

# How has the NAR changes affected Commissions

Kevin Retcher breaks down of the last 40 transactions at one settlement company since the NAR changes. To see the impact if any on what real estate commissions have been offered. Seller concessions were not available at this time. All selling agent commissions were paid by seller at this time and not all of these are closed transactions, they are based on opened cases.

## Breakdown by Loan Size Categories:

### 1. 200K-450K:

- Average Listing Agent Commission: 2.26%
- Average Selling Agent Commission: 2.45%
- Number of Transactions: 11
- Average Purchase Price: \$340,862.55

### 2. 450K-766K:

- Average Listing Agent Commission: 2.45%
- Average Selling Agent Commission: 2.47%
- Number of Transactions: 15
- Average Purchase Price: \$627,493.33

### 3. 766K and above:

- Average Listing Agent Commission: 2.45%
- Average Selling Agent Commission: 2.32%
- Number of Transactions: 14
- Average Purchase Price: \$990,605.07

\*Note one listing was a \$flat fee \$500

## **Breakout of Transactions Based on Percentages:**

- **Listing Agent Commissions:**

- 1.75%: 1 transaction, Average Purchase Price: \$950,000
- 2.00%: 17 transactions, Average Purchase Price: \$990,117.65
- 2.50%: 14 transactions, Average Purchase Price: \$627,857.14
- 3.00%: 8 transactions, Average Purchase Price: \$575,173.25

- **Selling Agent Commissions:**

- 2.00%: 9 transactions, Average Purchase Price: \$949,198.67
- 2.25%: 2 transactions, Average Purchase Price: \$682,500.00
- 2.50%: 25 transactions, Average Purchase Price: \$585,362.84
- 3.00%: 3 transactions, Average Purchase Price: \$738,500.00

**\*note one transaction without a selling agent. One transaction the agent left off their selling side commission, so none was paid.**