



BUYERS AGENT

compensation

A buyer's agent is your dedicated advocate during the home buying process. They offer expert advice, market knowledge, negotiation skills, and handle all the paperwork. By using their services, you can save time, money, and reduce stress, making them a valuable asset in your home buying journey.

HOW ARE BUYERS AGENTS *compensated?*

•OPTION 1: SELLER IS OFFERING COMPENSATION TO BUYER'S AGENT

Seller pays your buyer's agent a commission, which covers the buyer's agent services. You won't usually owe additional fees beyond standard closing costs and admin fees. Your agent will verify in advance that the homes you wish to view offer compensation for their services.

•OPTION 2: SELLER IS OFFERING SOME COMPENSATION BUT NOT ALL

Sometimes, sellers offer a lower commission. In these cases:

- YOUR AGENT NEGOTIATES WITH THE LISTING AGENT TO SECURE THE FULL COMMISSION
- BUYER AGREES TO INCREASE OFFER PRICE TO COVER BUYER AGENT COMMISSION GAP
- BUYER AGREES TO PAY THEIR AGENT DIRECTLY AT CLOSING TO COVER THE DIFFERENCE

•OPTION 3: SELLER IS **NOT** OFFERING ANY COMPENSATION TO BUYER'S AGENT

Seller may choose not to offer a commission to a buyer's agent. When this occurs, your agent's compensation structure may change.

- YOUR AGENT NEGOTIATES WITH THE LISTING AGENT TO SECURE THE FULL COMMISSION
- BUYER AGREES TO INCREASE OFFER PRICE TO COVER BUYER AGENT COMMISSION GAP
- BUYER AGREES TO PAY THEIR AGENT DIRECTLY AT CLOSING TO COVER THE DIFFERENCE

IT'S IMPORTANT TO DISCUSS POTENTIAL COMPENSATION ARRANGEMENTS WITH YOUR AGENT UPFRONT TO UNDERSTAND HOW THEY'LL BE PAID IN SUCH SITUATIONS.