



#### Real Estate Commissions and Interested Party Contributions

On April 15, 2024, Fannie Mae sent out the attached notice acknowledging the National Association of REALTORS™ (NAR) settlement agreement in the *Burnett et al* and *Moehrl et al* cases. Fannie Mae indicated that there would be no change to their selling guidelines as a result of the settlement. The NAR changes went into effect on August 17, 2024.

This is a summary of the changes:

- Buyers must sign an agreement with an agent prior to viewing a property
- Buyers and Sellers will pay their agent unless negotiated differently
- Compensation agreements can have a percentage or a flat fee
- Buyers Agent fee can be paid by Lender Credits for Rate, Seller Concessions or by the Buyer

\*\*\*If fee is being charged to the Buyer, it should be disclosed in Section H of the Loan Estimate.