

## PEOPLE FIRST REDUCED COMMISSION PROGRAM™

**Most residential real estate transactions** bear a typical 6%\* commission structure. This 6% commission is usually divided 50/50 between the selling agent and the buying agent, 3% to the selling agent and 3% to the buying agent.

FINISHES BROKERAGE HOMES provides a discounted real estate commission program, for either buyers or sellers, called **People First Reduced Commission Program™**, when FINISHES BROKERAGE HOMES is the agent of record to at least one party.

The **People First Reduced Commission Program™** provides a 50% discount from the actual transactional commission\* structure, provided FINISHES BROKERAGE HOMES acts as the real estate agent of record to at least one of the parties.



### When Selling:

In cases where FINISHES BROKERAGE HOMES only represents the selling party, normally entitling FINISHES BROKERAGE HOMES to a 3% commission, FINISHES BROKERAGE HOMES will provide a 50% discount of the earned transactional commission\*, typically equal to 1 ½%, credit to the selling party.



## People First Reduced Commission Program™

### When Buying:

In cases where FINISHES BROKERAGE HOMES acts on behalf of buying party, which would typically entitle FINISHES BROKERAGE HOMES to 3% commission, FINISHES BROKERAGE HOMES will provide a 50% credit of the earned transactional commission\* to buyer, typically equal to 1 ½% credit to the buying party.

### When Selling and Buying:

When a party (client) utilizes FINISHES BROKERAGE HOMES exclusively for both selling and buying, a “round-trip transaction”, FINISHES BROKERAGE HOMES will provide a full 50%\* discount from the typical 6% commission, resulting in a 3% credit to client.

#### \*Important Disclosure:

\*Should the real estate transaction be under a reduced commission arrangement with a third party agency, then that reduced commission basis, also known as the transactional commission, will be used to calculate any discounted or credited commission paid by FINISHES BROKERAGE HOMES. Example: a 5% commission listing, wherein the selling agent is entitled to 2 ½% and the buying agent 2 ½%, the earned discount will be reduced to the amount of 1 ¼%. (50% of 2 ½%).

