



Important Changes to Realtor Commissions and Impact on Your Real Estate Transaction

We want to bring your attention to recent developments in the real estate industry that could have significant implications for both buyers and sellers. The National Association of Realtors (NAR) has recently made substantial changes to its commission structure, which will affect the way commissions are negotiated and paid in real estate transactions.

What Has Changed?

Historically, the seller's agent has typically offered a portion of their commission to the buyer's agent as part of the Multiple Listing Service (MLS) process, which meant that buyers did not usually pay their agent's commission directly. However, NAR's have changed how these commissions are handled as follows:

- **Buyer's Agent Commission Transparency:** Buyers will now have greater clarity on how their agent is being compensated. The traditional model where sellers pay both agents' commissions is shifting, and buyers may have to negotiate and cover their own agent's commission directly.
- **Increased Flexibility in Negotiations:** Sellers are no longer obligated to offer compensation to the buyer's agent. This change allows for greater flexibility in how commissions are structured and negotiated during the transaction.
- **Potential Impact on Sale Prices:** With the possibility of buyers paying their own agent's commission, this may influence the overall dynamics of the deal, possibly affecting how buyers approach offers and the ultimate sale price.

What Does This Mean for Sellers?

If you are selling your property, you should expect changes in how commission rates are negotiated. It is important to discuss these updates with your listing agent and understand how they will affect the marketing of your home. As commission practices evolve, sellers may have more negotiating power but also need to be aware of how the changes may impact buyers' willingness to engage.

What Does This Mean for Buyers?

For buyers, transparency around commissions will allow you to see exactly how much your agent is being paid. However, you may also be responsible for paying your agent directly, which could impact your budget for closing costs. It is critical to work closely with your agent to understand their fees and negotiate accordingly.

How Can Our Firm Help?

At James G. Dibbini & Associates, P.C., we are committed to guiding our clients through these changes with expert legal advice and support. Whether you are a buyer or a seller, we will work with you to ensure that your interests are protected and that you fully understand how these new commission structures impact your

transaction.

Please feel free to reach out to us if you have any questions or would like to schedule a consultation to discuss how these changes may affect your next real estate transaction.

Please feel free to contact our office at 914-240-8270 or via email at jdibbini@dibbinilaw.com for further assistance.

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