



# DISCLOSING *Variable Rate* COMMISSIONS



A dual or variable rate commission arrangement exists if the fee in your listing agreement varies depending on the agency relationship that results in the transaction, i.e., buyer agency, dual agency, designated agency, or unrepresented buyer.

The REALTOR® Code of Ethics, Article 3, Standard of Practice 3-4 requires listing brokers to disclose dual or variable rate commission arrangements to cooperating brokers.

If your listing agreement contains a dual or variable rate commission, you must disclose the existence of the arrangement to a cooperating buyer broker as soon as practical.

If the buyer broker/agent, asks for the difference in the fee, the listing broker/agent must disclose the differential.

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