



## The REALTOR® Value

Dear Tennesseans,

Oftentimes, there are many steps and components to selling and buying a home in Tennessee and elsewhere. Residential real estate transactions generally involve a licensed real estate professional such as a REALTOR® because of the tremendous value they bring to consumers. Most buyers and sellers who have worked with a REALTOR® in the past tend to work with them again in subsequent transactions.

Tennessee REALTORS® across the state have provided their services to consumers for over a hundred years. Our members are not only active leaders in their communities, but they are also advocates for homeownership, fair housing and private property rights at the national, state and local levels.

Recently, there has been extensive media coverage regarding the National Association of REALTORS® (NAR) settlement of lawsuits involving real estate commissions. The outcome of the settlement is changing the real estate practice for REALTORS® across the country and there has been mixed information and reactions as a result. Tennessee REALTORS® has been the voice for real estate in the state since its inception and we are here to set the record straight and address consumers across Tennessee directly with the accurate and critical information they need to know.

There are two major changes implemented in result of the settlement that consumers should be aware of:

1. Firstly, offers of compensation will be prohibited from the Multiple Listing Services (MLS). A seller can still offer compensation to the buyer's agent; however, it cannot be listed on the MLS. The amount of compensation remains negotiable.
2. Secondly, buyers and their agents will be required to create a written agreement which specifically states either the amount or rate of compensation the agents will receive from their clients. As it was prior to the settlement, payment to the buyer's agent can be made by the buyer, seller, or both.

The settlement supports our commitment to providing transparent, professional and valuable representation to our clients. Tennessee REALTORS® is 36,000+ members strong and we are here to make a difference our clients' lives and in the many communities throughout our state where we all live and work in every day.

Sincerely,

A handwritten signature in black ink, appearing to read "Regina Hubbard", with a long, sweeping underline.

Regina Hubbard  
2024 President  
Tennessee REALTORS®