

September 3, 2026



This month's Broker Brief offers valuable resources and information to support your agents' success, including brand-new presentation slides that you can download and use in your next office meeting.

[Access Slides](#)

### 2027 Membership Renewals Are Open — Your Membership and Your Agents

We have been so happy to serve you and your agents over the last year and are excited to continue serving you in 2027 and beyond. Please help us ensure all of your agents have the tools and resources they need to serve their clients at the highest level by reminding them to renew their membership today! The deadline to renew is Wednesday, September 30.

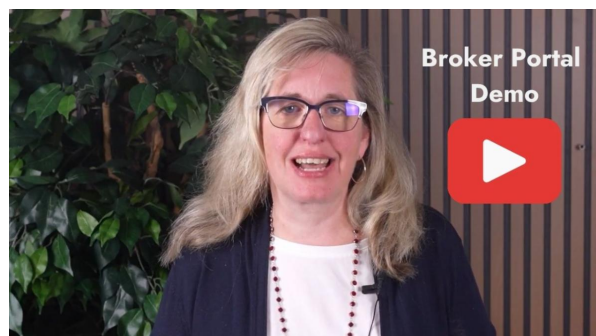
A 2027 NVAR membership runs from October 1, 2026, through September 30, 2027. For more information about membership requirements, view NVAR's Bylaws through your [Membership Dashboard](#) in the "Governing Documents" box.

[Renew Your Membership](#)

### Access Your Broker Portal!

Did you know you can access information about the agents affiliated with your office through your [Membership Dashboard](#)?

That's right! Visit [nvar.com](https://nvar.com), log into your [Membership Dashboard](#) and click "View Broker Portal."



## YOU'RE INVITED to Broker Brief LIVE at INSPIRE26



### About Broker Brief LIVE

Join us to kick off a new Broker-exclusive programming called Broker Brief LIVE, at [INSPIRE26](#) during lunch. Shannon Lauterstein, NVAR Director of Broker and Member Outreach, will sit down with National Association of REALTORS® General Counsel & Senior Vice President of Legal Jon Waclawski and NVAR CEO Ryan McLaughlin for a fireside chat about the current litigation landscape — what's looming, what's ahead, and how the associations are supporting brokerages in reducing their risks.

All you need to do to sign up is register for INSPIRE26, this is a complimentary event.

Want to ask a question to our presenters during the live Q&A? Email your question to [slauterstein@nvar.com](mailto:slauterstein@nvar.com)!

[Register for INSPIRE26](#)

### Legal Hotline Hot Topic

**Q:** My Landlord signed a lease with a military tenant for a lease start date of October 1. A few days after signing, the tenant received orders to move out of the area beginning October 1, so they will never move in. Can the tenant void the lease?

**A:** No. The tenant, even with the protection of Servicemembers Civil Relief Act (SCRA), cannot simply void the lease because they received orders. The SCRA allows for a lease to be terminated no less than 30 days after the date on which the next rental payment is due, after the written notice is given. If the notice was provided any time in September, the next rent would be due October 1 and October 30 is the earliest termination date. The landlord may not impose any penalties on the tenant for early lease termination. If the

landlord secures a new lease with a start date prior to October 30, the landlord must refund the original tenant for any rent for days a new tenant occupies the property. It's important that agents representing landlords and tenants explain the parties rights and obligations for potential lease break scenarios before the lease is executed.

Have questions like this one? Submit it to the NVAR Legal Hotline [here](#) and receive an answer within one business day.



**Request an Office Visit — Shannon Lauterstein is available for office visits!**

Would you like to host a Continuing Education or other class at your office? Reach out to Shannon Lauterstein, NVAR's Director of Broker & Member Outreach, to schedule anything from Rentals & Leasing, Standard Forms Updates & General Contracts, to Continuing Education. She has a variety of topics available to bring to you and your agents.

To schedule a visit or learn more, contact Shannon at [slauterstein@nvar.com](mailto:slauterstein@nvar.com).

**Schedule an Office Visit!**

**Virginia REALTORS® PMX 2026**

**[Attention Property Managers!](#)**

Join your fellow Virginia REALTOR® Property Managers in Harrisonburg this October for PMX 2026: Virginia REALTORS® Property Management Conference!

**This year's PMX agenda includes:**

- Opportunities to take Continuing Education (CE)
- Fan-favorite trivia night
- AI course options for all experience levels
- Legal updates
- Updates on Virginia's rental market

**Register Today to Save!**



## Elevate Your Brand at **INSPIRE26:** The REALTOR® Experience



[Sign Up as an Exhibitor](#)

## Elevate Your Brand at INSPIRE26

Brokerages are invited to exhibit at INSPIRE26: The REALTOR® Experience, taking place October 13, 2026, at Capital One Hall in Tysons, Virginia. Showcase your brand, connect with Realtors®, and grow your network.

Exhibiting at INSPIRE26 gives you:

- Direct access to 2,500+ real estate professionals
- High-visibility placement on a dynamic trade floor
- Dedicated time built into the program for attendee engagement
- Pre- and post-event recognition opportunities

Sign up today!



Make your voice heard and protect your business. Invest in NVRPAC today!



Scan to invest!

## NVRPAC Investment Plans: Advocacy Made Accessible

Make your advocacy investment work for your business with flexible NVRPAC investment plans. Spread your commitment over monthly or quarterly investments while staying fully engaged in Realtor® advocacy — without a large upfront cost.

Enjoy immediate access to Major Investor benefits and advocacy opportunities for \$1,000+ investors, along with flexible options designed to align with your budget.

[View Payment Plans](#)

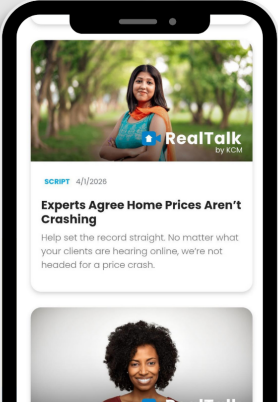
**KEEPING CURRENT MATTERS**

# REALTALK CAMERA READY

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NVAR's Newest Complimentary  
Member Benefit by Keeping  
Current Matters

[nvar.com/KCM](http://nvar.com/KCM)



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NORTHERN VIRGINIA  
ASSOCIATION OF REALTORS®

## [Keeping Current Matters \(KCM\)](#)

With KCM RealTalk, you and your agents can record videos from anywhere, using a built-in teleprompter. Each month, users receive two expert-written scripts on timely housing market topics — and once you record, your video is automatically enhanced with captions, graphics, and branded visuals.

KCM RealTalk scripts now feature regional market statistics for the Northern Virginia housing market, helping you keep your audience informed about what's happening right in their own backyard.

[Claim Your Account Here!](#)



**Leadership Matters**  
WITH RYAN MCLAUGHLIN  
AN nvar PODCAST

**Coming Tuesday, September 8**  
Featuring **Leo Pareja**  
CEO of eXp Realty®

## [NEW EPISODE COMING SOON: Leadership Matters with Ryan McLaughlin](#)

Episode Four of Leadership Matters with Ryan McLaughlin is coming Tuesday, September 8! This episode's guest is Leo Pareja, CEO of eXp Realty® .

From navigating rapid growth and shifting market dynamics to building a culture of agility and inclusion, Leo opens up about his leadership journey, lessons learned, and the bold vision driving eXp Realty® into the future.

[Watch a Sneak Peek!](#)



## Leadership Institute Applications Open September 15!



[nvar.com/institute](http://nvar.com/institute)

## Leadership Institute Applications Open September 15!

The role of the NVAR Leadership Institute is to prepare interested members for a future in volunteer leadership within the Realtor® association environment. Applications are open September 15 – October 1! Realtor® members with demonstrated leadership abilities who are passionate about the industry are encouraged to apply. Be sure to tell your agents and encourage them to apply!

[Learn More](#)



Claim Your  
Complimentary  
Subscription  
Today!



## [Claim Your Complimentary Subscription to Real Estate News](#)

Your NVAR membership includes a complimentary subscription to [RealEstateNews.com](http://RealEstateNews.com).

The subscription, which would typically cost \$216 annually, helps you stay informed about the most relevant topics in real estate. Make the most of your NVAR membership by claiming your complimentary subscription!

[Claim Your Subscription Today!](#)

## *Upcoming NVAR Events*

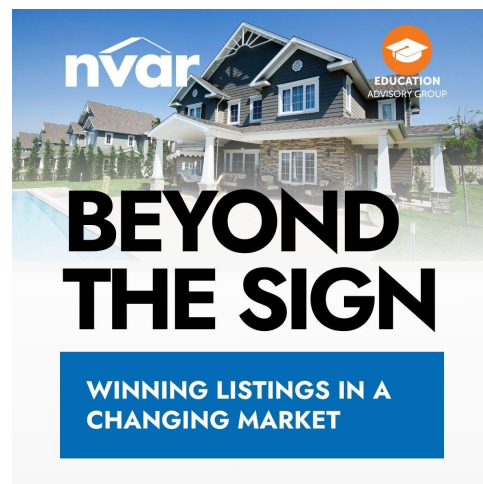
**Friday, September 11**

10:30 AM – 11:30 AM

NVAR Fairfax

**[Beyond the Sign: Winning Listings in a Changing Market](#)**

Winning listings takes more than market knowledge — it requires understanding sellers' needs, communicating value, and adapting to changing conditions. This panel discussion will explore how Realtors® are approaching the listing side of the business, connecting with potential sellers, and guiding clients through changing market conditions. Lunch will be provided following the session.



**Register Here**

**Wednesday, September 9**

11:00 AM – 12:00 PM

Webinar

**[RealTalk Training: Video Made Easy with Keeping Current Matters \(KCM\)](#)**

Video doesn't have to be intimidating — and RealTalk makes it simple. Join us for this NVAR-sponsored training designed to help you confidently create engaging, on-brand video content using RealTalk. In this session, we'll walk through exactly how to turn timely market insights into polished videos you can share with clients and on social media.



**Register Here**

**Wednesday, September 16**

10:00 AM – 2:00 PM

NVAR Fairfax

**[The Commercial Real Estate Exchange Showcase](#)**

This event is designed to provide experienced commercial professionals and residential agents looking to expand their business with direct access to the experts, resources, and relationships that drive successful commercial transactions. Attendees will engage with industry experts and service providers representing economic development, lending, title, engineering, construction, legal services, property management, and more.



**Register Here**

**Friday, September 18**

12:00 PM – 2:30 PM

NVAR Fairfax

**[The International Block Party](#)**

Join us for the International Block Party, a vibrant celebration of cultures from around the world. Enjoy an afternoon filled with international flavors, lively music, cultural performances, and interactive exhibits that showcase the rich traditions of communities from across the globe. Explore country-themed tables featuring traditional attire, arts, crafts, and cultural displays while connecting with fellow Realtors® and industry professionals in a fun, festive atmosphere.



**[Register Here](#)**

**Tuesday, October 13**

8:00 AM – 10:30 AM

Capital One Hall

Tysons, VA

**[Politics & Pancakes](#)**

Join us for one of our most anticipated and signature events, the annual Politics & Pancakes Breakfast at INSPIRE26: The REALTOR® Experience.

Our guest sessions include a discussion with **Yoni Applebaum**, Deputy Executive Editor of The Atlantic, on housing mobility and affordability, and a fireside chat with **Shannon McGahn**, Executive Vice President and Chief Advocacy Officer for the National Association of REALTORS®, who will provide an inside look at the rapidly evolving political and regulatory environment impacting real estate.



**[Register Here](#)**

*Registration is \$40 and includes a catered pancake breakfast and a complimentary copy of Yoni Applebaum's book, **Stuck: How the Privileged and the Propertied Broke the Engine of American Opportunity.***

**Tuesday, October 13**

**10:00 AM – 4:30 PM**

**Capital One Hall**

**Tysons, VA**

**[INSPIRE26: The REALTOR® Experience](#)**

Get ready for the premiere real Estate Convention of the year! INSPIRE26 will feature:

- Dynamic Speakers — Fresh perspectives and market insights that help you plan your next move
- Powerful Networking — 2,500+ Realtors® and industry professionals
- An Energizing Trade Show Floor — Immersive Experience Bays packed with what's next in real estate

**INSPIRE26:**  
***Register today!***



**Register Here**

**THANK YOU TO ALL OF OUR STRATEGIC PARTNERS!**



**STAY CONNECTED**



Northern Virginia Association of Realtors® | 8407 Pennell Street | Fairfax, VA 22031 US

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