

What's New (August 24, 2024)

Default Value for Commission Summary Now Available to All Accounts

To help meet recent NAR Settlement requirements and simplify tracking compensation sources, all Pipeline accounts may now set a default value for the *Commission Summary* field. Once set, the default value will automatically populate in the *Commission Summary* field for each new transaction, prompting team members to enter Buying side sources.

Previously, this option was limited to Commission Module accounts.

The *Commission Summary* field is commonly used to store and share compensation details with everyone who has access to the transaction. It allows agents to easily add any negotiated compensation figures or specifics, making them visible to admins for better transparency.

Here's how to set it up:

- 1 Go to [Company Settings](#) by clicking your name in the upper right corner, then [Admin / Settings].
- 2 Scroll to the *Transaction Settings* section and locate the *Pre-filled default value for Commission Summary field*.
- 3 Enter your desired default information and save to apply it to all new transactions.

The screenshot shows a form titled "Pre-filled default value for 'Commission Summary' field". The form is divided into several sections for setting default compensation information:

- BUYING Side Compensation:**
 - \$ or % paid by Seller: _____
 - \$ or % paid by Buyer: _____
- LISTING Side Compensation:**
 - \$ or % : _____
- REFERRAL Compensation:**
 - Name of Referrer: _____
 - Mailing Address: _____
 - \$ or % : _____
- OTHER FEES/COMPENSATION/INSTRUCTIONS:** _____

To the right of the form is an information box with an 'i' icon. It contains the following text:

Specify default information you'd like to be added to the *Commission Summary* field of all new transactions. Optionally include placeholders to prompt admins and agents to add specific information. For example:

- Commission Percent -
- Agent Commission -
- Broker Commission -
- Referral Fee -

Commission Module

Set a Default Value to Prompt Entry of Buying Side Sources

When managing commissions, you now have the option to distribute Buying Side commission between seller and buyer sources. As a result, the old commission fields have been renamed

Commission (Paid by Seller), so that the source is clear.

Buyer-sourced commission can be entered into a new, optional *Commission (Paid by Buyer)* field by clicking [+] next to the *Commission* field.

[Learn more about Managing Commissions →](#)

The screenshot shows a form titled "Commission Basis" with a dropdown menu set to "Sale Price". Below this, the form is divided into two columns: "Listing Side" and "Buying Side". Each column contains three input fields for percentages, each with a red asterisk, a green percentage symbol, and a green dollar sign. The "Listing Side" fields are for "Commission (paid by Seller)" (3%), "Referral Commission" (0%), and a checkbox for "This is an in-house referral". The "Buying Side" fields are for "Commission (paid by Seller)" (2%), "Commission (paid by Buyer)" (1%), and "Referral Commission" (0%).

Section	Field	Value
Listing Side	Commission (paid by Seller)	3%
	Referral Commission	0%
	☐ This is an in-house referral	
Buying Side	Commission (paid by Seller)	2%
	Commission (paid by Buyer)	1%
	Referral Commission	0%

Commission Disbursement Authorization is Now Compensation Disbursement Authorization

The term "Commission" has been replaced with "Compensation" throughout the CDA to clarify that it includes various sources of compensation.

You'll see this change in the document name as well as in the fields and labels within the form.

This update will help ensure consistent terminology and a clearer understanding of the complete compensation picture for each transaction.

[Learn more about Commission Module →](#)