

A Guide to MLS Compensation Fields and Information

Compensation		
Single Agent Comp <input type="text"/>	Non Rep Comp <input type="text"/>	Trans Broker Comp <input type="text"/>
Bonus Y/N <input type="text"/>	Bonus Amount <input type="text"/>	Bonus Expiration Date <input type="text"/>

Figure a: Compensation field inside of Matrix

A key purpose of a multiple listing service is for listing brokers to make offers of compensation to cooperating brokers who bring buyers to their listings. The Compensation section of a MLS listing shows a brokerage working with a buyer how much they will be compensated if they bring a buyer to that listing.

Offers of compensation can be any of the following:

- 1) A percentage of the sale price (x%)
- 2) A flat dollar amount (\$yyyy)
- 3) A percentage of the sale price adjusted for a flat dollar amount (i.e. x%-\$299)

Due to federal anti-trust laws and National Association of REALTORS® policy, MFRMLS cannot regulate commission splits. Each broker works with their seller to determine not only the commission being paid to the listing broker, but how that commission is to be split between the listing broker and the broker bringing the buyer.

The MLS is not allowed to ask how much you are receiving for your seller. You only need to enter the amount you are going to share with the broker who brings a buyer.

Common mistakes entered into the Compensation field to avoid:

- Entering the full commission to be received from the seller instead of the commission to be shared with the broker bringing the buyer.
- Entering the percentage of your commission that you plan to share, versus a percentage of the sale price.

Additional items to know about compensation:

- You can make different offers of compensation based on the type of brokerage relationship the buyer's broker has with the buyer. In Florida, this includes Single Agent, Non Rep, and Transaction Broker. In Puerto Rico, the Transaction Broker relationship does not exist so that particular field should not be used.
- These are "blanket, unilateral offers of compensation." You cannot place additional terms in the Realtor Only Remarks with additional conditions.

- The offer of compensation made in the MLS should match what is on the listing agreement. If the listing agreement says that you will compensate a cooperating broker x%, the MLS cannot say "x%-\$200." However, if the listing agreement states a percentage minus a dollar amount, then the MLS can as well.