

We'll need to get an **Exclusive Buyer Broker Agreement (EBBA)** on file before we're ready to look at homes in person. This is the document that allows us to represent you and send you additional information about homes you're most interested in (seller's disclosures, etc.) and actually open doors so that we can eventually tour properties! We will gladly send you a sample of this document so that you can see each of the terms that it covers. Miller Grant & Company's compensation structure is such that we begin the conversation with Buyers at 2.5% of the purchase price as commission. Commission is always negotiable, so please don't hesitate to let us know if you do not feel that number is fair or applicable in your particular transaction.

Some of the many ways that we plan to earn our compensation include:

- *Buyer Education*
- *Recommendations for Selecting a Mortgage Lender*
- *Communication with all Listing Agents*
- *Private Tours at Listings*
- *Writing and Negotiation of Contracts*
- *Inspection Resources and Consultation*
- *Scheduling Closing*
- *Post-Closing Recommendations and Maintenance Support*

In a majority of transactions, we're still finding that the Seller(s) is/are covering this compensation for the Buyers' Broker (that's us!) and we will always tell you at the time of a showing what the compensation structure is for any given property, once the Listing Agent tells us. That way, you can decide accordingly if a house fits your overall budget. If you fell in love with a property and the Seller was *not* willing to compensate the Buyers' Broker and you still wanted to purchase it, you'd be responsible for that 2.5%. However, we are willing to reduce our compensation to 2%

if that ends up being the case and/or if the Seller is only offering 2% compensation.

How did we get here?

Compensation paid to Realtors, by Buyers and Sellers, has always been and will continue to be negotiable. For the past several years, the most common “method” of paying Realtors for their services has been that a seller agrees to pay their hired Listing Agent a “total compensation”, which is typically a percentage of the sales price. Then, the listing agent in many cases has agreed to “cooperate” with the Realtor who represents the buyer purchasing the home and pay them a portion of the compensation they receive from their client. *An example might be: Seller offers to pay Listing Agent 5% of the sales price on their home, once it sells. Listing Agent offers to share 2.5% with the Buyers’ Broker.*

Now, recent policy changes from the National Association of Realtors (NAR) necessitate that compensation paid to Realtors is still negotiable and that the process is even more transparent to all parties, which is good news!

Beginning August 17, 2024, we are now required to have an agreement on file with ALL buyers wanting to tour homes that are marketed in the MLS. This agreement, a Buyer Broker Agreement, clearly defines our relationship with buyers throughout the process and also clearly defines how we expect to be compensated for the work of helping a buyer to find a home—the search process, home showings, the contracts, the inspections, all the way to the closing table.

In our contract, you'll see that Miller Grant & Company is setting our brokerage compensation rate at 2.5% of the purchase price for buyers. This means that we feel that the services we'll be providing to you before, during, and after a transaction are worth that amount. You'll also read in the agreement that you, as a home buyer, are agreeing to pay that compensation at the end of a transaction. However, many Listing Agents or their Sellers are still offering to pay that compensation, or some portion of it, so that you don't have to. It will depend on each specific property that we look at and what kind of agreement the Seller has signed with their own Listing Agent. We can also negotiate the compensation in any agreement!

Here are a few example scenarios for you to consider:

A. Seller agrees to pay their Listing Agent 4% of the sales price of their home. Their Listing Agent agrees to share a portion of it (1% of the purchase price) with the Buyers' Broker for all of their work in getting a qualified buyer closed on the home. **If that amount is less than the amount in a Buyer's signed agreement with their Realtor, the Buyer will have to compensate their Realtor the difference (1.5% in this case).**

B. Seller agrees to pay their Listing Agent 2.5% of the sales price of their home. They also offer to pay 2.5% directly to a Buyers' Broker who brings a qualified buyer to close on the home. **In this case, that 2.5% paid directly from the Seller to a Buyers' Broker means that you, the buyer, do not have to come out of pocket with that 2.5% fee.**

C. Seller agrees to pay their Listing Agent 2% of the sales price of their home. They are not offering *any* compensation to Buyers' Brokers. If the buyer who is purchasing the home has a signed Buyer Broker Agreement, their Buyer(s) will be obligated to pay them the amount listed there. **In our case, the buyer would be obligated to pay 2.5% of the purchase price to Miller Grant & Company.***

****We are always open to reducing our compensation to 2% if it helps you to win a deal or if the Seller is not offering to cooperate.***

Our goal at Miller Grant & Company is to educate you about the entire process of buying and/or selling your home. We want to show you what your options are, up front, and the ways in which we'll serve you to ensure the best possible outcomes for you and your family. Our mission is to provide personalized real estate services to our clients with the same level of dedication and authenticity we give to our own families. Above all else, we value customer service, transparency, and the highest value to our clients. We know that you have plenty of other Realtor options to choose from, many who will be charging different rates for their services, so please do not hesitate to reach out with any questions about the value of working alongside Miller Grant & Company.