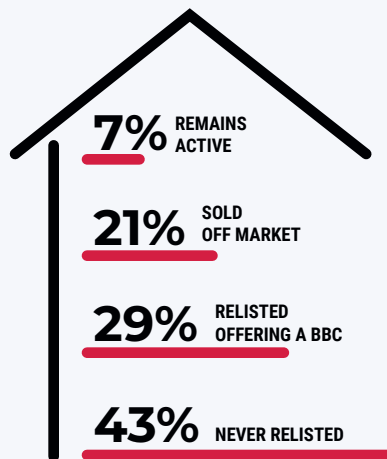


THE REAL COST OF 0% COMPENSATION

On October 1, 2019, the Northwest Multiple Listing Service removed the requirement that a listing contain any offer of Buyer Broker Compensation (BBC). KWGS examined properties that offered 0% BBC from October 1, 2019, through June 30, 2024. In that examination it was discovered there have been approximately 43 resale properties in King County that offered a 0% BBC.¹

Of those properties:

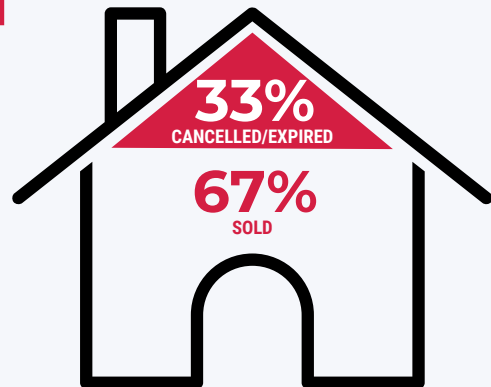


Cancelled & Expired:

14 or 33% cancelled or had their listing expire.

Of these properties:

- 6 properties or 43% never relisted and have not resold.²
- 3 properties or 21% sold off market for an average of 98.9% list to sale price.
- 1 property has relisted offering BBC and remains active.³
- 4 properties or 29% relisted offering BBC and sold with an average of 4.25 Cumulative Days on Market (CDOM) with an average of 106.3% list to sale price.



Sold Properties:

29 or 67% sold while offering a 0% BBC.

Of these properties:

- 5 properties or 17% disclosed paying an BBC at closing and sold with an average of 4.75 CDOM and for an average of 109% list to sale price.
- 24 properties or 83% did not disclose paying an BBC and sold with an average of 46.9 CDOM with an average of 97.5% list to sale price.

Disclaimer:

This information is provided exclusively for consumers' personal non-commercial use. This data is deemed reliable but is not guaranteed by KW Greater Seattle or Keller Williams Realty International. Full data is available by request. It is always advised to consult an attorney in the matter of real estate practices.

Choosing to offer compensation to a Buyer Broker is entirely up to you, the seller.

Keep in mind that not offering compensation may reduce the buyer pool for your property and may result in an increase in days on market and lower sales price.

¹ Analysis of resale properties sold, cancelled or expired within King County, WA from 10/1/2019 through 6/30/2024 excluding new construction, off market transactions and development opportunities.

² As of August 1, 2024

³ As of August 1, 2024