

Buyer Agreement: Explained



As of Jan. 1, 2024, Washington state's agency law requires agents to have a written agreement with buyers (as well as sellers) prior to touring a home/property unless state law requires a "written buyer agreement earlier in time". The agreement will spell out the exact scope of the services provided by the agent, as well as the compensation the client has agreed to pay them in return. Washington law now requires upfront negotiations between consumers and brokers regarding compensation and services, ensuring that buyers and sellers have a clear understanding of what to

expect at the outset of their relationship with a real estate broker. See examples below:

- The length of the relationship.
- Whether the agency relationship is exclusive or non-exclusive
- Compensation (the amount the firm will be compensated and who will pay the compensation, which can be the buyer, seller or listing firm)
- Whether the agent is required to show properties where there is no offered compensation.
- Any other agreements between the parties.

In several cases sellers offer compensation to buyer brokers to help cover buyer broker fees/closing costs, ensuring a broader pool of potential buyers. If a seller opts not to offer this compensation, buyers are responsible to cover their own costs at closing. Consult with me regarding your options when drafting an offer on ways to request seller paid closing credits if none are originally offered.

Buyers deserve the same level of formality and protection when forming agency relationships with brokerage firms as sellers do. Buyers are clients, about to embark on the most significant financial transaction of their lives. I believe that relationship deserves a written agreement, just as it does on the seller side.

Clients who enter into an agreement with me to provide Real Estate services can be assured they will receive personalized top-notch service. I will provide you with all available information needed about a property prior to viewing to help prevent surprises. In both agreements, buyer broker service fees are outlined. Default length of the agreement is 60 days, if we are just getting started, I offer a 10-day option for buyers to 'test the waters' we will take this time to get to know determine if we will work well together.

There are two types of Buyer agreements:

- **Exclusive** - An exclusive arrangement means you are solely represented by a real estate agent for a specific area and time frame during the home buying process (Typically chosen when you have a working relationship with the Broker/Agent and trust their services).
- **Non-Exclusive** - A non-exclusive arrangement means the buyer agrees to work with the agent or broker and can also enter into other non-exclusive agreements and work with other agents/brokers. (Commonly used if you're unsure about a agents/broker's service quality and need more time to experience their services or want to search in multiple areas using multiple agents.)

TO LEARN MORE:



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