



Office exclusives

Office exclusives can exclude potential buyers, and can lead to worse outcomes for sellers.

What's an office exclusive?

A transaction where the listing brokerage firm markets a home only to other agents within the same firm.

Only 12.6% of office exclusives successfully sell off-MLS



On-MLS
7 days to contract

Office Exclusive
24 days to contract



Office exclusives can be bad for buyers

Office exclusives limit buyers' access to listings, which can reinforce inequalities in the housing market.

Source: Narver-Giam (2018)

In 2021, office exclusives sold for **\$100,000 less** than on-MLS sales



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