

Explaining How Commission Is Used: Script #4

SELLER: Can you reduce your commission?

AGENT: Of course. As you know, commissions are negotiable. But let me ask you—what are you trying to accomplish by getting me to reduce the commission?

SELLER: I'm trying to save money.

AGENT: I understand. Do you know how a commission structure works?

SELLER: Not really. I just know that I have to pay you a certain amount of what I receive for my house, and that means I get to keep less.

AGENT: Let me explain what happens when you reduce a commission. First of all, half of the commission usually goes to a cooperating agent. When you reduce the commission, you reduce the incentive for that agent to bring a buyer to your house. If an agent has ten different houses, nine of which come with a 3 percent commission, one of which comes with 2.5 percent commission, which houses do you think they're going to show?

SELLER: The ones with the larger commission.

AGENT: Absolutely. You're putting yourself at a disadvantage competitively when you reduce your commission, wouldn't you agree?

SELLER: I guess that's true.

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The Home Seller's Second Opinion First Justin Marshall Chipman,2015-03-25 Have you ever questioned the ridiculously expensive full priced listing fee charged by Realtors and Brokers Have you ever thought that very little work was being done for this huge sum Or have you ever thought that the entire process whether buying selling or borrowing was something very like a racket If so then you are not alone The Home Sellers Second Opinion First is an insiders look at and a consumers way through all of the horses t that surrounds the buying selling and owning of a home At one level the book is a simple how to the book teaches you how to negotiate a better contract with your Realtor the book teaches you how to analyze your loan and the book teaches you how to analyze your local real estate market At another level The Home Sellers Second Opinion First is a rigorous analysis of the conflicts of interest that permeate the marketplace and hinder the American Dream Here are the responses of a few of the people that have been taught the contents of the book It was easy I fired my Realtors and hired another one in less than an hour You saved me 4000 Pam Colorado Springs CO First I wanted to punch you then I wanted to hug you Susan Los Angeles CA I think you saved our marriage Jennifer Denver CO In many aspects of our society choice is merely illusory and the consumer is only given fake options The blue store or the orange store This book gives the homeowner real choice by providing real information and real options available to the buying selling and owning public

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