will use my expertise and experience to help you navigate through the home buying process. I offer Loyalty, Trust, Fiduciary responsibility and Transactional efficiency, Open communication and a commitment to your Purchase.
I am not here to “lock” anyone into an agreement or hold you responsible to working exclusively with me. If at any time you decide we are not a good fit***, simply send me an email stating that you no longer would like to continue the relationship, and it will be over***.

As always, I strive to provide the best experience for my clients. Should you have further comments or questions regarding this change to our working relationship please reply, call or text. I appreciate the opportunity to work with you.

Regards, Cesare

Cesare Caldarelli ⌂ (941) 304-5574 ⌂ cesare@soldbymarcus.com