

Understanding Buyer and Seller Agent Compensation

Selling a home today comes with some important changes in how real estate agents are paid. Here's what you need to know as a seller:

1. Each Side Pays Their Own Agent

- The buyer is responsible for paying their own agent.
- You, as the seller, are responsible for paying your listing agent (that's us).
- There is no automatic or built-in sharing of commissions between sides anymore.

2. Buyers Can Still Ask

- Even though the law says buyers are responsible for their agent, over 90% of the offers we see include some kind of request for help with that cost.
- The contract allows a buyer to ask you directly to pay part—or even all—of their agent's fee.
- Just like with repairs or closing costs, this becomes part of the negotiation.

3. You Control the Decision

- You are never required to agree to pay the buyer's agent.
- If you choose to, it's strictly a negotiated term of the purchase contract.
- You can say yes, no, or counter with a different offer.

4. How This Looks in the Field

- A buyer might write in their offer: "Seller to pay X% or \$X toward buyer's agent compensation."
- You decide how to respond, the same way you would respond to any other request.
- Our job is to evaluate the offer as a whole—price, terms, timeline—and advise you on whether covering that cost makes sense for your goals.

5. Why This Matters

- Buyers often have limited cash on hand, and their agent's fee is one more expense.
- Covering all or part of that fee can sometimes help secure a better offer or a faster close.
- Other times, it may not make financial sense for you. Each situation is different.

Key takeaway: You are only obligated to pay your listing broker. Any request to cover the buyer's agent is just that—a request—and it's negotiable. My role is to present the full picture and help you decide what works best for you.

