



August 17, 2024

Important Update: New Brokerage Policy and MLS Rules for Client Services

Dear Valued Consumer,

At Radiant Real Estate Services, we are committed to providing you with the highest level of service while ensuring compliance with industry regulations. In accordance with state and industry mandates, **all clients and customers will now be required to sign a brokerage agreement before any real estate advice, property showings, or related services can be provided.** This policy ensures transparency, defines the nature of our working relationship, and protects both parties in the real estate transaction process.

Commission Fees Are Required, but Commission Sharing Is Negotiable

At Radiant Real Estate Services, **commission fees are required** for all real estate transactions. However, **commission sharing between parties is not required and remains negotiable.** While our agents follow a standard commission structure, they have the flexibility to negotiate their portion of the commission based on the specifics of your transaction.

Responsibility for Commission Fees

It's important to note that **both buyers and sellers may be responsible for paying commission fees**, depending on the terms agreed upon in the purchase agreement. In some cases, the seller may cover the commission fees, while in others, the buyer may be responsible for a portion of the fees. We encourage both parties to carefully review the commission terms during negotiations to ensure mutual agreement.

MLS Rules Update

Please also be aware of a recent update from our REALTOR®-owned MLS. **Advertising of shared commissions is no longer allowed** in any MLS listings. This change affects how commission information is displayed to other agents and ensures compliance with the latest regulations. Rest assured, this change will not impact your ability to negotiate commissions, but it will alter how commission details are publicly presented.

What This Means for You

- **Before receiving advice** on buying, selling, or leasing, or before any property showings, you will need to complete and sign a brokerage agreement.
- This agreement will outline our mutual responsibilities, the scope of services we will provide, and key terms such as commission structures and representation details.

We believe that this step enhances our ability to serve you better while ensuring full compliance with real estate laws. If you have any questions or concerns about this new policy, commission negotiations, or the recent MLS rule change, please don't hesitate to reach out to us.

We appreciate your understanding and continued trust in Radiant Real Estate Services. We look forward to assisting you with all your real estate needs!

Warm regards,

Delois Dee Marsh

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Qualifying Broker and Owner
Radiant Real Estate Services, LLC