



Model compensation language for Seller Broker Agreements.

Disclaimer: The below form language is designed to protect consumers from predatory pricing practices in the real estate brokerage industry. However, it is difficult to draft forms on a national scale and we are not permitted to provide legal advice. If you would like to use this form, please obtain legal counsel to determine if this will work for you.

Seller Broker Compensation Section

Broker Compensation is fully negotiable and is not fixed, controlled, recommended, or suggested by law or any multiple listing service or association of REALTORS®.

- I. **Seller Broker Fees Owed By Seller:** Select Fee Type (one or more):
- A. **Compensation owed upon successful closing.** Choose one:
1. \$ _____ flat fee, or
 2. _____ % commission on Purchase Price (less any Seller credits to Buyer).
- B. **Unbundled Services.** Choose one or more:
1. \$ _____ comparative market analysis.
 2. \$ _____ Accurate measurements of house.
 3. \$ _____ For Sale Sign.
 4. \$ _____ Posting on MLS.
 5. \$ _____ For Sale Sign.
 6. \$ _____ Forms necessary for Complying with legal requirements.
 7. Other: _____
- C. **Unbundled Services are** (choose one):
1. Owed upon successful closing.
 2. Owed upon completion of services.
- II. **No Additional Compensation For Unrepresented Buyer:** If no other brokerage company is involved in the sale of Seller's property because the Buyer is not represented by a real estate agent, Seller's Broker agrees NOT to charge Seller any additional money.
- III. **Offers of Compensation Only to Buyer, NEVER to Buyer Broker:** Neither the Seller nor the Listing Broker will offer money to the Buyer Broker. Money offered to the Buyer directly is authorized. Any money credited to the Buyer must be documented on the Offer to Purchase and disclosed to the Lender.
- [Note: Offers of compensation to the Buyer Broker may lead to unfair trade practices, inflated Buyer Broker Fees, and legal liability for the Seller.]*
- IV. **Other Payments to Seller Broker Belong to the Seller:** Any consideration received by the Seller Broker in connection with the representation belongs to the Seller and shall be promptly paid to the Seller, including but not limited to referral fees received by the Seller Broker for referral of the Seller to another broker.