

SELLER'S GUIDE

WORKING WITH A REALTOR®? HERE'S WHAT YOU NEED TO KNOW NOW.

LET'S TALK COMPENSATION

- What you pay your broker is not set by law and is fully negotiable.
- Sellers may still offer compensation to buyer's brokers or authorize their broker to compensate the buyer's broker. This must be in writing.
- In the listing agreement with your broker, you will need to decide: whether and how much you compensate your broker, and, what and how much you or your broker will compensate a buyer's broker, if anything.

WHAT'S A SELLER CONCESSION?

- A "seller concession" is an incentive from you to the buyer used to offset any costs associated with closing.
- Seller concessions can be a variety of things: buyer closing costs, appraisal fees, title search fees, loan origination fees, inspection fees, HOA fees, special assessments, real estate taxes, liens, repairs, buy downs, price reduction, or home warranties, just to name a few.
- Seller concessions are not mandatory and are fully negotiable.
- Seller concessions CANNOT be made contingent on payment to the buyer's broker.

WHAT NEEDS TO BE IN MY LISTING AGREEMENT?

- Sellers working with REALTOR® members MUST include these two things in their listing agreements:
 - a disclosure that broker commissions are not set by law and fully negotiable;
 - and, clear provisions about how much compensation the broker(s) will receive and where it comes from, if any.

TOP QUESTIONS TO ASK YOUR REALTOR®!

- Do you have your Seller Representative Specialist Designation?
- Have you attended the MIAMI REALTORS®' settlement classes and legal updates?
- Which compensation models does your brokerage offer?
- What services does your brokerage offer? What do these services cost?
- How will you be marketing my property?
- How do I net the most in this sale?

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