

SIGNATURE REALTY SERVICES CO-OPERATIVE COMPENSATION POLICY

Code of Ethics and Standards of Practice Disclosure. The Code of Ethics and Standards of Practice of the NATIONAL ASSOCIATION OF REALTORS® provides that REALTORS® must advise clients of the REALTOR®'S company cooperative compensation policies.

Upon listing your property with a licensee of Signature Realty Services, the licensee is required to enter your property's details into the Multiple Listing Service of the Bloomington Board of REALTORS®. One detail the licensee enters is the amount of the Buyer Broker Co-op (BBC) fee, which, unless otherwise stated, is the fee, represented as a percent of the final sales price, which Signature Realty Services will pay to the agency of the buyer's REALTOR® for procuring a ready, willing and able buyer who purchases the property at closing. The Signature Realty Services listing agent must disclose the amount of the BBC fee to the property owner prior to the owner signing the listing contract. Also, the Signature Realty Services listing agent should but is not required to explain to the property owner how the BBC can impact the expected sale of the listed property. (EDITORIAL COMMENT: A property owner should want to receive this explanation, and a good REALTOR® would want their listings' property owners to understand how the BBC can impact the potential sale of their property.)

All BBCs are negotiable between the property owner and the Signature Realty Services licensee listing agent. Final approval of this BBC agreement shall rest with the principal broker of Signature Realty Services.