

Agent Success Scenarios

WORKBOOK



#### **Buyer Agent Navigator**

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

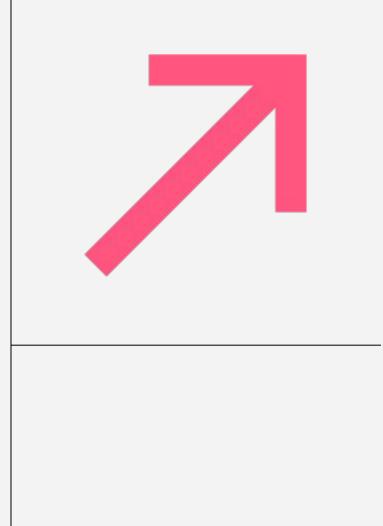
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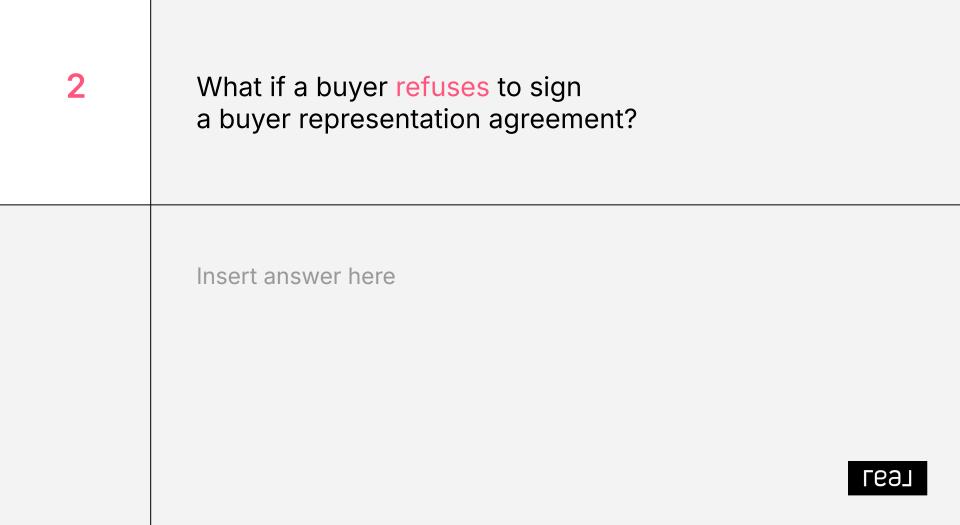
## Buyer Mastery Checklist

**10 PROCESS SCENARIOS** 



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





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?



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

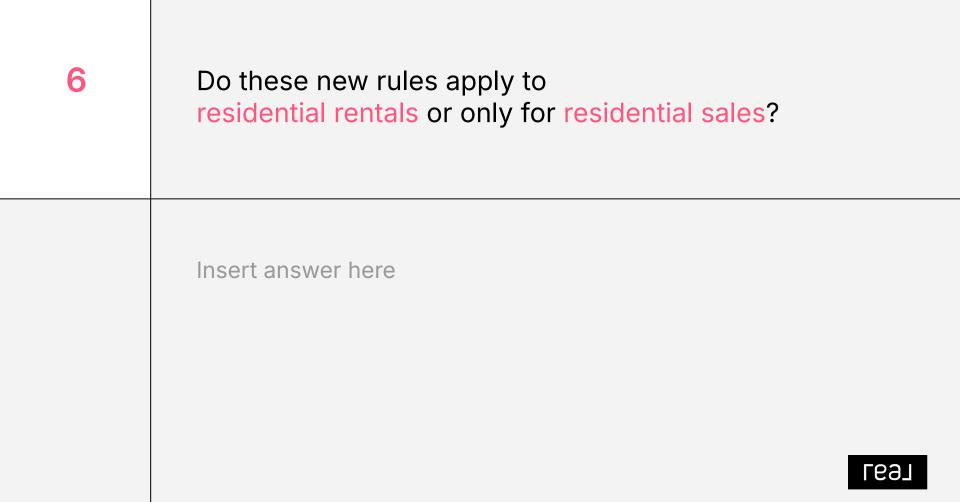


If an agent hosts an open house or provides access to a property, on behalf of the seller only, to an unrepresented buyer, will they be required to enter into a written agreement with those buyers touring the home?

Insert answer here

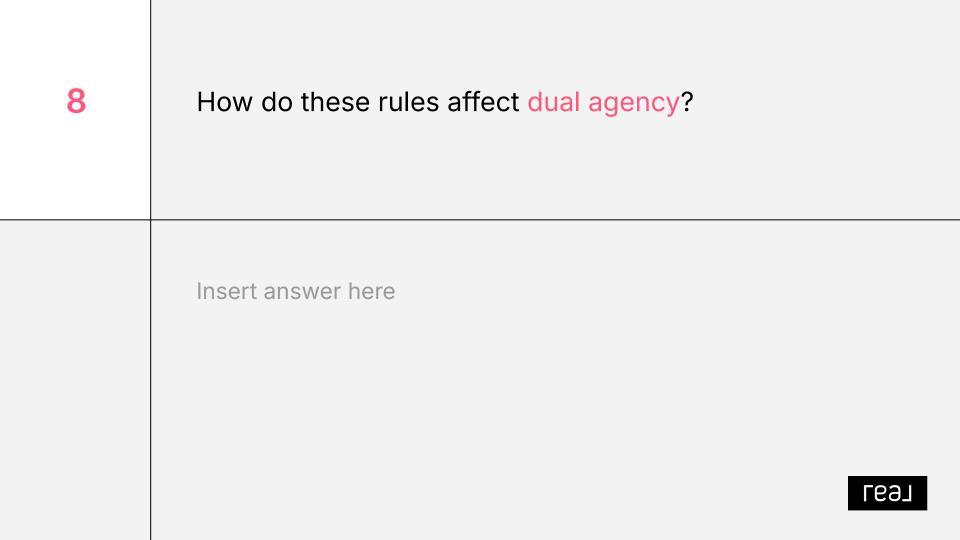
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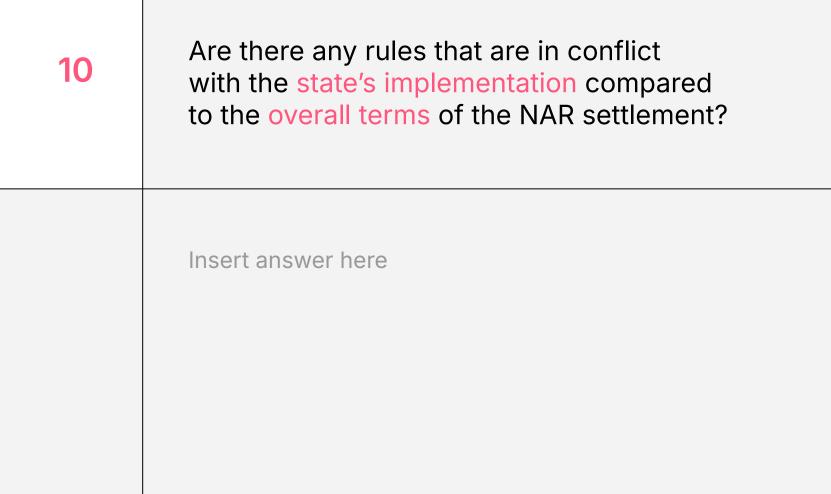


As a listing agent in discussions with a seller, if the seller agrees to offer 3% as the buyer representation compensation, do we memorialize that in the listing agreement?





Is there any process change related to signing 9 new listing agreements? Insert answer here геа-

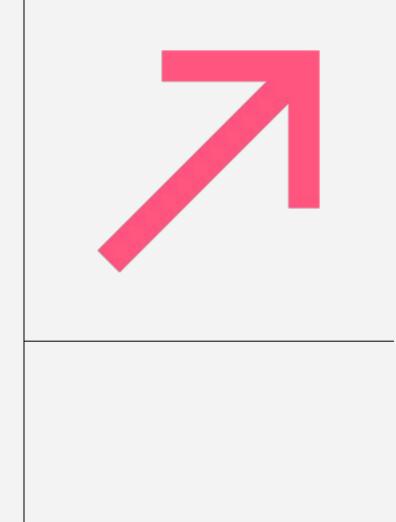






### Buyer Mastery Checklist

#### 16 COMPENSATION SCENARIOS



11	Is a seller required to offer buyer representation compensation?
	Insert answer here
	Leal

Can we offer buyer representation compensation in 12 MLS remarks, sellers concession fields or by putting secret links and keywords inside the MLS details? Insert answer here

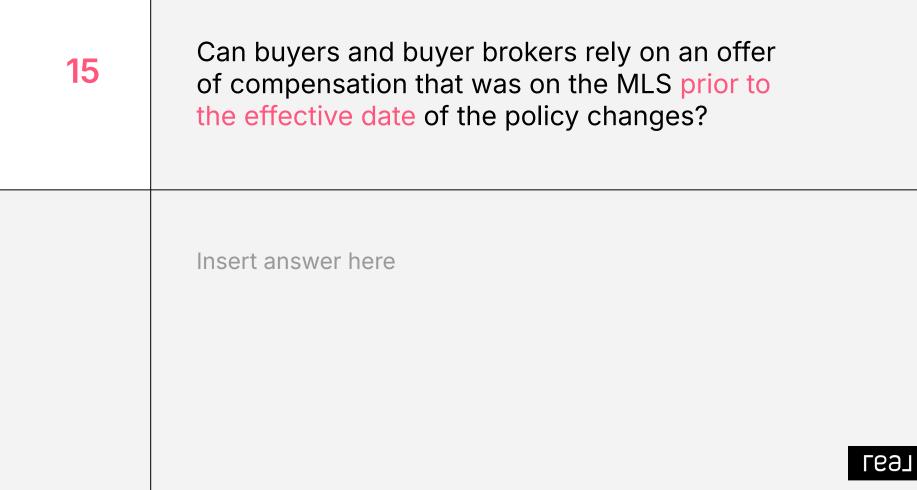


13	What will happen to existing listings in the MLS with offers of compensation that are currently in place prior to August 17th?	
	Insert answer here	
	Геа	

1	4

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

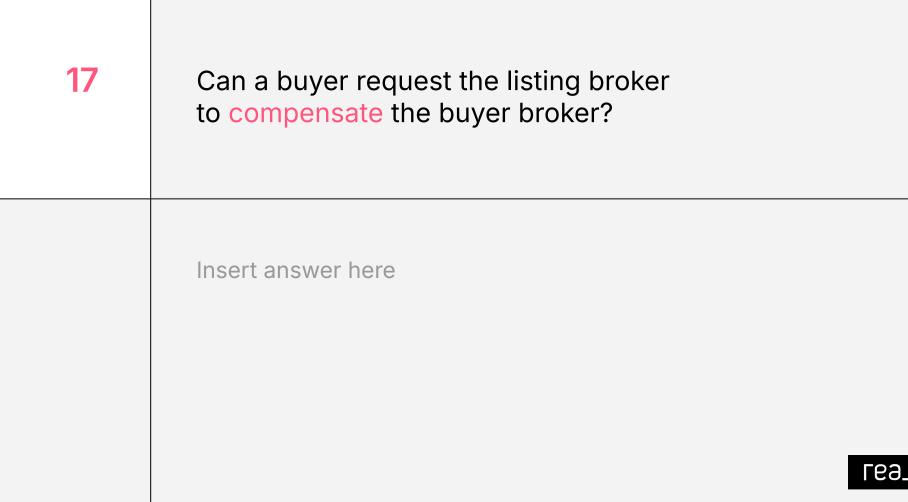




### 16

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?





18	Can the listing broker <b>"share" commissions</b> 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	
		Геэј

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?



The listing agent does not have to disclose their fee agreed upon in the listing agreement to the buyer broker. But does the buyer 21 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	
		Геэј

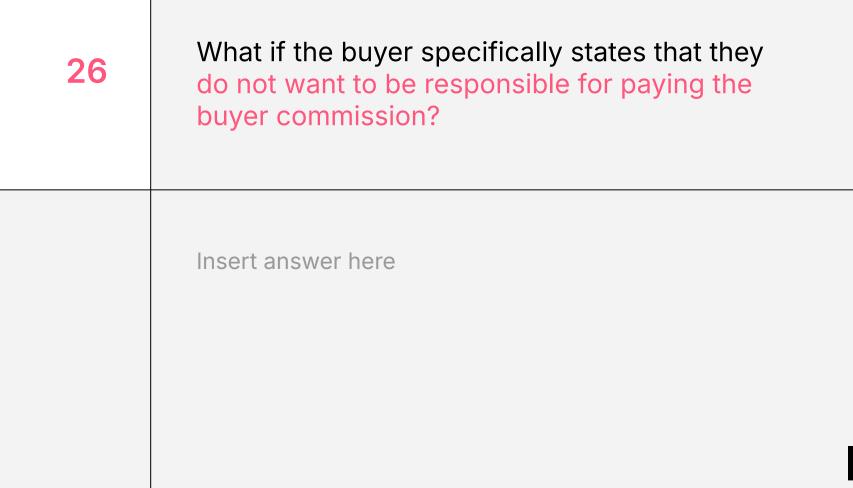
23	In the buyer agreement, can buyer and buyer broker agree to a "range" of compensation?
	Insert answer here
	Leal



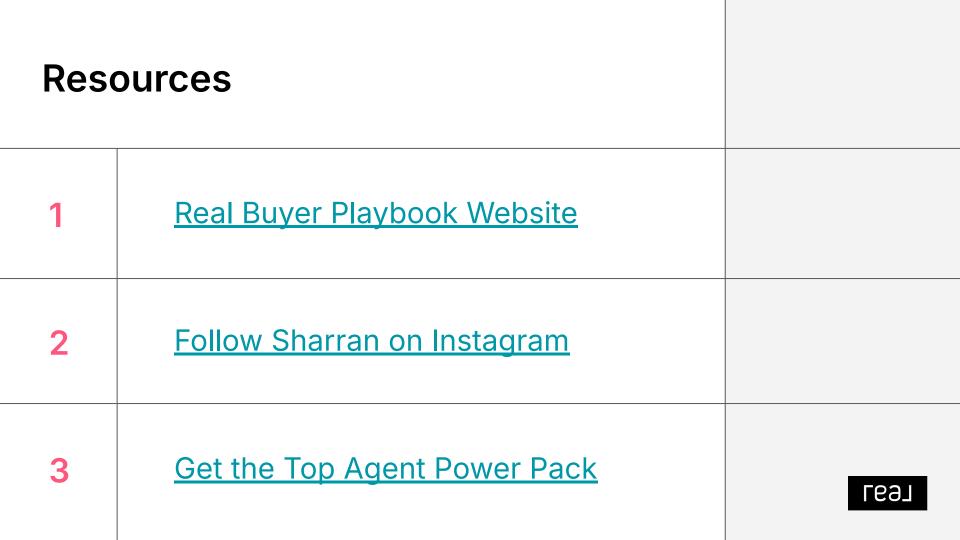
What happens if the final buyer commission offered by the Seller is higher than the fee negotiated in the Buyer Representation Agreement? What happens if it's lower?



25	Is the listing broker <b>required to share all the details</b> (if asked by the buyer broker) if the seller is offering buyer representation compensation?
	Insert answer here
	Legj









# Work Hard. Be Kind.

