Top Consumer Objections to Signing a   
Buyer Brokerage Agreement

**1. Objection**

**I don’t want to pay a buyer broker.**

**Objection Handler:** I invest between 50 and 150 hours of my time in each transaction - and I do need to be compensated for my time. I am paid only if you buy a home. When we make an offer, we will ask for the seller to pay my fee in the offer as a concession.

**2. Objection**

**None of my previous agents made me sign a buyer-broker agreement.**

**Objection Handler:** Recent class action lawsuits have changed the way agents and consumers work together. It is important that your rights and my services are well defined and understood. Your interests are best met with clear representation.

**3. Objection**

**I don’t want to work with just one agent.**

**Objection handler:** In a competitive market, it takes focused time and attention to find and win the home you want. As I am investing sometimes hundreds of hours in working with a client, I can provide the best service when I know there is loyalty on both sides.

**4. Objection**

**I just want to see a few houses, not have a long-term commitment.**

**Objection Handler:** We can adjust the term of the agreement to a shorter time frame or limited number of homes – even just one home! We can choose to extend the agreement if the relationship is working well and we agree that it would be beneficial to both of us.

**5. Objection**

**I can’t pay a buyer broker fee.**

**Objection handler:** With your written permission we will limit our property search to homes that offer to pay buyer closing costs including buyer agent fees. Alternatively, should you choose to make an offer on a property that is not offering a buyer brokerage fee, we can negotiate my fee as a concession from the seller.

**6. Objection**

**Why don’t I just work with the listing agent?**

**Objection handler:** The listing agent represents the seller, and their fiduciary duty and loyalty is to the seller. The seller’s agent has no obligation to you to help you avoid expensive mistakes. The seller’s agent is obligated to their client to get as much money and the best terms for them as possible. I will look out for your interests, and negotiate for price, terms, concessions, and repairs on your behalf if we work together.

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