Policy on Compensation Reductions and/or Credits

Please review the Keller Williams Realty East Bay Policy below:

Guidelines:

1. The minimum acceptable compensation to Keller Williams Realty East Bay for performance of brokerage services is 2.5% of the sales price of the property at Close of Escrow, whether our brokerage is representing the buyer or seller. If the brokerage represents both buyer and seller the minimum acceptable compensation is 5% of the sales price. Company dollar shall be based on 2.5% of sales price (including PC & Mentor fees) unless capped.
2. The minimum acceptable compensation to Keller Williams Realty East Bay for facilitating an unrepresented buyer on the seller's behalf shall be 2.5% of the sales price of the property at Close of Escrow. Company dollar shall be based on 2.5% of Sales Price (including PC & Mentor) unless capped.
3. If an Associate chooses to agree to any compensation less than 2.5% of the sales price, the company dollar will be based on 2.5% of the sales price whether representing a buyer or a seller.
4. Per NAR Rules**, pre-arranged credits/rebates to buyer from buyer's agent commission are not allowed**. Any up-front credits/rebates must be negotiated between the seller to the buyer in the Purchase Agreement. Any credits to a buyer MUST be disclosed to the lender, and any credits to either buyer or seller MUST be disclosed to escrow and shown on the closing statement.
5. If an Associate chooses to reduce their commission lower than 2.5% in order to accommodate a credit from the seller to the buyer while in escrow, the company dollar will be based on 2.5% of the sales price (including PC & Mentor fees) unless capped.
6. Associates are not to advertise any potential for reduction of compensation or deviation from this company policy.
7. Any request for a deviation from this policy must be brought to the Team Leader for review.

Reduction Request:

Agent Name: _____

Client Name: _____ Client Type: Buyer Seller Lease Sell/Buy
(Circle One)

Property Address: _____ City: _____

Price: _____ Current Compensation: _____ % Reduction/credit Request: _____

New Compensation: _____

Projected COE**: _____

Reason for request: _____

_____

***ANY CHANGES TO THE ABOVE TERMS MUST BE RESUBMITTED AND APPROVED BY TEAM LEADER ***

By signing below, I am acknowledging that regardless of the compensation reduction being granted, I will still be paying company dollar based on 2.5% of the sales price, unless I am capped at the time of closing:

Agent Signature: _____ Date: _____

Team Leader
Approval: _____ Date:_____

For MCA Use: DA#_____

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