

UNDERSTANDING COMMISSION SPLITS AS A SELLER -

and how real estate is different than before

WHAT IS IT

When it comes to selling your home, **understanding commission splits is an important aspect of the process.** Traditionally, many sellers assume they must offer a commission split to the buyer's agent, but that isn't always the case now. Here's what you need to know:

What Are Commission Splits?

- Commission splits refer to the way the total commission from the sale of a home is divided between the listing agent and the buyer's agent. In some cases, both agents receive a predetermined percentage of the commission, which is typically factored into the listing price.

Seller's Flexibility:

- As a seller, you are not required by law to offer a commission split. Instead, you have the flexibility to structure your commission agreement as negotiable for the buyer's agent.

Why It Matters:

- Understanding commission splits empowers you to take control of your selling process.



THANK YOU

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