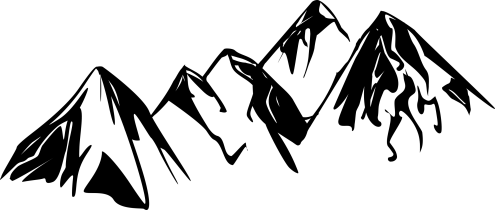
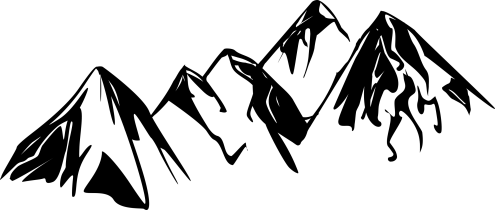
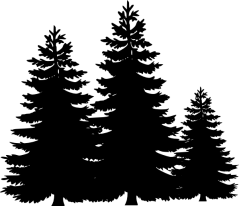
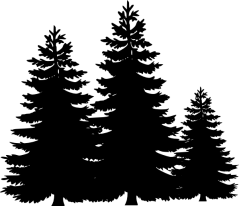
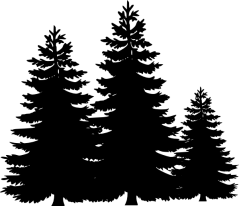
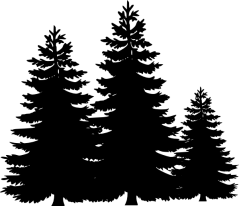
**The Commission Question**

How Does Commission Work, Anyway?

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Buyer’s Agent

* Home buying advisor
* Analyzes market conditions
* Handles negotiation
* Ensures property repairs are complete
* Coordinates Inspections and Closing
* Ensures Buyer interests are promoted and protected
* Shares commission with listing agent

Buyer Commission

* Buyer usually pays no commission fee
* It costs the Buyer no money to have an agent representing them
* Buyer does not save any money for the Seller by not using an Agent, since Agents share commission
* The only exceptions are usually “For Sale By Owner” homes, and some “New Construction” that are not listed by a real estate agent, that may not have commission built in to the sale price.

Listing (Sellers’) Agent

* Markets home to potential Buyers
* Coordinates Showings
* Obtains the best sale price possible
* Negotiates with the buyer’s agent
* Coordinates Inspections and Closing
* Works with escrow for smooth closing
* Ensures Seller interests are promoted and protected
* Shares commission with the buyers’ agent – if there is one

Seller Commission

* Pays commission out of the selling price
* Percentage is set when the Listing Agreement is created
* Almost always a percentage of the selling price



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