



# BUYER'S AGENT COMPENSATION

Please note that a buyer's agent commission is not set by law and is fully negotiable. Below are examples of how a buyer's agent can be paid.

## HOW A BUYER'S AGENT IS PAID IF SELLER OFFERS COMPENSATION

1. The seller of the property you are interested in has offered to pay the commission due from you to your buyer's agent. In this case, your commission obligation to the buyer's agent will be paid by the seller out of funds you pay to purchase the home.
2. The seller has offered compensation consisting of only a portion of the commission you have agreed to pay to your buyer's agent. This would require you to pay any portion of the buyer's agent commission not paid by the seller. Alternatively, you could condition your purchase offer on the seller paying all of your commission obligation to the buyer's agent.

## HOW A BUYER'S AGENT IS PAID IF SELLER DOES NOT OFFER COMPENSATION

1. The seller has not offered to pay any portion of the commission you would owe to your buyer's agent. In this case, you can include a requirement that the seller pay your commission obligation as part of the offer you make on the property.
2. The seller will not agree to pay a buyer's agent commission, in which case you would be responsible for the commission.



**COLDWELL BANKER | REALTY**

Affiliated real estate agents are independent contractor sales associates, not employees. ©2025 Coldwell Banker. All Rights Reserved. Coldwell Banker and the Coldwell Banker logo are trademarks of Coldwell Banker Real Estate LLC. The Coldwell Banker® System is comprised of company owned offices which are owned by a subsidiary of Anywhere Advisors LLC and franchised offices which are independently owned and operated. The Coldwell Banker System fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. 255VSE\_CBR\_5/25