

Disclosure of Rebates, Discounts and Commissions

Information Sheet

Do real estate agents have to disclose any rebates, discounts or commissions that they may receive?

Yes they do. If you agree to pay for advertising, you should know that the Real Estate Agents Act 2008 requires that real estate agents¹ (agents) disclose to their clients any rebates, commissions or discounts that they receive from other service providers in connection with work they do for you when they market your property.

For example, an agent may receive a discount on the cost of placing advertising about your property with a newspaper. If the agent receives a discount, the agent must disclose it to you.

Can I get a share of these rebates or discounts?

The agent is not required by law to share these rebates or discounts with you, but you can try and negotiate a share with the agent. The **agency agreement** should show any benefit that is being passed back to you.

For more information on Agency Agreements and Sale and Purchase agreements visit www.reaa.govt.nz or call **0800 for REAA** (0800 367 7322) or (04) 471 8930.

¹ Real Estate Agent (agent) is a general term and refers to agents, branch managers and salespersons.



How is this information disclosed?

The agent is required by law to disclose in your agency agreement, details of the nature, source or estimated amount of any rebates, discounts or commissions that the agent expects to receive.

This disclosure is done in a form that must be attached to the agency agreement. If the agent is not going to get any rebates or discounts, he or she must attach a statement to this effect to the agency agreement.

Information sheets that provide further information on the property buying and selling process are available from www.reaa.govt.nz or by calling **0800 for REAA** (0800 367 7322) or (04) 471 8930.

Real Estate Agents Authority

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To the best of the Real Estate Agents Authority knowledge, the information in this guide is accurate at the date shown below. However, the requirements on which this information is based can change at any time and the most up-to-date information is available at www.reaa.govt.nz [Version 1.1, 1 July 2011].

