

FAST FACTS

What you need to know about homebuying in 2024

Homebuying is one of the largest purchases most people will ever undertake. REALTORS® are trusted and stand ready to guide your homebuying journey. The National Association of REALTORS®'s recent settlement has led to changes that benefit homebuyers. These changes will go into effect on August 17, 2024.

What the settlement means for homebuyers:

Signing a written agreement with your REALTOR® is required before touring a home in person or virtually. Before signing, ensure that it reflects the terms you have negotiated and that you understand what services will be provided, and for how much.

The buyer agreement must include four components:



A specific and conspicuous disclosure of the amount or rate of compensation the agent will receive or how this amount will be determined.



Compensation that is objective (e.g., \$0, X flat fee, X percent, X hourly rate) and not open-ended (e.g., cannot be "buyer broker compensation shall be whatever the amount the seller is offering to the buyer").



A term that prohibits the agent from receiving compensation for brokerage services from any source that exceeds the amount or rate agreed to in the agreement.



A conspicuous statement that broker fees and commissions are fully negotiable and not set by law.



Learn more at kyhousingfacts.com

Written Agreements are not required to attend an open house but should be completed before touring a home privately or entering purchase discussions.

The seller may offer compensation to your agent. This practice is permitted but the offer cannot be shared on a Multiple Listing Service (MLS). MLSs are local marketplaces used by both buyer brokers and listing brokers to share information about properties for sale. Buyers can still accept concessions from the seller, such as offers to pay your closing costs.

Here's what the settlement doesn't change:

Agents who are REALTORS® are here to help you navigate the homebuying process and are ethically obligated to work in your best interest.

Compensation for your agent remains negotiable, and if your agent is a REALTOR®, they must abide by the REALTOR® Code of Ethics and have clear and transparent discussions with you about their services and compensation. You should ask questions about agent compensation and understand what services you are receiving.

You have choices. Work with your agent to understand the full range of these choices when buying a home, which will help you make the best possible decision for your needs.

