



Message From NEXUS Association of REALTORS® Regarding ShowingTime and Zillow

On February 10, Zillow announced they will acquire ShowingTime. We know this is top of mind for many of you. As we listen and continue to learn what this means for our industry, it's important that as REALTORS® we are reminded of a few things.

1. Zillow is a REALTOR® member. Our Code of Ethics is very clear about how we are to speak of competitors and peers. Let's keep this central as we discuss these changes in our meetings and in public.
2. The Department of Justice has a microscope on the real estate industry right now. Just as we wouldn't enter conversations on commission fixing, it's imperative that we do not enter and start conversations that would limit or discourage the free, open marketplace for all businesses and business models.
3. Listing data and data decisions are made at the broker level. If you have questions about where your sellers' listings appear, please discuss this with your broker.
4. Any large industry change causes unrest and insecurity. Now more than ever, professionalism must be front and center for your personal business. Our team at NEXUS Association of REALTORS® is committed to bringing you solutions for an ever-evolving industry. We do this through our advocacy, our work with industry partners and communication to members to help keep them informed about important topics such as this one.
5. We will remain involved in our industry (locally and nationally) changes. We will use our voices to be heard at the National Association of REALTORS® and at New Jersey REALTORS®.
6. Bright MLS will discuss the outcomes of this acquisition in the coming weeks and determine the best course for all subscribers. They are committed to providing brokers and agents choice when it comes to showing solutions. For more information on Bright's response, visit BrightMLS.com/showingtimeupdate.

If you want to discuss any of these changes, please reach out and let me know.

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