

## **Broker Idea Exchange Forum**

- Contingent Sales: Number 1 mistake happening too often is that Agents are not using the Sale Contingency Form, on the Buyer or Seller side. They will sometimes just write in some simple verbiage into the RPA or a Counter which tends to cause various issues. Some Agents don't even include the Contingency when it is something that is necessary for the Buyer to purchase the home.
- Insurance Issues: Many people noted the ongoing challenges for Buyers obtaining Homeowner's Insurance. It's recommended that Agents should be discussing and helping Clients with this aspect to ensure it's taken care of, recommending the Buyers have a Binder or Active Policy fully set up. There was talk and general agreement that this aspect should be better expanded upon in the RPA, making a specific checkbox/timeline for insurance, etc.
- Property Management:
  - "State of Emergency" – Be advised that if this designation occurs in your County, then there is an automatic rent cap of 10% enacted, regardless of property type/vacancy/situation.
  - Security Deposit – Changes in the laws going into effect July 1<sup>st</sup> that limit the amount of Security Deposit a Home Provider can charge to only 1 months rent for many scenarios, some properties/Home Providers can still charge 2 months, research the specific details.
  - Law coming into effect in April that creates more difficulties in evicting a Tenant in order to sell the property or have a family member occupy the property, research the specific details.
- Many Brokers are concerned about the status of Independent Contractors. People are worried about the threat of Federal Intervention on the matter that seems to put this status at the greatest risk to date. California recently passed a law that helps protect Real Estate Agents as Independent Contractors, but the Fed's viewpoint is in direct opposition to the CA Law so many are worried that Federal Law will overpower State and Agents will lose their Independent Contractor status. What then? There are many repercussions that would ensue from this outcome.