

October 1, 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 and Your Agents

Have you renewed your membership for 2027 with NVAR? Have your agents renewed?

Check your Broker Portal in the Membership Dashboard to see who from your office has renewed and who still needs to do so.



Need a refresher on how to access the portal? Click [here](#)!

As of this morning, late fees have been applied to all members who have not renewed their membership for 2027. Membership renewals were due September 30, 2026. Accounts are still active to give members the opportunity to renew before getting deactivated on November 1.

If you see any members listed on your office roster that are no longer with your brokerage, please email membership@nvar.com and slauterstein@nvar.com, and we can assist you with updating the records.

For more information about membership requirements, view NVAR's Bylaws through your [Membership Dashboard](#) in the "Governing Documents" box.

[Watch a Demo on Accessing Your Broker Portal](#)

[Bright MLS Policy Changes | Tentatively October 14*](#)

On July 22, Bright MLS updated their rules requiring the deadline to enter listings in Bright MLS to two calendar days from the time the agreement is fully

executed (client and broker signatures).

Tentatively on October 14, 2026*, Bright MLS is expected to update their platform to reflect new Listing Status Categories.



**These dates are subject to change and NVAR will communicate additional updates when available.*

[Learn More!](#)

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.

Do you have a question you would like to ask Jon Waclawski or one of our other presenters? If yes, please submit it [here](#).

[Register for INSPIRE26](#)



NVRPAC Silent Auction

[NVRPAC Silent Auction](#)

The 2026 NVRPAC Silent Auction opens at 2:00 PM today, Thursday, October 1. Bid on items ranging from fabulous coffee makers to a Bethany Beach Airbnb to a quarter share of a local Virginia angus, while supporting Realtor® advocacy.

Check out the Auction in-person at [INSPIRE26](#). The Auction will close at 4:00 PM on October 13, 2026.

Be ready to submit your bids starting at 2:00 PM today [here](#).

Legal Hotline Hot Topic

Q: Can the Release of Sales Contract and Deposit be interpreted as a Notice to void?

A: No. “Voiding” a contract and “Releasing” a contract are two distinct actions and have different requirements. The ability to declare a contract “void” generally requires the party delivering the Notice Voiding Contract to have a contingency or other provision in the contract that provides the ability to render the contract “void.” In most cases, there are additional documents that must be delivered with the Notice Voiding Contract, as outlined in the contingency or provision, including the Release of the Sales Contract and Deposit.

The release of the Sales Contract and Deposit is an agreement whereby the parties agree to release each other from their obligations under the Residential Sales Contract, subject to certain conditions. While the release of the Sales Contract and Deposit should accompany the Notice Voiding Contract, this agreement can be used on its own to terminate a contract. If used on its own, it serves as the mutual agreement between the parties to end the contractual relationship. Delivering a release of Sales Contract and Deposit on its own does not create an obligation for the receiving party to sign. It’s simply a request.

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.

[Schedule an Office Visit!](#)



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](#)

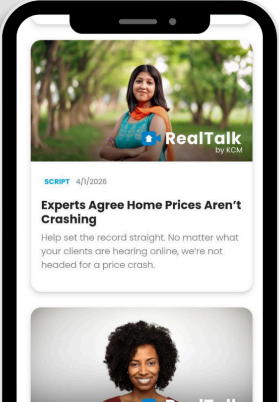
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[Keeping Current Matters \(KCM\)](#)

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.

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Claim Your Complimentary Subscription Today!


**Real Estate
News**

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

Your NVAR membership includes a complimentary subscription to 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

Tuesday, October 13

8:00 AM – 10:00 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 Appelbaum**, 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



[**Register Here**](#)

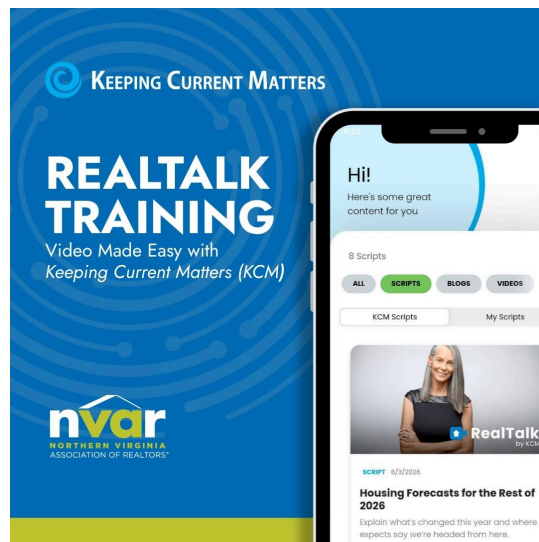
Wednesday, October 21

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 and learn exactly how to turn timely market insights into polished, on-brand videos you can share with clients and on social media, no scripting stress or tech headaches required. Whether you're new to RealTalk or building a more consistent habit, you'll leave with practical skills you can apply right away.



[Register Here](#)

Thursday, November 12

11:00 AM – 2:30 PM

Pickleballerz | Chantilly, VA

[2026 NVAR Annual Pickleball Social Benefitting NVRPAC](#)

The 2026 NVRPAC Pickleball Social will bring together NVAR members for a morning of friendly competition, networking, and fun. This event provides an opportunity for supporters of Realtor® Advocacy to connect with colleagues, build new relationships, and celebrate our shared commitment to advancing the Realtor® agenda.



[Register Here](#)

THANK YOU TO ALL OF OUR STRATEGIC PARTNERS!



STAY CONNECTED



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