NANAIMO SELLER WORKSHEET

Listing Fee Comparison Worksheet

Compare two written proposals using the same sale-price assumption.

There is no standard real estate commission in B.C.
Fees, fee structures and services can be negotiated. Ask for the terms in writing.

PROPERTY OR NOTES	SAME ASSUMED SALE PRICE (CAD)

01 Compare listing fees and terms

WHAT TO COMPARE	PROPOSAL A	PROPOSAL B
Agent and brokerage Date of the written proposal		
Fee structure and tiers Flat fee, percentage, tiers or other		
Estimated fee before tax Apply both quotes to the same price		
Buyer brokerage amount Included above or additional?		
Add-ons or upfront fees List separately billed charges		
Applicable taxes GST and other taxes, if applicable		
Estimated total to seller Fee, extra charges and taxes		
When payment is due Upfront, on completion or other trigger		
Term and exit rights Expiry, cancellation, holdover or fees		

Ask which charges are already included so you do not count them twice. Compare the total cost, not just the rate. This worksheet does not calculate totals automatically.

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Compare service, communication and the questions still open.

02 Compare what each proposal includes

Write Included, Extra or Not included, plus the specific deliverable, scope or frequency. Ask who pays if you cancel or the home does not sell.

WHAT TO COMPARE	PROPOSAL A	PROPOSAL B
Photography and media Photos, video, virtual tour or staging		
Floor plan Is a measured floor plan included?		
Targeted ads Budget, audience and channels		
Pricing strategy Comparable sales and review schedule		
Communication Who handles updates and how often?		
Showings and offers Feedback, negotiation and coverage		
Client reviews Relevant reviews or references		

03 Questions to ask before you decide

When presenting a buyer offer to a seller, a B.C. licensee representing that seller provides the BCFSA Disclosure to Sellers of Expected Remuneration. Ask how much goes to each brokerage and how that compares with your signed listing agreement.

UNANSWERED QUESTIONS OR NEXT STEP

Official references

BCFSA fees and negotiation **BCFSA seller disclosure** **CRA GST/HST rates**

Planning tool only. Use the written agreement, current tax rules and the actual offer disclosure to confirm amounts. Not legal or tax advice.

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