



Questions for Home Sellers to Ask Their Realtor:

How will my property be marketed without MLS compensation offers?

- Understand how the absence of public compensation offers in MLS can affect the marketing strategy for your home.

What should I consider when deciding whether to offer compensation to a buyer's agent?

- Discuss the pros and cons of offering compensation and how it might impact the attractiveness of your listing.

How will you negotiate compensation with buyer agents?

- Clarify the process for negotiating with buyer agents and how this will be communicated to potential buyers.

What strategies will you use to ensure my home remains competitive?

- Ensure your realtor has a plan to keep your home competitive without relying on traditional commission structures.

How will you handle potential buyers who have their own agent?

- Understand the approach your realtor will take when working with buyer agents under the new rules.

How do you typically communicate with clients?

- Ask about the realtor's preferred methods and frequency of communication to ensure they align with your expectations.

How long have you been in the real estate business?

- Inquire about their experience and track record to gauge their expertise and reliability.

Questions for Home Buyers to Ask Their Realtor:

How will your compensation be determined under the new NAR rules?

- Clarify how the realtor's fees will be structured now that MLS compensation offers are no longer displayed.

Can you explain the new buyer-broker agreement?

- Make sure you fully understand the terms of the agreement you'll need to sign before touring homes.

What services do you provide, and how do they justify your fee?

- Get a clear picture of the value the realtor is providing and how it aligns with their compensation.

Will I need to negotiate your fee directly with the seller?

- Discuss if and how the seller might contribute to the realtor's compensation, or if it will be entirely your responsibility.

What are my options if I choose not to hire a buyer's agent?

- Explore the implications of working without a buyer's agent and the potential cost savings or risks involved.

How do you typically communicate with clients?

- Ask about their communication style, frequency, and methods to ensure it fits with your needs.

How long have you been in the real estate business?

- Understanding their experience can give you confidence in their ability to navigate these new rules and provide the best service.

