

Ansley Real Estate Christie's International is providing you with important industry-wide changes regarding real estate brokerage compensation. Please read to become familiar with this information as we navigate your real estate purchase together.

Buyer Brokerage Agreements

Agents who represent buyers are required to enter into a written agreement with their client and/or customer.

- A written agreement must be in place before a buyer can tour properties with an agent.
- The agreement will outline the services provided to you, as well the mutually-agreed-upon compensation for those services.
- The buyer's brokerage cannot be paid more than the amount specified in the agreement unless mutually agreed upon by all parties.
- The agreement protects the buyer, brokerage and agent; reinforces that the *brokerage compensation is negotiable and not fixed by law*; and brings additional transparency to the relationship.

Buyer Brokerage Compensation

Since buyer brokerage compensation is determined by the agreement, sellers will not direct the amount of the buyer brokerage compensation to be paid. Sellers may still offer to pay the buyer's brokerage, but they are not required to do so. Buyer brokerage compensation may be paid in one of the following ways:

- Paid directly by the buyer
- Paid by the seller through the proceeds of the transaction, and included in the purchase price of the property
- Paid by both parties, as determined through negotiations

Compensation may vary by individual brokerages. As a full-service brokerage, Ansley Real Estate Christie's International does maintain a minimum compensation policy whether representing buyers and/or sellers.

What to Expect

Ansley Real Estate Christie's International has always steadfastly represented the best interests of our clients and we will continue to do so with the goal of being the best full-service brokerage. Our team is prepared for all industry changes with competence and confidence. We are here to help with your purchase, represent your interests, help negotiate the most favorable terms for you, and be your resource for all things real estate.