ASK BUYERS FOR 3% COMMISSION

Agent: *Good afternoon, [Client's Name]. I'm glad we found some time to discuss the details of your home buying process. I want to ensure we're clear on all aspects, including the commission structure.*

Client: *Hi [Your Name], yes, I appreciate you taking the time. I'm a bit unclear on how the commission works. Could you explain?*

Agent: *Absolutely. Typically, the commission is a percentage of the sale price of the home, paid by the seller. However, in this current market, where listings are highly competitive, I recommend offering a 3% buyer's agent commission.*

Client: *Okay, that's higher than I expected. What's the advantage of offering a 3% commission?*

Agent: *Offering 3% can significantly enhance your position as a buyer, especially in a market where many are only offering the standard 2.5%. It incentivizes agents to show your offers more prominently and can make your bid more appealing to sellers, especially in multiple-offer scenarios.*

Client: *I see. So, it could essentially give us an edge in negotiations?*

Agent: *Exactly. It's about positioning your offer more competitively. The goal is to secure the property you want, and this can be a strategic move to achieve that. It's particularly effective in a seller's market where getting noticed is key.*

Client: *And this commission is paid at closing, right?*

Agent: *Yes, that's correct. It's included in the closing costs and paid at the same time as the rest of the transaction is finalized. I'll provide a detailed breakdown of all expected costs, so there are no surprises.*

Client: *That breakdown would be helpful. I'm open to the idea if it truly makes a difference in getting the right home.*

Agent: *I believe it will. I'll prepare the paperwork with this commission structure and include it with the cost breakdown. We want to ensure you're fully comfortable and informed every step of the way.*

Client: *Thanks for explaining that, [Your Name]. Let's proceed with that strategy.*

Agent: *Great choice, [Client's Name]. I'll get everything set up and keep you updated. Thank you for trusting me with this process.*