



September 20, 2019

COMMISSIONS REMINDER

Members of the Spokane Association of REALTORS® are reminded that all compensation of the Professional services of a real estate broker is negotiable between the broker and his or her client.

There are no recommended commission rates, fee schedules, or compensation tables available, endorsed, published, or recognized by any board, association, state association or the NATIONAL ASSOCIATION OF REALTORS®.

The nature and amount of compensation should be agreed to in writing between the broker and the client at the time the broker's services are retained.

The compensation paid by a listing broker to a cooperating broker in respect to any listing is established by the listing broker in his or her offer of cooperation with compensation, and is not fixed, controlled, recommended or maintained by any person other than the listing broker and his or her client.

MARKETING PROPERTIES

The MLS is getting reports of properties that are being marketed, but are not in the MLS. Once you begin marketing a listing, you must either submit a completed MLS Exempt Listing Form to the association or input the listing in the MLS with a status of Active/No Show.

**EXEMPT LISTINGS ("OFFICE EXCLUSIVE")

If a property owner requests an exempt listing, the property shall not be entered into the MLS for at least 90 days after the submission of the MLS Exempt Listing Form to the Association. The MLS Exempt Listing Form must be submitted to the Association by the next business day of any advertising or marketing. The form must be signed by the seller, listing broker and MLS participant (firm broker) or it will not be accepted by the MLS. Seller may petition the MLS Steering Committee for a waiver of the 90 day time period.

**ACTIVE/NO SHOW

- a) All listings being marketed as "coming soon" will be input in the MLS. If the property is not ready for showings, this shall be noted in the Agent Remarks section and you can also put that it is "coming soon".
b) No showings by anyone are allowed during this period of time. If you are going to show the property this information must be deleted and opened up to all members to show.
c) Do not put the property Temporarily off the Market (TOM) as if you do you are not able to market the property. Form 4145 TERMINATION/TEMPORARY SUSPENSION OF LISTING AGREEMENT reads as follows: Temporarily Off Market. Seller and Firm agree that the Property shall be taken off the market temporarily, such that no active marketing activity shall be conducted at this time. Seller and Firm agree that the relationship between them shall continue to exist, and all rights to commission and other terms and provisions of the Listing Agreement shall continue to apply. (Signatures of at least one Seller or Firm's Broker required.)

