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Nahigian of Auburndale Realty speaks on panel for Rhode Island Association of Realtors on impact of NAR commission settlement

July 12, 2024 - Front Section



Rob Nahigian

Warwick, RI Rob Nahigian, FRICS, SIOR, MCR, CRE of Auburndale Realty Co. served as a panelist for the Rhode Island Association of Realtors (RIAR) webinar on June 13th. The program was named "Adapting and Thriving: Transforming Real Estate Transactions Together". The program drew attendees throughout New England including SIOR and CCIM members.

The topic was to discuss the seismic shifts expected in the real estate landscape on commissions due to the recent National Association of Realtors (NAR) lawsuit settlement.

The panelists included John Dolbec, chair of the RI Mortgage Bankers Association, Scott Kriss, Esq. of Kriss Law Atlantic, Beverly Pierce of RIAR, John Breault of RIAR, and Nahigian.

Discussions included how to navigate buyer agreements and fees for real estate professional services, potential changes to mortgage terms and conditions and how commercial real estate brokerage has adapted various methods of compensation beyond commissions, how to select buyer customers and developing a business plan.

Nahigian discussed how the commercial real estate industry has adapted to various services and fee methods offered to commercial buyers and tenants. Commercial real estate has adopted tenant/buyer representation since the topic was first introduced in the early 1990s in SIOR.

Thank you to Ann Enos of RIAR for organizing this event.

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