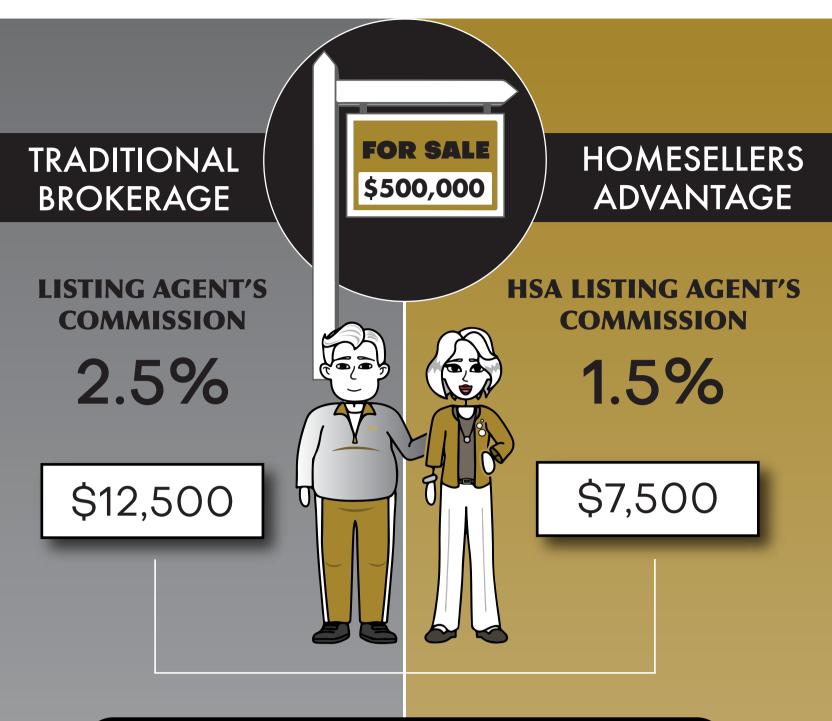
## SCENARIO #2

## IF BUYER COMES DIRECT WITHOUT AN AGENT



## AS A SELLER, WHY WOULD I PAY THE <u>BUYER'S AGENT COMMISSION?</u>

Although optional, many sellers choose to pay both agent commissions as a stategic concession.

**ATTRACT MORE BUYERS:** By covering the buyer's agent fee, your home becomes more appealing to potential buyers. They won't have to pay their agent's commission upfront, reducing their overall financial burden.

**ENCOURAGE MORE SHOWINGS:** Offering a competitive commission can motivate buyer's agents to present your property more actively to their clients, increasing your chances of receiving multiple offers.

