

## How Commissions Work

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**There's a difference between a real estate agent and a REALTOR®.**

**REALTORS® are members of the National Association of REALTORS®, who abide by a strict Code of Ethics.**

**Agents who are REALTORS® know the home buying and selling process can be complex – and one of the largest financial decisions you'll make.**

**If you have questions about real estate commissions there are 3 things to know:**

**First, consumers decide how much they want to pay for their broker's services.**

**Sellers also agree how much money their listing broker should offer a cooperating broker who brings a buyer to close the transaction.**

**Second, commissions are always negotiable. Commissions can be negotiated at any point before the transaction closes.**

**Third, cooperation between brokers benefits consumers.**

**It ensures sellers have access to the largest pool of potential buyers, and buyers have access to the largest number of housing options.**

**To get your real estate questions answered, work with an agent who is a REALTOR®.**

*\*This script has been approved by NAR legal counsel.*

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