

## UPDATED COMMISSION POLICY

**1) LISTING AGENCY FEE:** Agents should strive to achieve the highest commission based on the work required. The goal for all Listing Agency Agreements should be 3% on the listing side with a threshold minimum of 2.5% on listing side, and additional 1.5% if no other buyer agent is involved. It is understood that all fees are negotiable. For listing fees to be less than 2.5%, agents must get permission from the Team Leader.

**2) BUYER AGENCY FEE:** Agents should strive to achieve the highest commission based on the work required. The goal for all Buyer Agency Agreements should be 2.5%, with a threshold minimum of 2%. For Buyer Agency fees to be less than 2%, agents must get permission from the Team Leader.

**3) ACCOUNTS:** Fees that apply to accounts; i.e., builders, hospitals, etc., may vary from the minimum. Such arrangements will be made in writing PRIOR to securing the listing by the Team Leader.

**4) COMPENSATION FEES:** KWRM's (Keller Williams® Realty Metropolitan) understands that the decision of what compensation will be offered to the buyer's agent is the seller's decision and is negotiable. However, KWRM strives to cooperate with other brokerage firms in a fair and equitable way. KWRM strives to encourage sellers to offer a buyer's agent fee of 2.5% or more whenever possible and be an example to the real estate industry as a whole. It is recognized that there may be circumstances where a cooperating fee of less or more than this may be in the best interest of the consumer.

**5) ASSOCIATES PERSONAL RESIDENCE AND INVESTMENT PROPERTY:** Associates may elect to sell and/or buy a personal residence or investment property two times per calendar year without contributing company dollar. The 6% KWRI Royalty Fee shall apply, unless the agent has capped on KWRI Royalty Fee. The associate MUST have closed a minimum of 3 transactions with KWRM prior to having the option of exercising this privilege.

Associates selling their own property should strive to offer fair and competitive compensation to the buyer's agent. The goal on the transaction is 2.5%. In all cases, KWRM associates will utilize the company when selling an investment property.

**6) ENTRY ONLY LISTINGS:** Entry-only listings are not permitted within KW Metro apart from Auction Listings. (You must have a signed listing agreement with a Seller to enter into MLS system)

Agent Signature \_\_\_\_\_ Date \_\_\_\_\_