



Commission and how it's split between Agents

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Call Arlen for your free, no obligation Property Evaluation today and see how this and my other RESULTS MARKETING plans can work better for you!

Go to www.arlenb.com and ask for Arlen's "Team vs. Agent" report.

How does this affect the sale of your property?

In a listing contract there are 2 sections that relate to commissions. The first is how much commission you as a Seller are to pay to your Agent upon a successful sale when an agent is what is called an 'effective cause of sale'. The second portion is how much of that commission you and your Agent agree to pay a Co-operating Agent to help you get your property sold. It's a requirement in most jurisdictions that the Co-operating Commission amount

is published so that any Agent can see how much they are being offered to help sell your home. As you can see, when an Agent calls up a list of properties to show they can see how much each Seller is paying. I ALWAYS PAY AT LEAST 50% of the commission to any Agent who brings the Buyer that's willing to pay the most for your property. In my 14 years experience I have had many times where a



Doesn't your property deserve every advantage?

Co-operating Agent has told me they worked harder to sell my listing than another because my listing paid them fairly and in many cases more!

The Advantage working with Arlen

I've had Agents that are a member of a "team" tell me that they would rather sell my listings than their own "team's" listings as they actually get paid more even when the Seller is paying

the same commission. Some Agents keep more of the commission for themselves than they pay to a Co-operating Agent! I believe it takes 2 sides of a deal to make a deal

work and I get much more co-operation than other Agents for the same commission cost to my Sellers! YOU DESERVE IT!