

## Who pays my Realtor®?

Your Buyer's Agent works for YOU. It's in their best interest to get to know you and what you're looking for, answer your questions, and walk you through the process. Only after you've closed on a home does your agent get paid. However, professional Realtors do sell homes to make a living, so they *do* get compensated following a successful transaction.

You do not directly pay the Realtor. Usually – but not always – the Realtor is paid from proceeds received by the seller. It's all part of the selling price of the house, so this is not part of the money you will bring to closing. While this is a common industry practice, your Realtor should advise you well in advance if there could be a deviation from the norm.

If you go through the process and decide not to buy, you have no financial obligation to your agent.