

What is a Buyer Representation Agreement?

Since the NAR lawsuit and settlement of 2024, brokerages and real estate authorities have agreed to make commissions transparent to consumers so you know how your agents are compensated.

Of course, there is nothing like 3 pages of legal jargon to make this “transparent.” (*sarcasm*)

Sparknotes Version:

- By working with me as your agent, I agree to honor my fiduciary responsibilities to you (obedience, loyalty, disclosure, confidentiality, accounting, reasonable care) and give you the best guidance in finding the right home for you. Now, brokerages are aiming for you to commit to working with one agent, exclusively.
- I have a 2.5% minimum compensation on sales transactions. Most sellers in NYC are still offering this compensation to the buyer's broker. If a seller is offering less, I would ask that they make up the difference with our first offer to purchase. If, for any reason, they are insistent on not paying the difference, my buyer would have to make up that difference at the closing table.

Nothing else has changed, except the following agreement will soon become a mandatory form we need every buyer to sign. Commissions have always been negotiable and we have leveraged that to make sure our buyers and sellers are getting the best deal and the right amount of attention. I'm happy to give real life examples of when I have sacrificed a portion of my commission to get the deal across the finish line with happy parties. I'm also happy to divulge where that 2.5% goes at the end of the day, because most of it is not in my pocket.

Since you have to be transparent about your financials, it's only fair that we are transparent with ours.