

YOUR MONTHLY
REAL ESTATE UPDATES



**HOMEGROWN
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APRIL 2024

THE SITZER-BURNETT VERDICT BREAKDOWN:

WHAT YOU NEED TO KNOW

“The press has unfortunately given consumers the incorrect impression that the NAR settlement of current antitrust litigation (“NAR Settlement”) included provisions requiring real estate brokerage firms to slash their commissions. Nothing in the NAR Settlement requires this. REALTOR compensation in Georgia has always been negotiable, and the NAR Settlement simply confirms that point.” says Seth G. Weissman, GAR General Counsel in an article he wrote regarding [THE NEW WORLD OF REAL ESTATE COMMISSIONS](#).



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We're no stranger to Real Estate being a hot topic and this new NAR Settlement seems to be no different. We have seen so many agents and news outlets alike spread misinformation and we'd like to offer full transparency, just like always.

So, let's get into it.

The following questions are taken from Budge Huskey's article, Special to the Herald-Tribune, "Real estate pro says don't believe National Association of Realtors settlement myths" The full article can be found [here](#):

1. THE SETTLEMENT FORCES BROKERS TO REDUCE THEIR COMPENSATION. FALSE.

The settlement in no way establishes a standard or limitation on Realtors for what they may charge, nor services they elect to deliver. Those fees have always been negotiable and there has never been any collective bargaining. In every market, there is a wide variety of fees, just as there are levels of marketing, service and competence.

2. THE SETTLEMENT WILL, FOR THE FIRST TIME, ALLOW SELLERS TO NO LONGER PAY COMPENSATION FOR AN AGENT BRINGING THE BUYER. FALSE.

There has never been an obligation for a seller to pay buyer agent compensation, yet it is a practice that's worked well. A past rule requiring an offer of some amount of compensation was a rule of display on a Realtor-owned MLS, yet it could have been as low as \$1. That limitation was removed and today the MLS accepts all listings, regardless of buyer agent consideration.

3. THE SETTLEMENT PROHIBITS SELLERS FROM PAYING A COMMISSION TO A BUYER'S AGENT AND RELIEVES SELLERS OF THE FINANCIAL BURDEN. FALSE.

The mandate restricts properties with an offer of buyer agent compensation from displaying on association-owned MLS, yet the practice can't be restricted in any other form of marketing. Sellers may still elect to pay buyer agent compensation to differentiate their properties. While sellers can elect not to pay buyer agent compensation, that doesn't mean they will avoid the economics as buyers may write into any offer a contingency requiring the seller to cover the cost or request other concessions.





4. THE SETTLEMENT WILL SERVE TO MEANINGFULLY LOWER PRICES AND MAKE HOMEOWNERSHIP AFFORDABLE AGAIN. FALSE.

Values in real estate are determined by supply and demand. Fees in a real estate transaction represent additional expenses, yet these include not only commissions but many other related charges. Should real estate commissions be reduced by 1% because of compression, that \$500,000 home will now cost \$495,000. Not only is the potential impact marginal at best, but do you think the seller now believes the home is worth less and will happily give the difference to the buyer? The reason home ownership is increasingly less affordable is that homes in our market have significantly risen in value in recent years.

5. THE SETTLEMENT IS A WIN FOR BUYERS WHO WILL NOW BE ABLE TO NEGOTIATE THE FEE FOR REPRESENTATION. QUESTIONABLE.

For readers who have purchased homes, it is more than likely you were happy to have the seller compensate your agent so you didn't have to. For buyers who had to provide the down payment and closing expenses, having the commission paid by the seller and incorporated in the home price allowed them to finance the amount over time instead of coming up with additional cash at closing.



LEARN MORE

Here is our Managing Broker and CEO's breakdown of this news, currently. Please note this has been edited and produced as of April 4th, 2024. Status and settlement are both subject to change.

In conclusion, Bolst wishes to remind you – our agents and clients remain at the heart of everything we do. Our commitment to facilitating homeownership for all is still our number one priority.

**WE HAVE ALWAYS AIMED TO EARN OUR FEE.
THAT WILL NEVER CHANGE.**





MARCH MARKET REPORT

\$473,907

*AVERAGE SALES
PRICE*

10,901

NEW LISTINGS

18,689

HOMES FOR SALE

6,757

CLOSED SALES

39

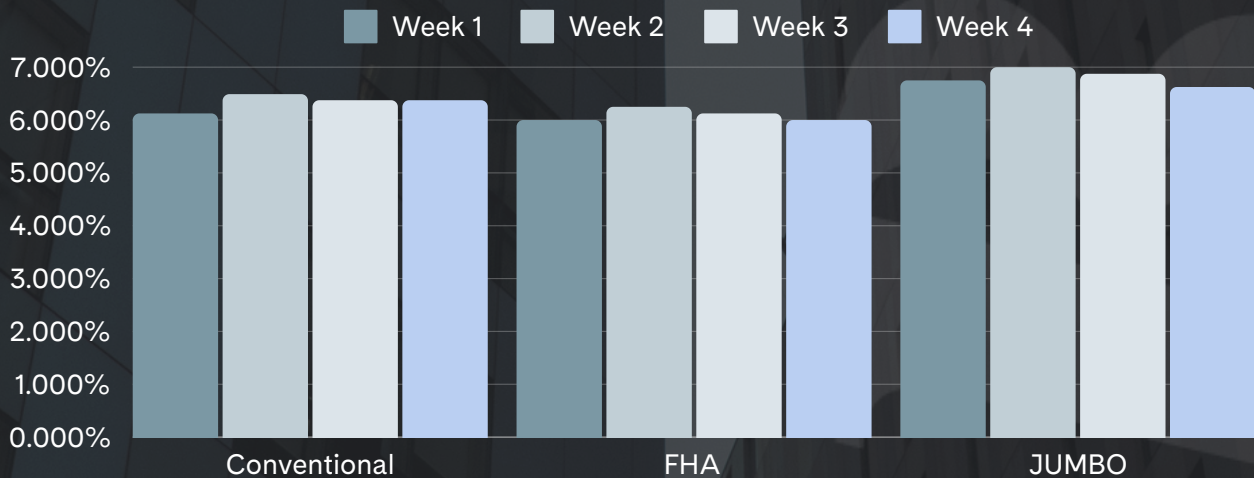
*AVERAGE DAYS ON
MARKET*

2.9

MONTHS SUPPLY

THESE NUMBERS REFLECT DATA PULLED FROM THE MLS AND ARE PUBLIC KNOWLEDGE

RATE AVERAGES



THESE NUMBERS ARE FROM MARK DAKER OF AMERIS BANK, BOLST'S PREFERRED LENDER



**HOMEOWNERSHIP
URBAN BLUEPRINT
THE HUB**

NONPROFIT SPOTLIGHT HOMEOWNERSHIP URBAN BLUEPRINT -- THE HUB

We see firsthand how difficult it can be for people to find affordable housing. The Community Foundation of Greater Atlanta understood that too. Here in metro Atlanta, several businesses, community organizations and nonprofits have come together thanks to a multi-million-dollar Wells Fargo grant named the Wealth Opportunities Restored through Homeownership (WORTH) initiative. Together, these organizations and this grant have become known as the Atlanta WORTH Collaborative.



“The Collaborative is leveraging the grant with existing partner resources to increase the number of affordable single-family homes (and low to moderate income buyers) as a means of closing the racial wealth gap across metro Atlanta. A foundational member of the Worth Collaborative, the Urban League of Greater Atlanta has been charged with developing a revolutionary web-based interactive tool as part of the strategic approach to achieving our goals. We named this tool The Homeownership Urban Blueprint – The HUB.” reads thehubga.org

So, instead of feeling overwhelmed by the process, people can turn to The HUB for guidance and support, helping them navigate the journey to homeownership while also improving their financial literacy and wealth-building prospects. It's a fantastic initiative aimed at making homeownership more accessible and empowering for everyone involved.

“We’ve created a site – a hub – that combines the ease of navigation with readily digestible information to appeal to aspiring homebuyers and experts who can help them achieve their goals. Increasing the numbers of homeowners in communities of color and among other low-income populations will benefit the entire region. Homeownership, along with the financial literacy know-how to sustain it, helps create generational wealth.” Says Nancy Flake Johnson the President of the Urban League of Greater Atlanta

The mission of the Atlanta WORTH Collaborative is to increase the number of homeowners by an additional 5,000 and preserve homeownership for 1,000 families across metro Atlanta by the end of 2026.



[CLICK HERE FOR THEIR WEBSITE](#)