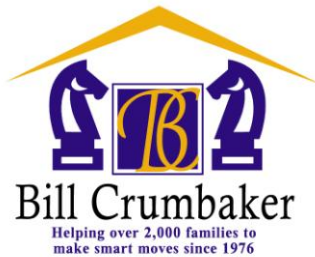


I AM AN ACCREDITED BUYERS REPRESENTATIVE - WHO PAYS ME?



Associate Broker

Accredited Luxury Home Specialist



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By Bill Crumbaker•

As an Accredited Buyer representative, we believe in single party representation for buyers we work with. As a buyer you deserve to have your own agent that represents only your best interests. Every seller has a listing agent that represents his best interests. It is not a good idea to buy a house with the listing agent working as a dual agent because it is a conflict of interest. How can the listing agent get the best deal for his seller and get you the best deal as the buyer? He can't because it is a conflict of interest.

As an Accredited Buyer Representative, we encourage our clients to sign buyer agency agreements with us. In the agreement the buyer makes a commitment to buy only from us. This is actually a very smart move for both parties because the agent is able work with unlisted properties since he knows he will be getting paid because he has a commitment from his buyer client that he will only buy from his buyer agent the agent knows he will be paid for his service. By expanding the market search to unlisted properties, the buyer has a better chance of finding his dream home.

Who pays the commission?

In most cases most it will be the seller. The way commissions work is the listing office shares its commission with the selling office. All commissions are negotiable and most of the time I see commissions at 6%. In the case of a 6% commission 3% would go to the selling office and be split with the selling agent and likewise for the listing office.

I work for a 3% commission. Some times the seller will offer a higher commission say a 4% commission in that case **I will credit the additional 1% to my buyer client.** Say the seller is offering only a 2.5% selling commission if we have a signed buyer representation agreement I can ask the seller to pay ½% of your closing costs and since I work for a 3% selling commission I can have you credit the ½% to my commission.

Some buyers prefer to pay my commission out right. If they do, then the selling commission would be credited to the buyer.

As an incentive some buyers will increase my commission based on how much lower a price, I can negotiate for them.

As a general rule the seller will pay my commission.

