

Options for Payment of the Buyer Broker Fee

Previous Method

1

Listing agent negotiates total sales commission with seller.

2

Listing agent determines commission split with Buyer Agent.

3

Upon home sale, seller pays entire commission shared between the two agents.

After Law Change

1

Listing agent negotiates ONLY THEIR commission with seller.

2

Buyer Agent negotiates ONLY THEIR commission with buyer.

3

Upon closing, each agent is paid as agreed.



Buyer Agent Commission Options



Buyer Agent may request that the seller provide a concession for the fee when submitting an offer.



Buyer Agent may add the dollar amount of the fee to the contract price and the seller would pay the Buyer Agent fee.



Seller could agree to pay a portion of the fee and the buyer would be responsible for the remaining amount.



Buyer has final responsibility to pay Buyer Agent Fee as negotiated between the buyer and the Buyer's Agent.

