

# Real-Estate Agent Commissions Around the World

How much do home buyers and sellers pay their real-estate agents? A look at the typical rates in 32 different countries.

Q SEARCH

COUNTRY ^	2002 PERCENTAGE	2015 PERCENTAGE	NOTES
Argentina	6	5	2002 6% commission, half paid by the buyer, the other half by the seller; buyer's agent not required 2015 3%-4% paid by the buyer and 1%-2% paid by the seller
Australia	2.5	2	2002 5% commission on the first \$18,000, 2.5% exceeding that 2015 2% paid by the seller; buyer's agent not typical
Belarus	10.5	2	2002 6%-15% commission, averaging around 10%. Public information is scarce. 2015 1%-3% paid by the seller; buyer pays a fixed amount of \$1,500
Belgium	3	3	2002 3% commission paid by the seller 2015 No change
Brazil	5	5	2002 5% commission, possibly lower for more expensive homes 2015 No change.
Canada	4.5	3	2002 3%-6% commission 2015 3% paid by seller, with some markets as high as 5%
China	7.5	2	2002 No set regulations and standards for a real-estate transaction in China. Commission fees vary from 5% to 10%. 2015 0%-0.5% paid by seller. Buyer pays 1%-3%
Denmark	3	2	2002 2%-4% commission. Buyer pays 25% of sale price transfer tax; advertising provided by real-estate agent. 2015 1%-3% paid by the seller

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Finland	4	2	<p>2002 Fees run to about 5% of the sale price on condos, and 3%-4% on single-family homes. More expensive homes have lower commission fees. The government collects a value added tax (22% of the selling price).</p> <p>2015 2% paid by the seller, up to 3% in some regions</p>
France	N/A	5	<p>2002 Only 50% of property sold are listed with a real-estate agent; transactions are kept very private. About half of homes sold by the owner.</p> <p>2015 Two-thirds of sellers use a real-estate agent with commissions ranging from 4%-6% paid by the seller. Buyers will compete to pay these fees when inventory is tight</p>
Germany	4.5	4	<p>2002 Negotiable rate that ranges from 3%-6%</p> <p>2015 3%-6% typically split between seller and buyer; in some markets, the buyer covers the full commission</p>
Greece	4	4	<p>2002 4% commission, split evenly between buyer and seller.</p> <p>2015 No change</p>
Hong Kong	1	2	<p>2002 One agent may deal with both the buyer and seller. However, both parties typically have separate lawyer representation.</p> <p>2015 After introduction of buyer's agent, 1% paid by seller and 1% paid by the buyer</p>
Indonesia	5	4	<p>2002 5% paid by either buyer or seller. A buyer's broker is required for real-estate transactions.</p> <p>2015 3%-5% paid by the seller</p>
Ireland	1.75	1.5	<p>2002 In cities 1.5%-2%, and small towns 2-3%; also properties can be sold through an auction system.</p> <p>2015 1%-2% paid by the seller</p>
Israel	4	4	<p>2002 4% commission rate equally split between buyer and seller's agents.</p> <p>2015 2% paid by seller, 2% paid by buyer</p>
Italy	5	5	<p>2002 Paid by both buyer and seller: each party pays 2%-3%.</p> <p>2015 2%-3% paid by seller, 2%-3% paid by buyer</p>
Jamaica	5	5	<p>2002 5% paid by the seller</p> <p>2015 No change</p>

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Japan	3	6	2002 3% paid by the seller 2015 3% paid by the seller, 3% paid by buyer
Malaysia	2	2	2002 3% on the first \$100,000, then 2% of the remaining sale amount 2015 2%, split between buyer and seller, sometimes paid by one side
Mexico	7.5	7.5	2002 5%-10%. Large emphasis on Multiple Listing service. 2015 5%-10% paid by seller, depending on region
Netherlands	1.75	1.5	2002 1.5%-2%. Broker represents either the buyer or the seller but not both. The seller pays the fees. 2015 1%-2% paid by the seller; buyer's agent infrequent but if used, paid by buyer
Norway	2.5	1.75	2002 2%-3%. Broker represents both parties in the transaction 2015 1.5%-2% paid by the seller
Philippines	5	4	2002 5%. Broker represents either the buyer or the seller, not both. 2015 3%-5% commission, split or paid in full by one side of transaction
Russia	7.5	4	2002 For Sale by Owner (FSBO) listings are very common. Reliable market information is difficult to acquire. 2015 3%-5% paid by the seller; typically no buyer's agents
Singapore	1.75	1.5	2002 For-sale-by-owner listings are rare. 2015 1%-2% paid by the seller
Spain	5	5	2002 Commission depends on the property location, averaging 5% of total estate price. 2015 5% paid by the seller
Sweden	5	1.5	2002 5% paid by seller. Higher commission charged for lower-priced units 2015 1%-2% paid by the seller
Thailand	4	4	2002 3%-5% 2015 No change
Trinidad & Tobago	4	3	2002 3%-5% 2015 3% commission more common

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United Kingdom	1.5	1.5	2002 1%-2% is typical; in very competitive areas 0.5%-0.75%; in low-priced areas as high as 3.5%. 2015 1%-2% paid by the seller
United States	6	5.5	2002 6%-7%. Advertising commonly provided by real-estate broker/agent. 2015 5%-6% paid by the seller

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Source: Surefield

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