

BUYER Q&A

Q: Is it required for a seller to offer a commission to a buyer's broker?

A: It is common, but not required. Many sellers recognize the value of offering a commission to buyers' brokers and offer to contribute to pay some portion of the buyer broker compensation. Sellers know that buyers benefit from having their broker commission paid by the sellers out of the sale. Sellers also often see the value in having a buyer be represented because the transaction is likely to go more smoothly and close on time. You should understand that while the seller may be paying the commission, my duties as an agent run strictly to you. The seller's payment allows you to use your cash for a larger down payment or other purposes, because most buyers are not able to finance the brokerage commission as part of their mortgage.

Q: If the seller of a property that I identified for you is not offering a commission to the buyer's broker, then what happens?

A: In that event, and because we have a signed buyer's representation agreement, there are a few options:

1. You can make a purchase offer subject to the seller agreeing to pay the buyer's broker's commission.
2. You can negotiate a hybrid where the seller may pay part of the buyer's broker's commission, with you paying the balance.
3. You as the buyer would pay the full commission.



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