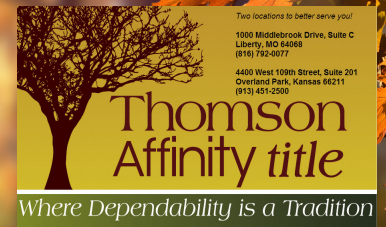


SEPTEMBER 2024

# News Brief



## Residential Sector

### 1 Homebuyers now have to negotiate agent fees upfront—upending how the real estate industry has worked for decades

Homebuyers will now need to negotiate how much they pay their real estate agents before starting their home search – a rule change that’s upended how home purchasing has worked for decades.

**By: Mike Winters, CNBC | [Read the Article >](#)**

### 2 The Safety Series: How to Educate Clients About Real Estate Scams

Listen in for tips on how agents can warn and prepare their customers for potential fraud schemes during the homebuying transaction.

**By: Jerry Brown, NAR Realtor Magazine | [Listen to Podcast >](#)**

### 3 How will new Realtor rules affect the mortgage industry?

Sweeping changes to the way real estate agents conduct business came into effect across the US on Aug. 17 – and that adjustment could have a significant knock-on impact on the mortgage and housing markets, according to a leading mortgage executive.

**By: Fergal McAlinden, Mortgage Professional America | [Read the Article >](#)**

## Commercial Sector

### 1 Six facts about the post-pandemic commercial real estate market in the US and what they tell us about the future of retail

Across product types, CRE has struggled to keep pace with demand trends that are evolving faster than buildings can be built or renovated. However, it’s not all fragility and bad news.

**By: Yilun Zha and Tracy Hadden Loh, Brookings | [Read the Article >](#)**

### 2 Property Downturn Creating Best Opportunity in Decades, Gloor Says

Sterling Bay CEO sees rate cuts bringing investment back: Commercial real estate has been “under a category five storm.

**By: Miranda Davis, Bloomberg | [Watch the Video >](#)**

### 3 Fed loan officer survey shows CRE standards continue to tighten

Recent trends in commercial real estate and commercial and industrial loans continued in a status-quo fashion in the second quarter of 2024, according to the latest Senior Loan Officer Opinion Survey results released last week by the Federal Reserve.

**By: Angela Kramer, The Real Economy Blog | [Read the Article >](#)**

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