

Understand Your Power as a Buyer — Use a Buyer's Brokerage Agreement

The Truth: The Buyer Pays Everything

While some brokers still claim, “*We’ll get the seller to pay the buyer’s agent commission,*” it’s not the full picture. **Ultimately, the buyer is bringing all the money to the table**—including what’s used to pay agents, closing costs, and the seller’s net proceeds.

Yes, a seller can agree to cover part (or all) of your broker’s fee, but that’s **negotiated** in the purchase contract—and **not guaranteed**.

Three Key Things to Know About Buyer Brokerage Agreements

1. **What Are You Paying Your Broker?**

This is **fully negotiable**. Don’t be afraid to shop around. You’re paying this out of the total money you’re bringing to the transaction, so choose a broker whose service and commission make sense to you.

2. **“The Seller Will Pay” — Maybe, Maybe Not**

It’s true that the buyer broker fee *can* be negotiated to be paid by the seller. But keep in mind: the **lower the fee** you’ve negotiated with your broker, the **more likely** the seller is to agree to pay it.

3. **How Long Are You Locked In?**

Be cautious about signing long-term agreements. Ask:

- *How long is this agreement for?*
- *How easy is it to cancel?*

We recommend starting with a short-term agreement. If your broker is a good fit, you can always extend. But if your broker is part-time or unavailable, why stay locked in?

How Atomic Realty Stands Out

At **Atomic Realty**, we keep it simple and transparent:

- **Buyer Brokerage Fee: 3%**
- **Our buyer buying an Atomic Realty listing? You pay 0%**
- **Agreement Length: 90 days — but cancel anytime**

No pressure. No long-term lock-ins. Just fair terms and professional service.


Clarity ≠ Criticism

Some brokers view these conversations as personal attacks. They're not. Every professional deserves a fair wage. But **transparency is essential**. It's time for the real estate industry to move away from outdated, hobbyist models and into a future built on professionalism and full disclosure.

Los Alamos Market Snapshot (*as of Sept 1, 2025*)

While this data is county-wide and may not reflect your home's exact value, here's a quick look at the current trends:

- **Homes for Sale:** 62 (a high number — lots of competition)
- **Median List Price:** \$318/sq ft
- **Median Sold Price (last 180 days):** \$305/sq ft
- **Average Days on Market:** 80 (*Compare that to just 7 days two years ago!*)

 **Want a personalized valuation?** Visit AtomicRealty.net or contact us directly for a tailored analysis.

About David Houck

David Houck is the **Qualifying Broker at Atomic Realty**. With over 40 years of experience and a background in **math, physics, and law**, David brings a high level of integrity and expertise to every transaction. He also serves on the **New Mexico Association of Realtors Forms Committee**, working to make contracts clearer and more consumer-friendly.