



SELLING YOUR HOME?

Iowa
REALTORS®

HERE ARE A FEW CHANGES
COMING YOUR WAY.

WHAT REAL ESTATE INDUSTRY CHANGES MEAN FOR HOME SELLERS?

The real estate industry is vibrant and strong in Iowa. But it is also changing.

Recent lawsuits and their pending settlements at the national level have propelled the state of Iowa real estate landscape to shift. You will likely notice these changes the next time you work with your trusted REALTOR®.

- The choice to offer compensation to buyer brokers is still available to sellers.
- Your agent must disclose and get your approval for any payment or offer of payment to another broker representing buyers.
- Disclosures must be in writing ahead of payment for the buyer broker and it must specify the payment amount or rate.
- If you approve compensation, your agent cannot include it on a Multiple Listing Service (MLS) but can advertise your listing via off-MLS platforms like social media, flyers, and websites.
- You can still offer buyer concessions for items such as closing costs.

WHAT THE SETTLEMENT DID NOT CHANGE FOR HOME SELLERS

- REALTORS® help you navigate the home selling process and follow a strict Code of Ethics to work in your best interest.
- Compensation remains fully negotiable.
- You have choices when it comes to selling your home. Work with your REALTOR® to comprehend the full range of choices available and make the right one for you.

Learn more about these changes
and what they mean at facts.realtor.