



What Sellers Should Know

We Simplify Your Selling Experience

How does compensation work?

Compensation has always been your choice. You negotiate the fee that you are willing to pay your listing agent for the services of marketing and selling your property. Sellers may choose to compensate a buyer's agent but the buyer's agent must request an understanding of this amount before or along with the submitted offer.

Beginning in July, rules for buyer's agents will be updated to require all agents to use a buyer representation agreement to show properties. This practice is already in place in many markets and will now apply across the country.

Do I have to put my house on the Multiple Listing Service (MLS)?

We strongly recommend it, but it is your choice. Buyers start their home-buying process online and we want to ensure your home has the most exposure to drive interest in your home. The more visibility we have to showcase your home to buyers, the better. eXp Realty has also launched eXp Exclusives to provide registered clients access to more eXp listings and increase visibility for our sellers.

If I don't pay a buyer's broker, will agents show my house?

Agents are legally required to show homes as directed by their buyers regardless of compensation. Your choice regarding buyer broker compensation is best discussed with your listing agent to determine the right decision for you.



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Could I pay my listing agent more than the buyer's agent gets paid?

Absolutely. You can negotiate the fees and services with your listing agent separately from what the buyer may request or pay their buyer's agent.

What if I don't want to pay a fee to the buyer's agent?

This is your choice. Again, your choice regarding buyer broker compensation is best discussed with your listing agent to determine the right decision for you.