**Salhany Realtor Agency, LLC - MLS Fixed Fee Service**

The real estate brokerage industry is evolving to accommodate modern consumer demands. It is becoming increasingly common for home sellers to buy some, but not all, of the traditional brokerage services. For example, some sellers might want help advertising their homes, but want to negotiate the sales price themselves. Such consumers might prefer to pay a real estate professional only for the service of listing their homes in the local MLS and placing other advertisements. Other consumers might find a buyer without assistance, but would like to hire a real estate professional to assist them with the negotiation of the sales price or with the paperwork required to close the transaction.

**Salhany Realtor Agency, LLC - MLS Fixed Fee Service** is evolving as a limited service brokerage in response to consumer demands and is willing to enter into an **"Exclusive Agency"** **Listing Agreement** with the seller. This "Exclusive Agency listing Agreement" is a form of agreement that allows a real estate broker to assist the seller in marketing their property **"By Owner"** and to pay zero ($0) dollars commission if they are successful in finding their own buyer. **Salhany Realtor Agency, LLC - MLS Fixed Fee Service** "fee-for-service" is a "menu-driven" business model enabling consumers to save thousands of dollars because the consumers pay only for those services they want. **Salhany Realtor Agency, LLC - MLS Fixed Fee Service** provides a seller an ***"à la carte service agreement"*** with a licensed real estate broker who accepts a flat fee rather than a percentage of the sale price for the listing side of the transaction. A buyer's broker is still typically offered a percentage or a flat fee by the seller, however, the determination of a percentage or flat fee offering to a buyer’s broker remains an option of the seller.

**Salhany Realtor Agency, LLC - MLS Fixed Fee Service** brokerage unbundles the services of a traditional full-service real estate brokerage by offering to list properties for sale in the local [Multiple Listing Service](http://en.wikipedia.org/wiki/Multiple_Listing_Service) (MLS) **à la carte**, without requiring the seller to use its services for valuation assistance, negotiating, transaction management and showing accompaniment. Consequently, the services are not limited but instead custom crafted to the needs and wants of the seller.

**Salhany Realtor Agency, LLC - MLS Fixed Fee Service** providesfreedom of choice, allowing sellers to pick from a menu of services. For example if a seller opts to purchase marketing in an MLS, and other distribution channels only, that does not imply that the **Salhany Realtor Agency, LLC - MLS Fixed Fee Service** would not have negotiated or offered more services if the seller wanted to pay for those services. In fact many flat fee brokers offer upgraded packages that sellers often contract for. Consequently, the services are not limited but instead custom crafted to the needs and wants of the seller.

The second type of listing agreement is called an **"Exclusive Agency"** listing agreement. This "Exclusive Agency" is one form of agreement that can be used to allow the seller to market their property "By Owner" and pay zero commission if they are successful in finding their own buyer. It is this "Exclusive Agency" listing agreement that forms the basis for many flat fee service provider's listing agreements. In essence, Flat Fee MLS listings are a logical progression of reduced-cost selling alternatives to property owners who are comfortable with managing part or all of the selling process, who believe the MLS will effectively "advertise" their property, and who are willing to pay a buyer's broker a commission.

Listing fees for "flat fee MLS" services cover a wide range, but generally include two components: the flat fee paid to the listing broker, and the commission the property owner agrees to pay a Buyer's Broker (if there is one). The commission which is normally paid to the "listing" broker is replaced by payment of the flat fee.