

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 sale together.

As of August 17, 2024, the amount of brokerage compensation will be determined through separate agreements between seller & listing brokerage and buyer & buyer brokerage. These changes are intended to create more transparency for sellers, buyers and brokerages. **Compensations are not set by law and are fully negotiable.**

Buyer Brokerage Compensation

You, as the seller, have the discretion to offer a buyer brokerage compensation. Buyer brokerage compensation may be paid in one of the following ways:

- Paid directly 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. It is likely you will receive offers requesting you to fund some or all of the buyer brokerage compensation, since most buyers work with a brokerage, and paying a brokerage directly may not be practical or financially viable for some buyers.
- Paid directly by the buyer

Every offer will be evaluated with you to determine your best financial outcome.

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 sellers and/or buyers.

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 sale, represent your interests, help negotiate the most favorable terms for you, and be your resource for all things real estate.