

Goal

# Agent Success Scenarios

**WORKBOOK**



# Buyer Agent Navigator

Exactly what you need  
to know to thrive in the  
post-NAR settlement world

Download now  
[realbuyerplaybook.com](https://realbuyerplaybook.com) ↗



Real

# Buyer Mastery Checklist

10 PROCESS SCENARIOS



1

Is a buyer representation agreement  
**required** before touring homes with a buyer?

Insert answer here

2

What if a buyer **refuses** to sign  
a buyer representation agreement?

Insert answer here

3

If I am the listing agent for the subject property, what if my marketing generates an inquiry from a buyer that wants to see a home; would I have to get a buyer agreement signed the minute I meet them before I show them the home? What if I am not the listing agent for the subject property?

Insert answer here

4

Does the requirement to use a written buyer agreement before residential showings also apply to **commercial transactions**?

Insert answer here

5

If an agent hosts an open house or provides access to a property, on behalf of the seller only, to an **unrepresented buyer**, will they be required to enter into a written agreement with those buyers touring the home?

Insert answer here



6

Do these new rules apply to  
residential rentals or only for residential sales?

Insert answer here

7

As a listing agent in discussions with a seller, if the seller agrees to offer 3% as the buyer representation compensation, do we **memorialize that in the listing agreement?**

Insert answer here

8

How do these rules affect dual agency?

Insert answer here

9

Is there any **process change** related to **signing** new listing agreements?

Insert answer here

10

Are there any rules that are in conflict with the **state's implementation** compared to the **overall terms** of the NAR settlement?

Insert answer here

Real

# Buyer Mastery Checklist

16 COMPENSATION  
SCENARIOS



11

Is a seller **required to offer**  
buyer representation compensation?

Insert answer here

12

Can we offer buyer representation compensation in MLS remarks, sellers concession fields or by putting secret links and keywords inside the **MLS details**?

Insert answer here



13

What will happen to **existing listings** in the MLS with offers of compensation that are currently in place prior to August 17th?

Insert answer here

14

Can we notate on the MLS that "commission is offered" without mention of amount or details?

Insert answer here

15

Can buyers and buyer brokers rely on an offer of compensation that was on the MLS **prior to the effective date** of the policy changes?

Insert answer here

16

Are pending transactions when the commission field is removed (after the effective date) still **bound by the commission** offered at the time of the contract?

Insert answer here

17

Can a buyer request the listing broker to **compensate** the buyer broker?

Insert answer here

18

Can the listing broker "share" commissions with the buyer broker based on the traditional terms of "cooperation compensation"?

Insert answer here

19

Can a listing broker communicate offers of compensation on their own website / or with an IDX feed or similar solution?

Insert answer here

20

Can the listing broker put references to the offer of buyer compensation off the MLS in places such as **yard signs, property flyers, stand alone marketing materials, email and video communications** to agents and brokers and in broker previews and office meetings?

Insert answer here



21

The listing agent does not have to disclose their fee agreed upon in the listing agreement to the buyer broker. **But does the buyer broker now have to disclose the buyer agent compensation fees to the listing broker** as part of the offer by sharing a full copy of the buyer representation agreement?

Insert answer here

22

What happens in the situation where we make an **offer on an off-market listing** like a pocket, expired or for-sale-by-owner?

Insert answer here

23

In the buyer agreement, can buyer and buyer broker agree to a "range" of compensation?

Insert answer here

24

What happens if the final buyer commission offered by the Seller is higher than the fee negotiated in the **Buyer Representation Agreement**? What happens if it's lower?

Insert answer here

25

Is the listing broker **required to share all the details** (if asked by the buyer broker) if the seller is offering buyer representation compensation?

Insert answer here

26

What if the buyer specifically states that they do not want to be responsible for paying the buyer commission?

Insert answer here

# Resources

1 [Real Buyer Playbook Website](#)

2 [Follow Sharran on Instagram](#)

3 [Get the Top Agent Power Pack](#)

learn

Work Hard.  
Be Kind.

