THE HONORABLE THOMAS S. ZILLY 1 2 UNITED STATES DISTRICT COURT WESTERN DISTRICT OF WASHINGTON 3 AT SEATTLE REX – REAL ESTATE EXCHANGE, INC., Case No. 2:21-cv-00312-TSZ 4 5 Plaintiff, MOTION TO COMPEL NAR TO PRODUCE DOCUMENTS IN 6 v. RESPONSE TO REX'S REQUESTS FOR **PRODUCTION** 7 ZILLOW, INC., et al. Defendants. **NOTE ON MOTION CALENDAR:** 8 **September 16, 2022** 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 **Motion to Compel** BOIES SCHILLER FLEXNER LLP Case No. 2:21-cv-00312-TSZ 401 E. Las Olas Blvd, Ste 1200 Fort Lauderdale, FL 33301

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Fort Lauderdale, FL 33301

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Plaintiff, REX – REAL ESTATE EXCHANGE, INC. ("REX"), files this Motion to Compel Production of Document in Response to REX's First Request for Production from Defendant THE NATIONAL ASSOCIATION OF REALTORS ("NAR"), and in support states as follows:

#### I. **INTRODUCTION**

NAR's paramount interest is to ensure that its members can charge supra competitive real estate commission rates. It accomplishes this objective most directly by enforcing its Buyer-Broker Commission Rule by which selling brokers are required to offer as part of a listing a non-negotiable commission to participating buyer agents.

REX was a low-cost, internet-based real estate company unaffiliated with NAR, which was publishing its listings on Zillow without making a mandatory commission offer. In early 2021, NAR co-opted Zillow to join NAR and Zillow, in turn adopted NAR's "Segregation Rule." Pursuant to the Segregation Rule, Zillow began displaying listings obtained from non-NAR affiliates, such as REX, under an obscure tab denominated "Other Listings." Once relegated to the "Other Listings" tab, REX could no longer compete with NAR's membership and its business was decimated.

REX has sued NAR and Zillow alleging that their anticompetitive conduct violated the Sherman Act, Section 1. As this Court recognized in its Order denying NAR's motion to dismiss, REX is challenging the hand-in-glove relationship between the Buyer-Broker Commission Rule and the Segregation Rule, which operate in tandem to ensure high commissions and NAR's dominance over the market for real estate brokerage services. See September 2, 2021 Order on Zillow and NAR's motion to dismiss at 8 (Dkt. No. 98) ("The complaint challenges not only the Segregation Rule but also the Buyer Agent Commission Rule, both of which were 'written by NAR and enforced by its member MLSs'; moreover, the Buyer Agent Commission Rule allegedly 'mandate[s] offers of commissions to buyer agents." (citing initial complaint at ¶ 7 & 59)); id. at 12 ("First, Plaintiff" challenges not just the optional Segregation Rule, but also the mandatory Buyer Agent Commission Rule." (citing Compl. at ¶¶ 29, 34, & 59)).

NAR's anticompetitive conduct is also the central focus of two currently pending, antitrust actions. One, pending in United State District Court for the Western District of Missouri, is Burnett

et al. v. The National Association of Realtors, et al. ("Sitzer"). Ex. A. The other, pending in the 1 2 United States District Court for the Northern District of Illinois, and is styled Moehrl v. The National 3 4 5 6 7 8 9

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Association of Realtors, et al. ("Moehrl"). Ex. B. Both the claims and the factual allegations in the Sitzer and Moehrl cases are similar to one another as well as the allegations here. In both those cases, just as in this one, the plaintiffs are suing NAR under the Sherman Act. See Ex. A at ¶¶ 136–44; Ex. B at ¶¶ 151–60. Like REX here, the plaintiffs in both those cases allege that NAR has entered into a conspiracy to maintain elevated broker commissions. See Ex. A at ¶ 23-25; Ex. B at ¶ 9. And plaintiffs in both actions allege, as does REX here, that the core of NAR's conspiracy to maintain artificially high commissions is NAR's Buyer-Broker Commission Rule. See Ex. A at ¶ 3; Ex. B at ¶¶ 3–4.

As explained below, because of the substantial overlap between the legal and factual issues in the Sitzer and Moehrl cases on one hand and this case on the other hand, NAR should be compelled to produce to REX the documents in produced in Sitzer and Moehrl insofar as its production concerned the Buyer-Broker Commission Rule, its history, application, and anticompetitive impact.

#### II. THE DISCOVERY DISPUTE

On October 18, 2021, REX, via previous counsel, served upon NAR REX's First Requests for Production of Documents. Ex. C. REX's Request for Production No. 31 reads:

Produce all Documents relating to or produced by NAR in the *Moehrl* Antitrust Litigation or the Sitzer Antitrust Litigation.

(the "Class Action Requests"). Ex. C at 26.

NAR responded that it would "not collect and produce documents that are responsive to" the Class Action Requests. Ex. D at 26. In addition to providing boiler-plate objections, NAR specifically objected on the ground that "because the Moehrl Antitrust Litigation and the Sitzer Antitrust Litigation raise different claims against different parties, so documents related to those cases are not necessarily related to the claims and defenses in this one." Id.

<sup>&</sup>lt;sup>1</sup> This case is frequently referred to as "Sitzer" after a previous named plaintiff.

<sup>&</sup>lt;sup>2</sup> NAR did not raise confidentiality concerns, and REX is bound by the Protective Order in this case, which allows for Attorney's Eyes Only designations. Dkt. 42 at 4. While NAR raised a boilerplate

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After meeting and conferring, NAR informed REX via letter that it would not produce documents in response to the Class Action Requests. Ex. E at 2.

#### III. STANDARD

Rule 26(b)(1) permits discovery of "any nonprivileged matter that is relevant to any party's claim or defense and proportional to the needs of the case, considering the importance of the issues at stake in the action, the amount in controversy, the parties' relative access to relevant information, the parties' resources, the importance of the discovery in resolving the issues, and whether the burden or expense of the proposed discovery outweighs its likely benefit." Fed. R. Civ. P. 26(b)(1). "A request for discovery should ordinarily be allowed under the concept of relevancy unless it is clear that the information sought can have no possible bearing upon the subject matter of this action." *Grande v. U.S. Bank Natl. Assn.*, No. C19-333 MJP, 2020 WL 832307, at \*2 (W.D. Wash. Feb. 20, 2020) (citation omitted).

If requested discovery is not answered, the requesting party may move for an order compelling such discovery. Fed. R. Civ. P. 37(a)(1). While the party seeking discovery must move the court for an order compelling discovery, "the burden is on the responding party to justify its objections or failure" to respond to requests for production. *Gilson v. Evergreen at Talbot Rd. L.L.C.*, No. C04-02126C, 2005 WL 3841864, at \*2 (W.D. Wash. Nov. 1, 2005). The Ninth Circuit has held that there are "liberal discovery principles" under the Federal Rules and that the party resisting discovery thus carries a "heavy burden of showing" why a request for discovery should be denied. *Blankenship v. Hearst Corp.*, 519 F.2d 418, 429 (9th Cir. 1975).

#### IV. ARGUMENT

The Ninth Circuit "strongly favors access to discovery materials to meet the needs of parties engaged in collateral litigation," as allowing "the fruits of one litigation to facilitate preparation in other cases advances the interests of judicial economy by avoiding the wasteful duplication of discovery." Foltz v. State Farm Mut. Auto. Ins. Co., 331 F.3d 1122, 1131 (9th Cir. 2003) (citations omitted). Because of this, "[m]aterials produced and deposition testimony given in other litigation is

objection that producing the documents produced in *Sitzer* and *Moehrl* would be "unduly burdensome," there would be little to no burden of reproducing already-produced documents.

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generally discoverable upon a showing of substantial similarity between the prior and current actions." *Costa v. Wright Med. Tech., Inc.*, Civil Action No. 17-cv-12524, 2019 WL 108884, at \*1 (D. Mass. Jan. 4, 2019) (collecting cases); *see also Schneider v. Chipotle Mexican Grill, Inc.*, Case No. 16-cv-02200, 2017 WL 1101799, at \*4 (N.D. Cal. Mar. 24, 2017) (ordering production of documents produced in a prior action because the two actions "have significant factual and legal overlap"); *Montgomery v. Wal-Mart Stores, Inc.*, Case No. 12cv3057, 2015 WL 11233384, at \*9 (S.D. Cal. July 17, 2015) (ordering the production of documents from a prior suit).

Here, significant factual and legal overlap exists between REX's claims and the claims in the *Sitzer* and *Moehrl* cases, and NAR should be ordered to produce to REX the productions it made in the *Sitzer* and *Moehrl* cases. In those matters, the plaintiffs and NAR agreed to coordinate discovery served on NAR and NAR's ensuing production because of the similarity of the plaintiffs' allegations. *See* Ex. F at 3 (April 30, 2020 email from S. Wahl confirming that "with respect to NAR, the *Moehrl* plaintiffs agree that the agreed upon *Sitzer* search terms and custodians will also be the agreed-upon search terms and custodians for the *Moerhl* case"). And NAR has produced to the plaintiffs in *Moehrl* all documents that NAR produced in *Sitzer*. *See* Ex. G at 24 ("NAR states that it has produced in this case all documents that it has produced to plaintiffs in the Sitzer litigation.").

# A. This Action Challenges the Buyer-Broker Commission Rule and the Segregation Rule that Protects the Buyer-Broker Commission Rule

As noted above, this case is about NAR's violation of the Sherman Act by engaging in anticompetitive practices, including the adoption of the Buyer-Broker Commission Rule, which requires that home sellers "make what is essentially a non-negotiable offer of compensation to any agent representing the ultimate purchaser" of a "2.5 to 3% of the sale price" as a commission to the buyer's agent. Dkt. 99 at ¶ 7. The Buyer-Broker Commission Rule causes total real estate commissions to average about 5.5% of the sales price, compared to an average of 3.3% commission on transactions performed by REX, which has no interest in perpetuating the practice of paying buyers' agents unnecessarily large (and increasingly unearned) commissions. *Id.* The Buyer-Broker Commission Rule, in conjunction with other conduct by NAR, "preserve sky-high real estate fees across the United States" that are "two to three times higher than in comparable international markets"

by ensuring that home buyers and sellers pay uniform—and highly inflated—fees during residential

real estate transactions. *Id.* ¶¶ 33, 35. That rule is "the paramount reason that real estate commissions

are two to three times higher in the United States than in comparable international markets." *Id.* ¶ 58.

real estate model by putting consumers first. REX's innovative model drastically reduces brokerage

commissions. Id.  $\P$  6. The economic costs of that traditional real estate model are enormous. Id.  $\P$  7.

"The legacy real estate industry transfers billions of dollars in commissions every year from home

technology with an honest approach to every consumer relationship" to "usher in an era of zero-

commission home sales where consumers would be free to move about the country without the

enormous personal expense in brokering a home." *Id.* ¶ 45. REX's alternative model was working.

by the Buyer-Broker Commission Rule, NAR and Zillow reached an agreement to eviscerate that

threat. Zillow joined NAR and in return agreed to enforce NAR's Segregation Rule, which protects

the Buyer-Broker Commission Rule and prohibits displaying listings for homes obtained through

NAR members and the multiple listing services affiliated with NAR alongside homes listings

listings to an "Other listings" tab seen by few consumers. *Id.* ¶¶ 60–70, 89–97. The impact on REX

and competition was devastating, given the importance of Zillow for individuals looking to buy and

sell homes. Over half of home buyers find their homes on the internet, and Zillow, Trulia (owned by

Zillow), and Realtor.com (controlled by NAR) are the first, second, and fourth most-visited home

listing aggregator sites. *Id.* ¶¶ 52–54. After Zillow redesigned its websites, views of REX's listings

<sup>3</sup> In addition to the Buyer-Broker Commission Rule, these include the Segregation Rule, the Global

In support of NAR, Zillow (and Trulia) agreed to "segregate, conceal, and demote" REX's

"REX is driving real estate commissions down[.]" *Id.* ¶ 44.

obtained through other sources such as REX. *Id.* ¶¶ 58–62.

REX co-founders Jack Ryan and Lynley Sides launched REX in 2015 to disrupt the traditional

REX does not follow NAR's anticompetitive rules,<sup>3</sup> and instead seeks to combine "digital

With REX becoming a growing threat to the supra-competitive commission rates enshrined

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sellers to brokers." *Id*.

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on Zillow's websites "plummeted," causing "a corresponding drop in sales and . . . lost brokerage service revenues to" Plaintiff. Id. ¶ 90. As a result, REX was precluded from competing effectively with NAR and its Realtor® members.

### B. The Sitzer Action Challenges the Buyer-Broker Commission Rule

In the *Sitzer* matter, plaintiffs allege that the "cornerstone of Defendants' conspiracy is NAR's adoption and implementation of a rule that requires all seller's brokers to make a blanket, unilateral and effectively non-negotiable offer of buyer broker compensation." Ex. A at ¶ 3. The implementation of the Buyer-Broker Commission Rule—which the *Sitzer* plaintiffs name the Adversary Commission Rule—"has kept buyer broker commissions in the 2.5 to 3.0 percent range for many years despite the diminishing role of buyer brokers." *Id.* ¶ 19. Just as in this matter, the *Sitzer* plaintiffs allege that NAR violated the antitrust laws by participating "in the creation, maintenance, re-publication, and implementation of the Adversary Commission Rule and other anticompetitive NAR rules," which resulted in "inflated buyer-broker commission[s] and [] inflated total commission[s]." *Id.* ¶¶ 138–39.

### C. The *Moehrl* Action Challenges the Buyer-Broker Commission Rule

So too in *Moehrl*, wherein the plaintiffs' allegations focus on the Buyer-Broker Commission Rule. They allege that the "entirely foreseeable result of" implementing that rule "is that the 'blanket' offers of compensation to buyer-brokers are overwhelmingly made at or near the high level that prevails in the industry and Defendants are acting to sustain." Ex. B at ¶ 65. Just as in this matter, the *Moehrl* plaintiffs allege that NAR violated antitrust law by participating "in the establishment, implementation and enforcement of the Buyer-Broker Commission Rule and other anticompetitive NAR rules" and then "required the implementation of and adherence to the Buyer-Broker Commission Rule and other anticompetitive NAR rules." *Id.* ¶ 154.

#### D. The Overlap Among the Three Actions

All three cases tell the same story: NAR, along with NAR's co-conspirators, has crafted and enforced the Buyer-Broker Compensation Rule and associated anticompetitive rules to maintain artificially high real estate commissions. In other words, there is substantial overlap in both facts and law across the three cases. While NAR will likely argue that this case challenges the Segregation

Rule, not the Mandatory Buyer-Broker Commission Rule, the Segregation Rule does not exist in a vacuum. It serves to protect the Buyer-Broker Commission Rule from innovative and disruptive companies like REX, *id.* ¶¶ 110, 114, 118, 124–25, and the operative complaint in this action clearly alleges that the Buyer-Broker Commission Rule is anticompetitive, *id.* ¶¶ 7, 30–33, 35–38.

That REX's complaint contains additional allegations—that NAR has enforced the Segregation Rule to protect the Buyer-Broker Compensation Rule from REX's disruption of the real estate industry—in no way suggests that the documents produced in the *Sitzer* and *Moehrl* cases are not reasonably likely to be relevant to REX's case. Instead, because the factual and legal issues in the *Sitzer* and *Moehrl* cases overlap, the documents produced in the *Sitzer* and *Moehrl* cases are therefore reasonably likely to be relevant to the factual and legal issues in this case.

Whitman v. State Farm Life Ins. Co., Case No. 3:19-cv-06025, 2020 WL 5526684, at \*3 (W.D. Wash. Sept. 15, 2020) is illustrative of why this Court should grant REX's motion to compel. In that case, plaintiffs in a putative class action against State Farm Life Insurance Company, filed in the state of Washington, sought production of documents that the defendant had produced in an earlier, similar action filed in Missouri. The Defendant objected to Plaintiff's Motion to Compel on two grounds. First, it argued that Plaintiff's Request No. 1 is not "tailored to the claims, defenses and needs of [this] particular case" and "improperly seeks to 'piggyback' on other litigation" discovery produced in the Western District of Missouri case Vogt v. State Farm Life Ins. Co." Id. at \*2. Second, it contended that "Plaintiff's request for all documents produced by State Farm in Vogt does not satisfy his discovery obligation to identify specifically the categories of documents he seeks." Id.

The court overruled the objections and compelled production, finding the two cases "have significant factual and legal overlap, with both suits against the same defendant asserting almost identical claims based on the same alleged misconduct." *Id.* at \*3. The court found plaintiff had met its burden of showing the requested information was relevant and rejected the contention that plaintiff was making an improper "cloned request" stating: "The Court finds Defendant's 'cloned request' argument unpersuasive. All of the cases cited by Defendant involved pending and prior lawsuits that were factually and legally distinct." *Id.* at \*3.

actions, establishing the relevance of the requested documents. All three cases involve a Section 1

Sherman Act claim against NAR based in substantial part on the Buyer-Broker Commission Rule.<sup>4</sup>

Thus, just like the plaintiff in the Whitman action, REX has established relevance as to documents

concerning the Buyer-Broker Commission Rule, and NAR should be ordered to produce the requested

documents because any burden of producing documents previously produced would be quite limited.

the court compelled a defendant to produce deposition transcripts and documents from an earlier case

because of the overlap between the two cases. The plaintiff was suing a manufacturer for allegedly

making defective shingles and sought information from a class action against the same manufacturer,

alleging certain shingles were defective. The court required the defendant to produce deposition

transcripts of five witnesses, a list of the deponents from the earlier action, and certain documents

filed under seal in connection with plaintiff's motion for class certification and in opposition to

defendant's motion for summary judgment, finding that those items were "relevant" to the plaintiff's

not to the contrary. There the court denied the motion to compel because the plaintiff was suing

concerning a particular issuance of commercial paper, Mainsail II and Victoria Finance, id. at \*1, but

the requests for production were far broader, including "information regarding other Mainsail or

Victoria securities besides those at issue" in plaintiff's litigation, id. at \*2. Accordingly, the court

denied the motion to compel production of governmental investigative files regarding other securities.

Id. at \*3 ("Plaintiff requests copies of discovery files made in court of other investigations").

Similarly, in Hoffman v. Transworld Systems Incorporated, 2022 WL 1800926, at \*2 (W.D. Wash.

May 20, 2022) the plaintiff was suing Transworld Systems, Inc. ("TSI") over TSI's collection

practices regarding student loans in Washington but sought much broader discovery, including

Kings County v. Merrill Lynch & Co., Inc., 2011 WL 3438491 (W.D. Wash. Aug. 5, 2011) is

Similarly, in Madrid v. CertainTeed, LLC, 2021 WL 3367253 (W.D. Wash. Aug. 3, 2021),

Similarly, this action has "significant factual and legal overlap" with the Sitzer and Moehrl

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action. *Id.* at \*2-3.

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<sup>4</sup> That is the only claim in *Moehrl*. *Sitzer* also includes a claim under the Missouri Merchandising Practices Act and this case includes a state analog of the Sherman Act claim, brought under the Washington Consumer Protection Act, as well as two additional counts against Zillow only.

documents relating to lenders outside Washington, Hoffman v. Transworld Systems Incorporated, 2018 WL 5734641, at \*1 (W.D. Wash., Nov. 2, 2018), aff'd in part, rev'd in part, 806 Fed.Appx. 549 (9th Cir. 2020).

Here, REX seeks discovery regarding the Buyer-Broker Commission Rule, a rule that is at the center of this case as well as of the Sitzer and Moehrl cases. And it is seeking production from NAR, a defendant here, and the same defendant that produced the requested data in those two other cases where NAR is facing a similar claim under Section 1 of the Sherman Act.<sup>5</sup>

#### V. **CONCLUSION**

NAR should be required to produce to REX the all documents and data it produced in the Sitzer and Moehrl matters because of the substantial overlap between the legal and factual issues in this case and those matters, all of which challenge the impact of that the Buyer-Broker Commission Rule in inflating real estate commissions.

Dated: August 25, 2022

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<sup>&</sup>lt;sup>5</sup> Of course, the Court can limit the production from the prior cases as it deems appropriate. See Madrid, 2021 WL 3367253, \*3 (compelling production because of overlap between cases but limiting production of warranty settlement agreements to those involving "the same kind of shingles that are on Plaintiffs' roofs"); Schneider v. Chipotle Mexican Grill, Inc., 2017 WL 1101799, at \*4 (N.D. Cal., Mar. 24, 2017) (compelling production because of the similarity between the two cases but limiting production insofar as the class period did not overlap).

David Boies **BOIES SCHILLER FLEXNER LLP** 333 Main Street Armonk, NY 10504 Telephone: (914) 749-8200 Facsimile: (914) 749-8300 dboies@bsfllp.com Attorneys for Plaintiff **CERTIFICATE OF GOOD FAITH** I HEREBY CERTIFY that I have in good faith conferred with counsel for the National Association of Realtors regarding the discovery requests at issue in this motion, in an attempt to obtain that discovery without court action. By: /s/ Carl Goldfarb Carl Goldfarb 

1 **CERTIFICATE OF SERVICE** 2 I HEREBY CERTIFY that on August 25, 2022, I served foregoing document upon counsel 3 of record listed below via e-mail: 4 Aravind Swaminathan Nicole Tadano 5 ORRICK, HERRINGTON & SUTCLIFFE LLP 701 Fifth Avenue, Suite 5600 6 Seattle, WA 98104-7097 aswaminathan@orrick.com 7 ntadano@orrick.com 8 Attorneys for Defendants Zillow, Inc., Zillow Group, Inc., Zillow Homes, Inc., Zillow Listing Services, Inc., and Trulia, LLC 9 Russell P. Cohen, Pro Hac Vice ORRICK, HERRINGTON & SUTCLIFFE LLP 10 The Orrick Building 405 Howard Street, 7th Floor 11 San Francisco, CA 94105 12 rcohen@orrick.com Attorneys for Defendants Zillow, Inc., Zillow Group, Inc., Zillow Homes, Inc., Zillow Listing 13 Services, Inc., and Trulia, LLC 14 Naomi J. Scotten, Pro Hac Vice ORRICK, HERRINGTON & SUTCLIFFE LLP 15 51 West 52nd Street 16 New York, NY 10019 nscotten@orrick.com 17 Attorneys for Defendants Zillow, Inc., Zillow Group, Inc., Zillow Homes, Inc., Zillow Listing Services, Inc., and Trulia, LLC 18 John "Jay" Jurata, Jr., Pro Hac Vice 19 ORRICK, HERRINGTON & SUTCLIFFE LLP 20 1152 15th Street, N.W. Washington, DC 20005 21 jjurata@orrick.com Attorneys for Defendants Zillow, Inc., Zillow Group, Inc., Zillow Homes, Inc., Zillow Listing 22 Services, Inc., and Trulia, LLC 23 Thomas C. Rubin 24 QUINN EMANUEL URQUHART & SULLIVAN, LLP 25 1109 First Avenue, Suite 210 Seattle, Washington 98101 26 tomrubin@quinnemanuel.com 27 28

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THE HONORABLE THOMAS S. ZILLY 1 2 UNITED STATES DISTRICT COURT WESTERN DISTRICT OF WASHINGTON 3 AT SEATTLE REX – REAL ESTATE EXCHANGE, INC., Case No. 2:21-cv-00312-TSZ 4 5 Plaintiff, PROPOSED ORDER GRANTING REX'S MOTION TO COMPEL NAR 6 v. TO ADD CUSTODIANS AND PRODUCE **DOCUMENTS** 7 ZILLOW, INC., et al. Defendants. **NOTE ON MOTION CALENDAR:** 8 **September 16, 2022** 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 BOIES SCHILLER FLEXNER LLP PROPOSED ORDER

THIS MATTER comes before the Court on Plaintiff REX Real Estate Exchange Inc.'s ("REX") Motion to Compel.

The Court has considered REX's Motion to Compel, the Declaration of Counsel in Support Of REX's Motion to Compel, the response by Defendant The National Association of Realtors ("NAR"), and REX's reply, along with the pleadings filed in this action. Based on the foregoing, the Court hereby ORDERS that REX's Motion to Compel is GRANTED.

Defendant NAR shall add the seven proposed NAR employees (Bob Goldberg, Katherine "Katie" Johnson, Kate Lawton, Kevin Milligan, Diane Mosley, Clifford Niersbach, and Lawrence Yun) to its custodian designations and begin immediately producing ESI in the possession, custody or control of Gansho and Galicia using agreed upon search terms.

#### IT IS SO ORDERED.

Dated this \_\_\_\_ day of \_\_\_\_\_ 2022.

HONORABLE THOMAS S. ZILLY UNITED STATES DISTRICT JUDGE

1 Dated: August 25, 2022 **BOIES SCHILLER FLEXNER LLP** 2 By:/s/ Carl E. Goldfarb Carl E. Goldfarb (Admitted Pro Hac Vice) 3 401 East Las Olas Blvd., Suite 1200 Fort Lauderdale, FL 33301 4 Telephone: (954) 356-0011 Facsimile: (954) 356-0022 5 cgoldfarb@bsfll.com 6 Ursula Ungaro, Esq. 7 Stephen N. Zack, Esq. BOIES SCHILLER FLEXNER LLP 8 100 SE 2<sup>nd</sup> Street, Suite 2800 Miami, FL 33131 9 BOIES, SCHILLER & FLEXNER LLP 10 Telephone: (305) 539-8400 Facsimile: (305) 539-1307 11 uungaro@bsfllp.com szack@bsfllp.com 12 **David Boies** 13 BOIES SCHILLER FLEXNER LLP 14 333 Main Street Armonk, NY 10504 15 Telephone: (914) 749-8200 Facsimile: (914) 749-8300 16 dboies@bsfllp.com 17 Attorneys for Plaintiff 18 **CERTIFICATE OF GOOD FAITH** 19 I HEREBY CERTIFY that I have in good faith conferred with counsel for the National 20 21 Association of Realtors regarding the discovery requests at issue in this motion, in an attempt to obtain that discovery without court action. 22 23 By: /s/ Carl Goldfarb 24 Carl Goldfarb 25 26 27 BOIES SCHILLER FLEXNER LLP PROPOSED ORDER 28 401 E LAS OLAS BLVD. Case No. 2:21-cv-00312-TSZ **SUITE 1200** FORT LAUDERDALE, FL 33301

(954) 356-0011

1 **CERTIFICATE OF SERVICE** 2 I HEREBY CERTIFY that on August 25, 2022, I served foregoing document upon counsel 3 of record listed below via e-mail: 4 Aravind Swaminathan Nicole Tadano 5 ORRICK, HERRINGTON & SUTCLIFFE LLP 701 Fifth Avenue, Suite 5600 6 Seattle, WA 98104-7097 aswaminathan@orrick.com 7 ntadano@orrick.com 8 Attorneys for Defendants Zillow, Inc., Zillow Group, Inc., Zillow Homes, Inc., Zillow Listing Services, Inc., and Trulia, LLC 9 Russell P. Cohen, Pro Hac Vice ORRICK, HERRINGTON & SUTCLIFFE LLP 10 The Orrick Building 405 Howard Street, 7th Floor 11 San Francisco, CA 94105 12 rcohen@orrick.com Attorneys for Defendants Zillow, Inc., Zillow Group, Inc., Zillow Homes, Inc., Zillow Listing 13 Services, Inc., and Trulia, LLC 14 Naomi J. Scotten, Pro Hac Vice ORRICK, HERRINGTON & SUTCLIFFE LLP 15 51 West 52nd Street 16 New York, NY 10019 nscotten@orrick.com 17 Attorneys for Defendants Zillow, Inc., Zillow Group, Inc., Zillow Homes, Inc., Zillow Listing Services, Inc., and Trulia, LLC 18 19 John "Jay" Jurata, Jr., Pro Hac Vice ORRICK, HERRINGTON & SUTCLIFFE LLP 20 1152 15th Street, N.W. Washington, DC 20005 21 jjurata@orrick.com Attorneys for Defendants Zillow, Inc., Zillow Group, Inc., Zillow Homes, Inc., Zillow Listing 22 Services, Inc., and Trulia, LLC 23 Thomas C. Rubin 24 QUINN EMANUEL URQUHART & SULLIVAN, LLP 25 1109 First Avenue, Suite 210 Seattle, Washington 98101 26 tomrubin@quinnemanuel.com 27 BOIES SCHILLER FLEXNER LLP PROPOSED ORDER 28 401 E LAS OLAS BLVD. Case No. 2:21-cv-00312-TSZ

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10		By: /s/ Carl Goldfarb	_
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