

BUYER'S AGENT COMPENSATION

Please note that a buyer's agent commission is not set by law and is fully negotiable. Below are examples of how a buyer's agent can be paid.

HOW A BUYER'S AGENT IS PAID IF SELLER OFFERS COMPENSATION

- 1** The seller of the property you are interested in has offered to pay the commission due from you to your buyer's agent. In this case, your commission obligation to the buyer's agent will be paid by the seller out of funds you pay to purchase the home.
- 2** The seller has offered compensation consisting of only a portion of the commission you have agreed to pay to your buyer's agent. This would require you to pay any portion of the buyer's agent commission not paid by the seller. Alternatively, you could condition your purchase offer on the seller paying all of your commission obligation to the buyer's agent.

HOW A BUYER'S AGENT IS PAID IF SELLER DOES NOT OFFER COMPENSATION

- 1** The seller has not offered to pay any portion of the commission you would owe to your buyer's agent. In this case, you can include a requirement that the seller pay your commission obligation as part of the offer you make on the property.
- 2** The seller will not agree to pay a buyer's agent commission, in which case you would be responsible for the commission.

