

ADVANTAGES OF PROVIDING BUYER AGENT COMPENSATION

In the United States, real estate commissions can be paid by the seller, listing agent, or buyer. By continuing the practice of offering buyer agent compensation, either by the seller or listing agent, you increase the likelihood of having a professional buyer's agent involved in the transaction, which offers several key advantages.

By paying a commission or authorizing your listing broker to do so, you can potentially:

ATTRACT MORE INTEREST FROM QUALIFIED BUYERS

When you offer to cover the buyer's agent commission, your property can become more appealing to motivated buyers, especially in competitive markets. This also broadens the pool of potential buyers, including those who may have limited cash for upfront expenses.

SECURE A HIGHER PURCHASE PRICE

If buyers don't need to reserve funds for commission, they may be able to offer a higher purchase price.

STREAMLINE NEGOTIATIONS

With commission costs eliminated, negotiations become less complicated, enabling all parties to concentrate on the property's price and simplifying the discussion.

SELL MORE QUICKLY

Eliminating the financial burden for buyers can help shorten the time your property remains on the market.



LUXURY

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