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## **Seller Toolkit, Forms, Questions and FAQ**

URGENT MUST KNOW: NAR Changes and Training Sessions from eXp Realty

- [Google document of Important eXp Realty Class links and Helpful Resources](#)

Note: Links to class recordings are within the eXp Realty Workplace platform.

The slides are available for viewing and download.

Listing Forms: eXp and FAR with Ann Shahin, Frank Rodriguez, and Gail Karger

- [Listing Forms class 08-06-24](#)
- [Listing Forms Class Slides 08-05-24](#)

Seller's Toolkit from eXp Realty, LLC

- <https://exp toolkit.com/sellers>

eXp Realty Forms Frequently Asked Questions- Click here

- [eXp Realty Forms and Practices](#)

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## When in the role of Seller Agent



### Welcome Buyers Broker

WE HAVE DECOUPLED THE LISTING AND BUYER BROKER COMPENSATION IN RESPONSE TO THE NAR POLICY CHANGES. WHILE THERE IS NO UNILATERAL OFFER OF COMPENSATION BEING MADE, THE SELLER WELCOMES YOU TO SUBMIT A REQUEST FOR BUYER BROKER COMPENSATION AS A TERM OF YOUR OFFER. THANK YOU FOR SHOWING!

### eXp Listing Forms Frequently Asked Questions, such as...

- **Why does eXp have its own Exclusive Authorization & Right to Sell Form (aka Listing Agreement)?**
- **What is the purpose of the Exclusive Authorization and Right to Sell form?**

**...and more!**

eXp Realty is publishing several forms

- [Exclusive Authorization and Right to Sell from eXp Realty LLC](#)
- [Disclosure and Acknowledgment of NON-Representation](#)

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- [Amendment To Real Estate Listing Agreement](#)

As presented by Denny Placencia, Master Broker instruction on 7\_31\_2024 on understanding the flow of buyer and seller discussions of relationship.

## THE MANY WAYS Buyers Agents GET PAID at **exp REALTY**

Buyer pays **Buyer's Broker**



Seller pays **Buyer's Broker**



Seller's Concession to Buyer. Buyer pays **Buyer's Broker**



- PDF: Buyer and Seller Flow Charts in Agent Support webpage

Two helpful tools when in discussions with your customers.

- Seller's Net on the Financing page <https://www.reachestateteam.com/find-out-how-much>
- Download PDF: Who Pays Title Insurance by County, in Agent Support

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