



Understanding Commission

The Real Estate "C" Word - COMMISSION!

Yes we understand commission is a scary word for many. That is why we get so much push back from it. Well let's be frank and break it down so it isn't so scary anymore.

What is Commission?

Commission is what you pay to your REALTOR® to get your property sold.

What does Commission actually go towards?

Commission goes towards your selling agent(s) services: Preparing the home, Pricing the home, Managing Paperwork, Negotiation, Scheduling, and Marketing, just to name a few... It also pays the buyers agent commission.

The listing/buyers agents then have additional fees owed to their brokerages from that commission amount, as well as cost of business expenses like insurance, licensing and education.

Is Commission negotiable?

Yes, it is. However if you did not find that list of what commission covers exhaustive enough we can go over it in detail with you and explain why it is worth every penny.

How can I get my commission reduced without being offensive to my REALTOR®?

What a great question! There are certain cases which your representative would be willing to reduce the commission structure, this most often is in the case of a dual agency.

What is a dual agency?

Dual agency is where the agent represents both the listing and buying sides in a transaction.

Do I have to agree to a dual agency?

No, in fact many people opt out of them because there seems to be a conflict of interest. Ask more about our team specifically and how we overcome this challenge.



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