

Step 06 - Buyer agent

Evaluate a buyer-agent request against your own net.

Property: _____ Date: _____

- ☐ Ask whether the buyer is requesting a flat dollar amount or percentage.
- ☐ Model the request alongside payoff, other costs and buyer concessions.
- ☐ Set a desired-net target and a separate minimum-acceptable-net boundary.
- ☐ Compare a dollar counter and equivalent percentage before responding.
- ☐ Keep the discussion about this buyer and this sale, not an assumed market rate.

Checkpoint: You know the request, your target contribution and your hard ceiling.

Notes / questions / next action

Sources to verify before acting

NAR offers-of-compensation guide

<https://www.nar.realtor/the-facts/consumer-guide-offers-of-compensation>