

A woman with curly hair, wearing a tan blazer over a white shirt, is smiling and talking to another woman whose back is to the camera. They are sitting at a table in a meeting room. The background shows a whiteboard and office furniture.

Home Seller Checklist: Navigating the NAR Settlement Changes



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01.

Understanding the Agreement

Read Thoroughly: Ensure you read and understand the entire written agreement with your agent.

Key Terms: Look for key terms such as compensation, services provided, and duration of the agreement.

Clarify Doubts: Ask your agent to clarify any terms or conditions you do not understand.

03.

Asking Questions

Services Provided: Ask about the specific services your agent will provide.

Compensation Structure: Clarify how the agent's compensation is structured and what it covers.

Experience and Expertise: Inquire about the agent's experience and expertise in the local market.

02.

Negotiating Fees

Know Your Rights: Remember that agent fees and commissions are negotiable.

Compare Rates: Research and compare rates from different agents to ensure you get the best deal.

Discuss Upfront: Have an open discussion with your agent about their fees and any potential discounts.

04.

Reviewing Seller Concessions

Understand Concessions: Discuss potential seller concessions with your agent and how they can benefit you.

Negotiate Terms: Negotiate the terms of any concessions offered by the buyer.

Document Everything: Ensure all concessions are documented in the agreement.