

Buyer Commission Scripting – First Appointment

I'd like to take a moment to outline the various options available to you, along with their potential outcomes. It's important to note that while these options provide a framework, they are not set in stone, and human behavior can often be unpredictable.

- Firstly, it's crucial to understand that the decision to offer compensation to the buyer's agent, among other concessions, ultimately rests with the seller. Commissions, like other terms in a real estate transaction, are subject to negotiation and may vary from one agreement to another. This fundamental aspect remains unchanged.
- My primary objective is to assist you in achieving your goal of purchasing a home based on the terms we've agreed upon. However, it's worth considering that limiting our search to properties where the seller offers a buy-side commission might restrict our options. In such cases, I may find it challenging to effectively fulfill my role.
- Now, let's delve into the three options available:

Option #1: Zero Offer of Compensation to Buyer's Agent Potential Outcomes:

- Despite the absence of a buyer-side commission, we can explore the possibility of negotiating concessions from the seller to offset your costs.
- Together, we'll review the expenses involved and devise terms that align with your requirements and the prevailing market value.
- If desired, we can shift focus to properties where seller concessions are available. However, it's important to remember that you retain the option to inquire about compensation, as per your discretion.

Option #2: Offer Compensation to the Buyer's Agent Potential Outcomes:

- Compensation to me as your agent can be facilitated through the Multiple Listing Service (MLS) or alternative communication channels.
- We'll analyze the associated expenses and agree on terms that meet your needs and correspond to the market dynamics.

Option #3: Offer from the Seller for Negotiable Concessions Potential Outcomes:

- The seller may choose to include negotiable concessions, such as seller-paid expenses up to a specified amount, as listed in the MLS.
- These concessions will form part of our offer and will be subject to negotiation alongside other terms, including price, closing, and possession date.
- In summary, each option presents distinct possibilities, and I am committed to guiding you through the decision-making process to ensure it aligns with your objectives. Should you have any questions or require further clarification, please don't hesitate to reach out.