



## Company-Wide Base Brokerage Fee FAQs

Question	Answer
When is this fee going into effect?	The \$295 base brokerage fee is effective for any transactions where the agency agreement (buyer or listing) is signed on or after July 1st.
How do I mention this new fee to my clients?	Watch video examples from our <a href="#">Masterminds website</a> . See our videos "Communicating the Base Brokerage Fee & getting better at our craft" and "How to tell your buyers about the Base Brokerage Fee" for specific information. (Actually, watch them all for some great info from agents who have been charging this fee for years!).
Where can I see an example of this fee on the NC Listing Agreement?	See the North Carolina Listing Agreement Base Brokerage Fee line item <a href="#">here</a> .
Where can I see an example of this fee on the SC Listing Agreement?	See the South Carolina Listing Agreement Base Brokerage Fee line item <a href="#">here</a> .
Where can I see an example of this fee on the NC Buyer Agency Agreement?	See the NC Buyer Agency Agreement Base Brokerage Fee line item <a href="#">here</a> .
Where can I see an example of this fee on the SC Buyer Agency Agreement?	See the South Carolina Buyer Agency Agreement Base Brokerage Fee line item <a href="#">here</a> .
Where is this fee included on the Closing Disclosure?	<a href="#">See Example #1</a> , Closing Disclosure, OR <a href="#">See Example #2</a> , Closing Disclosure, to see the line items where this fee is listed in each example document.
Where can I see an example of this fee on the Disbursement Form?	The ERA Live Moore Disbursement form is being updated and will incorporate this line item. Watch for this form in DotLoop over the coming weeks.
Does the base brokerage fee apply to lots and land?	Yes

Does the base brokerage fee apply to both sides of the transaction when you are practicing dual agency?	Yes
Is there a cap on the base brokerage fee?	No
If a client has signed an Agency Agreement prior to July 1, but the transaction doesn't close until later in the year, will the Base Brokerage Fee still be applied?	No, the base brokerage fee will not apply. The \$295 base brokerage fee is effective for any transactions where the agency agreement (buyer or listing) is signed on or after July 1st.
How do I let the closing attorney know about the Base Brokerage Fee paid by the consumer?	You should list it on the seller or buyer sheet you receive from the attorney.
EXEMPTIONS:	
What if it's a RELO transaction?	If RELO or company-generated business, please contact the RELO department.
What if it's a VA loan?	VA loans are exempt from the Base Brokerage Fee.
What about Investors with multiple purchases?	Investors with multiple purchases will pay the base brokerage fee on 1st transaction in the calendar year.
What about Builder listings?	Builder listings (3 or more listings) will pay the base brokerage fee on 1st listing in the calendar year.
What about FHA loans?	FHA loans are exempt from the Base Brokerage Fee.