

Seller Directed Compensation

To list, market, and sell your property my brokerage charges _____.

Buyers and buying brokers have a contractual agreement that discloses compensation-- just like the agreement we will have. Listing brokers are hired by sellers and are paid through the proceeds of the real estate sale, and buyer brokers are hired by buyers and paid by buyers.

Many times buyers don't have the cash available to pay for their agent's representation and guidance in addition to their other financial obligations related to a purchase including a down payment and closing costs, so they have options including asking you for help.

You can choose to participate in buyer-broker compensation by offering an incentive, withholding it as a negotiating tactic, or not at all.

