

As a homebuyer in Georgia, you have several options for how your agent's services can be compensated:

OPTION 1: SELLER-PAID COMPENSATION

- The seller pays your agent's compensation in full
- This has traditionally been the most common arrangement
- No out-of-pocket cost to you at closing

OPTION 2: BUYER-PAID COMPENSATION

- You pay your agent's compensation at closing
- This may give you more negotiating leverage on purchase price
- Compensation comes from your closing funds

OPTION 3: SELLER CONCESSION

- Seller agrees to a concession that covers your agent's compensation
- Similar to other closing cost concessions
- Potentially rolled into your mortgage financing

OPTION 4: COMBINATION APPROACH

- A customized arrangement using elements of multiple options
- Tailored to your specific financial situation
- Designed to balance upfront costs and long-term value
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WHAT'S DIFFERENT IN GEORGIA?

- **Written Agreements Required:** Unlike some neighboring states (Alabama recently removed this requirement), Georgia now mandates written buyer agency agreements before viewing homes
- **Transparent Communication:** These agreements create clear documentation of how your agent will be compensated
- **Service Commitment:** The agreement outlines exactly what services your agent will provide throughout your transaction!

GET IN TOUCH

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 **DALTONWADE**
REAL ESTATE GROUP

**HOW REAL ESTATE
AGENTS GET
COMPENSATED**

FOR SELLERS

UNDERSTANDING REAL ESTATE COMPENSATION!

What Sellers Need to Know!

YOUR HOME, YOUR CHOICES!

As a seller, you have control over how real estate professionals are compensated in your transaction. Understanding your options helps you make informed decisions that can impact your home's marketability and final sale price.

HOW COMPENSATION WORKS

When you list your home for sale, you decide:

- What you'll pay your listing broker for their services
- What compensation, if any, you'll offer to the buyer's broker
- How these costs factor into your overall selling strategy

Your listing agreement will clearly outline these decisions in writing.

BUYER'S AGENT COMPENSATION WHY CONSIDER PAYING?

Offering compensation to buyer's agents can benefit you by:

- Expanding Your Buyer Pool: Many buyers are already stretching financially for down payments and closing costs
- Increasing Property Visibility: Some buyers' agents prioritize properties offering compensation
- Maximizing Market Appeal: Removing financial barriers can attract more potential buyers.

YOUR DISCLOSURE RIGHTS

- Your listing broker must disclose any compensation arrangements in writing
- You must approve any payments to buyer's brokers before they're offered
- This transparency ensures you remain in control of your transaction costs

ALTERNATIVE OPTIONS

If you choose not to compensate the buyer's agent directly, you can still:

- Offer buyer closing cost concessions
- Adjust your listing price strategy
- Provide other incentives that make your property attractive

These alternatives can be published in the MLS and marketing materials to maintain your home's appeal.

FOR BUYERS

UNDERSTANDING BUYER AGENCY AGREEMENTS

What Georgia Homebuyers Need to Know!

NEW CHANGES IN HOMEBUYING

Recent changes in Georgia real estate regulations have transformed how buyers work with agents. Now, written agreements with your real estate agent are required before viewing homes, establishing a clear framework for your homebuying journey.

THE BENEFITS OF BUYER AGENCY AGREEMENTS

Your buyer agency agreement:

- Formalizes your agent's responsibilities to you as a client
- Provides additional protection for your interests
- Creates transparency around compensation and services
- Clarifies the value you receive from professional representation

These agreements help both you and your agent understand expectations from the beginning of your relationship.