



THE LOWDOWN ON *commission rates*

Source: Clever

AVERAGE COMMISSION BY STATE

In Massachusetts, the average rate is **4.84%**.

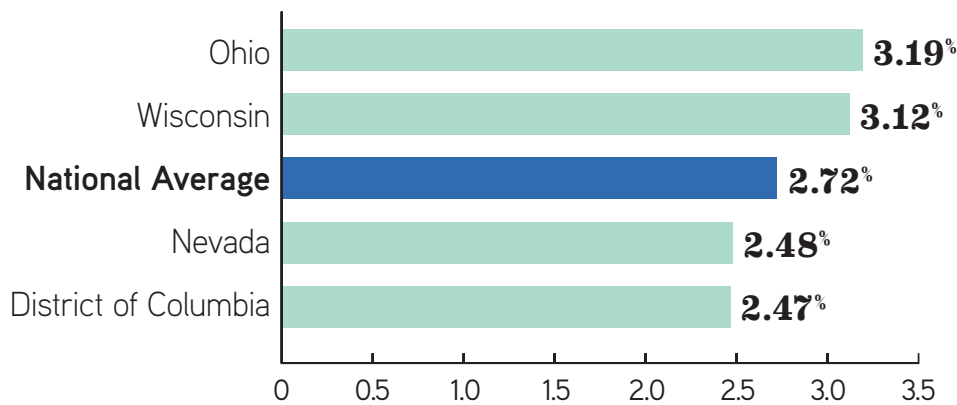
Live in Ohio? You could receive up to **5.81%**.

On most home sales, that's a difference of thousands of dollars.

Rank	State	Rates	Rank	State	Rates	Rank	State	Rates
1	Massachusetts	4.84%	18	Washington	5.29%	35	Pennsylvania	5.53%
2	California	4.91%	19	Idaho*	5.36%	36	New Mexico*	5.59%
3	District of Columbia	4.96%	20	Montana*	5.36%	37	Oklahoma*	5.59%
4	New York	4.97%	21	Utah*	5.36%	38	Texas	5.59%
5	Alaska*	4.99%	22	Wyoming*	5.36%	39	North Carolina	5.60%
6	Hawaii*	4.99%	23	Florida	5.40%	40	South Carolina	5.63%
7	Oregon*	4.99%	24	Minnesota	5.41%	41	Michigan	5.64%
8	Nevada	5.02%	25	Arizona	5.43%	42	Indiana*	5.67%
9	Maryland	5.11%	26	Alabama*	5.44%	43	Iowa*	5.67%
10	Connecticut*	5.12%	27	Arkansas*	5.44%	44	Kansas*	5.67%
11	Maine*	5.12%	28	Delaware*	5.44%	45	Nebraska*	5.67%
12	New Hampshire*	5.12%	29	Kentucky*	5.44%	46	North Dakota*	5.67%
13	Rhode Island*	5.12%	30	Louisiana*	5.44%	47	South Dakota*	5.67%
14	Vermont*	5.12%	31	Mississippi*	5.44%	48	Wisconsin	5.67%
15	New Jersey	5.13%	32	Tennessee*	5.44%	49	Missouri	5.73%
16	Virginia	5.23%	33	West Virginia*	5.44%	50	Georgia	5.76%
17	Illinois	5.24%	34	Colorado	5.52%	51	Ohio	5.81%

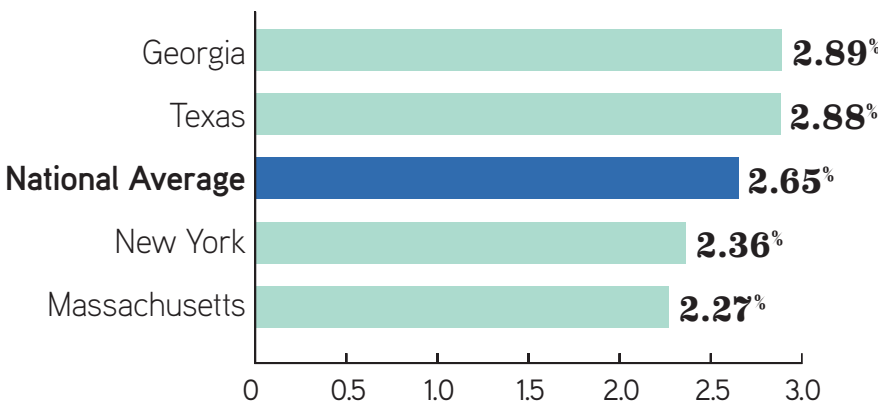
* Due to insufficient data, commission rates in these states were inferred from regional averages.

Average listing agent commission comparison



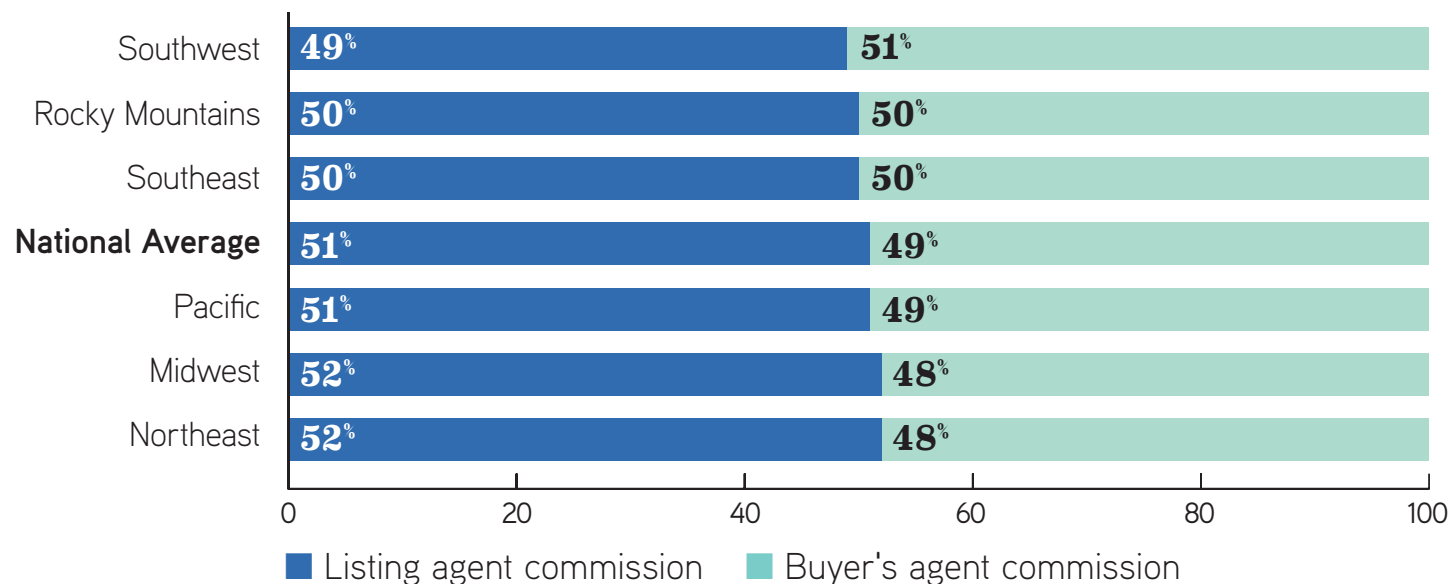
Listing commission rates can vary by as much as 40% depending on where you live.

Average buyer's agent commission comparison

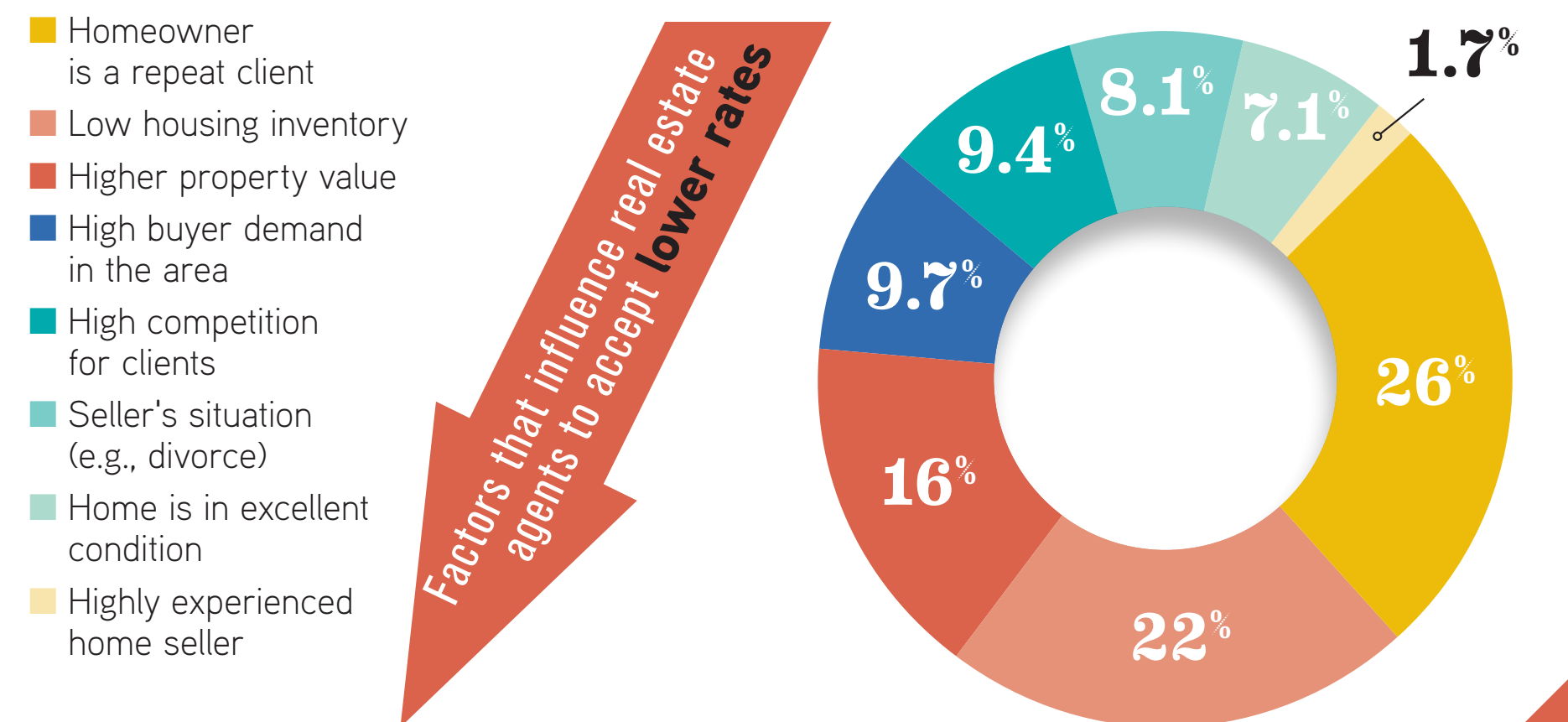
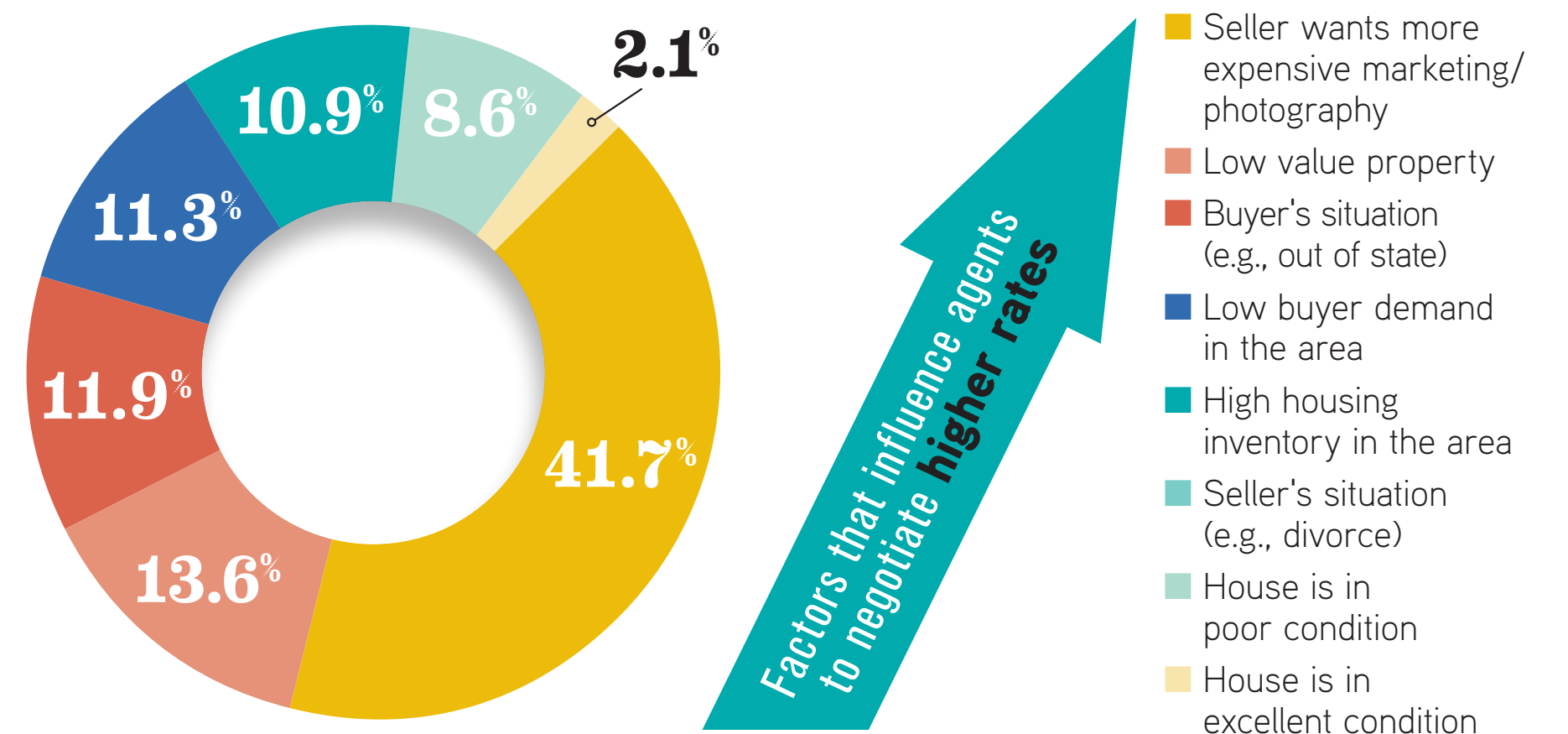


For a home sold for \$350,000 (approximately the national median home value), this translates to \$7,906–\$11,089.

AVERAGE COMMISSION BY REGION



The survey found that depending on the region where you practice, commission splits could range from **49.7%–50.3%** to **52.1%–47.8%** for the listing and buyer's agent, respectively.



Agents often lower rates to attract clients that are likely to use them for future transactions.

For more information, access the full survey report from Clever at listwithclever.com.