



Legal Information Line's Rundown of NAR's Annual Conference

Rise & Shine, November 12 - 15, 2021, San Diego, California

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November 15, 2021*

As a first-timer to the National Association of REALTORS® Annual Conference, one couldn't help but be swept up in the excitement to be back for in-person events. But most importantly, every session attended highlighted the importance of REALTORS® in facilitating a real estate transaction. As your attorney, I share snippets of information from some of the sessions attended to help members optimize their practice, better serve our community, and boost professionalism while buffering liability.

Federal Issues Update, Friday, November 12, 2021

- **Brand New!** NAR just launched a website in response to the antitrust class action lawsuits, which provides many helpful resources. Check it out here!
<https://www.nar.realtor/competition-in-real-estate>
 - The website includes infographics, OpEd pieces, and FAQs at the bottom of the page

Risk Management Issues Committee, November 12, 2021

- In lock step with NVR's Legal Team's messaging, this session highlighted *the importance of seller's agents not filling out the SRPD by referring sellers to local attorneys*.
 - Other things to check out! Walking through the Expo also revealed numerous other companies out there aiming to limit agent liability by providing handholding & resources for clients filling out disclosures, and some even offer seller protection.
- **Hot off the Press!** Katie Johnson, NAR's General Counsel & Chief Member Experience Officer, shared Hot Topics in Broker Risk Management which is a compilation of the hottest topics members are dealing with, and includes a number of helpful resources:
<https://www.nar.realtor/legal/hot-topics-for-brokers>

Code of Ethics and Risk Management: How to Stay Out of Trouble!, November 13, 2021

- NVR's Legal Team, in highlighting Nevada Law (NAC 645.610, NRS 645.315), constantly *stresses the importance of painting a true picture of advertising*. This session cautioned against using filters, adjusting colors (is the grass really that green??), and avoiding too many adjectives ("hardwood floors throughout" but in reality there's one bedroom with carpet, or "complete remodel" is it 100% remodeled?).



- Careful with social media, where innocent mistakes can be made. ***Always get permission from the listing agent before promoting another agent's listing.*** There may be specific requests made by the seller which an agent may be unaware of and unknowingly violate (like no pictures of personal items in the nursery, etc.).
- ***Document, document, document!*** Take your file out of the realm of hearsay, and make your file bulletproof by doing things like:
 - 1) following a conversation re-summarizing important information in an email, and
 - 2) saving all text messages and communications with clients and other agents.

Hope to see you at next year's Annual Conference!

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