

BUYER AGENCY COMPENSATION OPTIONS

Effective August 2024



Buyer Payment



- Buyer pays for their representation entirely

Agency Offer of Cooperative Compensation



- Use **Agency Cooperative Compensation Agreement** between agencies
- Offsets or satisfies buyer's financial obligation to pay buyer agency
- Cannot be offered within MLS

Listing Agency

Seller Payment



Written Agreement

Written Agreement

Seller Closing Cost Concessions

- Seller contributes concessions toward buyer closing costs in P & S Agreement. (**Paragraph 14 standard residential P & S**)
- Offsets or satisfies buyer's financial obligation to pay buyer agency

Seller Direct Payment

- Seller agrees to pay buyer agency via **Seller Compensation Addendum** to P & S Agreement.
- Offsets or satisfies buyer's financial obligation to pay buyer agency



REMINDERS Applicable in All Options:

- **Written agreement with buyer that discloses amount or rate of compensation is required before showing buyer property**
- Commissions are not set by law and are fully negotiable

A combination of options may be used to satisfy the buyer's financial obligation to pay buyer agency