

Buyer's Brokerage Commission

An Exclusive Seller's Brokerage Contract is an agreement between the seller and the Seller's Brokerage, whereby the Seller's Brokerage sets out the services it will provide to the seller and the seller agrees to compensate the Seller's Brokerage for its efforts.

The commission offered to the Seller's Brokerage is a term of this contract, but it also represents an element of the Seller's Brokerage's marketing business plan that has been discussed with and agreed to by the seller.

The Exclusive Seller's Brokerage Contract produced and distributed by the Association of Saskatchewan REALTORS® contains a clause dealing with Buyer's Brokerage whereby the Seller's Brokerage agrees with the seller that it will offer a portion of the total commission to other brokerages if they bring in a buyer. This, too, is an element of the Seller's Brokerage's marketing plan, as it encourages other brokerages to show the listing to their buyers and to represent their buyers should they choose to purchase the listed property.

The inclusion of this Buyer's Brokerage clause does not make the buyer or the Buyer's Brokerage a party to the listing agreement and it does not mean that the Buyer's Brokerage is entitled to any input in the commission arrangements that have been agreed to by the Seller's Brokerage and the seller.

Where a registrant representing a buyer is not satisfied with the amount of commission offered to the Buyer's Brokerage in the Exclusive Seller's Brokerage Contract, that registrant can enter into a separate buyer's brokerage contract with their clients. They can negotiate what they believe to be fair compensation with their client.