

HOW THE COMMISSION WORKS (EXAMPLE)

Sales Price \$100,000

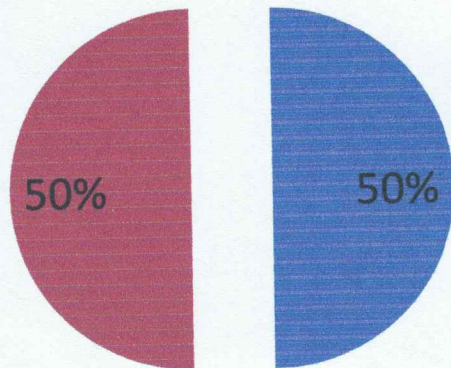


■ Commission

6% of sale price

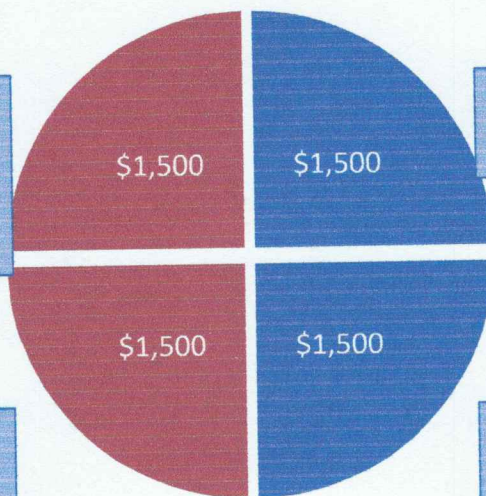
50/50 Split

\$3,000 Listing Company



\$3,000 Buyer Company

\$1,500
Listing Agent
CARMEN
FONTECILLA



\$1,500
Selling Agent

\$1,500
Listing Broker

\$1,500
Selling Broker

CARMEN Realtor
FONTECILLA

Weichert  

WHERE DOES A 6% COMMISSION GOES?

Breakdown of Listing Agent Share

\$1,500

ADVERTISING = 20%

Local Periodicals, Real Estate Publications, Internet

PROMOTIONAL MATERIAL AND SIGNAGE = 15%

Preparation and Distribution of Materials to Agents and Prospective Customers, Post Signs and Neighborhood Directional Signs

OFFICE EXPENSES = 10%

Office Supplies, Automobile, Computer Usage

PROFESSIONAL FEES, LICENSES, INSURANCE AND TAXES = 25%

LABOR (staging, open house agents, open house assistants, etc)= 10%

PROFIT TO LISTING AGENT = 20% (*) \$300

(*) CARMEN = \$300