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# QUESTIONS to SHED LIGHT on REALTOR® COMPENSATION

Compensation in a home sale is a hot topic these days — the recent NAR Settlement revolves around this specific issue. But there's no need to be in the dark! Start a dialogue with your REALTOR® by using the eight questions below to shed light on this topic.

- 1** How are you compensated for your work, and by whom?
- 2** How is your compensation rate determined? Does it vary by location or the price of the home?
- 3** Are there any situations where a buyer might have to compensate their agent directly?
- 4** Can a compensation rate be negotiated, and if so, what factors might influence the ability to negotiate?
- 5** Are there any additional fees or costs associated with working with a real estate agent that I should be aware of?
- 6** If I find a home on my own, do you still receive compensation? How does that typically work?
- 7** Is there any difference in compensation structure if I buy a newly built home versus an existing home?
- 8** What happens if a sale falls through? Are there any financial consequences or penalties for me as the buyer?



SOURCE: Georgia REALTORS®, 2024