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Legal Updates

Tech Support

Bay East BrokerCentric – July 2025

Essential updates and tools for brokers and office leaders

A Note from Your Broker Engagement Team

Hi {#party.FirstName},

This monthly brief is here to keep you in the loop with timely updates, helpful resources from Bay East, C.A.R., and NAR, plus opportunities you and your agents can use. It's all about helping you stay ahead in a changing market. Don't forget to check out the [Broker Resources page](#) on the Bay East website for even more tools and support. Would you like a Bay East ambassador to visit your office to share the latest updates or information with you and your team please let us know by responding to this email.

— Bay East Broker Engagement Team

Seller Credits & Concessions Now Permitted in Remarks

We're pleased to announce a recent MLS rule update effective June 23, 2025 that now allows MLS subscribers to include information about seller credits and concessions for buyers in the MLS.

Previously, MLS rules prohibited any mention of seller credits or concessions in Public and Confidential Remarks. Under the updated rule, remarks regarding seller credits, incentives, or concessions to a buyer are permitted in the Public or Confidential Remarks fields, provided it meets the following guidelines:

- The remarks specifically identify the intended use of the credits, incentives, or concessions.
- The remarks do not include a dollar amount or percentage.
- The credits, incentives, or concessions are not offered for payment, directly or indirectly, of buyer broker compensation.
- The remarks are otherwise compliant with all MLS Rules.
- For additional information, contact the listing agent.

You can find additional information [here](#).

C.A.R. Resources

June 2025 Form Changes

C.A.R.'s new and revised standard forms have been released. The most significant revision is to the Purchase Agreement, removing the buyer affirmation concerning the buyer representation agreement. There are also new advisories relating to rental properties and sellers remaining in possession after close of escrow, as well as a new Team Exit Agreement. For more information and a complete list of all forms changes, please see the [Quick Summary Guide](#) or watch the recently recorded Legal Live Webinar available [here](#).

Get Your Office Manager the Training They Need – 20% OFF!

Want to make sure your Office team is running your operation efficiently like other successful brokers and teams? Help them manage the office for success in this competitive market by making sure they're taking the education they need. [This bundle is made up of 5 different executive courses that can help your office progress farther this year.](#)

Let's Stay Connected

Would you like Bay East to attend your office meeting? We provide speakers on topics such as MLS Rules and Products, Market Updates, Industry Updates, Bay East Benefits and more. To request a speaker, please complete this [form](#).

— Bay East Broker Engagement Team

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