



At eXp Realty, we're proud that innovation is part of our culture. From the technology we build to the healthcare choices we offer, we've redesigned the traditional brokerage into a company where agents can become shareholders and celebrate the company's financial success.

Agents at eXp Realty can generate income through three distinctive opportunities:

Real Estate Commission

Agents earn commissions by assisting their clients purchase or sell property








- Agents split their earned commission with the brokerage at an 80/20 percentage
- Commission split cap is \$16,000 per anniversary year for each agent
- After reaching the commission split cap, agents keep 100% of commission on all transactions for the remainder their specific anniversary year

Revenue Share Program

eXp Realty Revenue Share is a percentage of revenue that agents earn for attracting agents who are generating revenue for the company

- eXp agents only earn revenue share income from the sales activity of productive agents they sponsor into the company
- Agents earn based on adjusted gross commission income (AGCI) from the sales transaction closed by a personally sponsored capping agent and productive agents in their overall group.
- AGCI is dynamically calculated each month to ensure that eXp Realty pays out and retains 50% of the company dollar (half of the 20% split with agents)
- The following is eXp's Revenue Share Plan Chart that breaks down the tiers and percentages that you can earn through your revenue share group

Revenue Share Plan Chart

Tiers	eXpansion Share % of AGCI	eXponential Share % of AGCI	Front-line Qualifying Agent Count Needed
Tier 1	—	3.5%	 0 - 4
Tier 2	0.2%	3.8%	 5 - 9
Tier 3	0.1%	2.4%	 10 - 14
Tier 4	0.1%	1.4%	 15 - 19
Tier 5	0.1%	0.9%	 20 - 24
Tier 6	0.5%	2.0%	 25 - 39
Tier 7	0.5%	4.5%	 40+

AGI = Adjusted Gross Commission Income

Equity Opportunities

Agents are rewarded with shares of EXPI stock for taking certain actions and reaching particular goals

- Sustainable Equity Plan
 - Earn shares on your first transaction
 - Earn shares when you fully cap
 - Earn shares when an agent you sponsor closes on their first transaction

- ICON Agent Award
 - Up to \$16,000 in stock upon the achievement of certain production and cultural goals within your anniversary year

- Agent Equity Program
 - Enroll to be paid 5% of every transaction commission with EXPI stock with a 10% discount



Average Revenue Share Compensation

The following chart is a breakdown of compensation earned by eXp Realty agents during the 12 month period beginning in July 2019 and ending in June 2020 through Revenue Share.

Agent Revenue Share Overview

Compensation earned by agents from eXp Realty Revenue Share from July 2019 – June 2020	Percentage of total active U.S. agents eXp Realty as of 06/30/2020	Percentage of active U.S. agents with more than 1 year at eXp Realty as of 06/30/2020
\$0	78.16% (23,274)	61.77% (8,516)
>\$0 and <\$100	1.72% (512)	2.56% (353)
>\$100 and <\$1,000	9.02% (2687)	14.25% (1964)
>\$1,000 and <\$2,500	4.63% (1379)	8.38% (1155)
>\$2,500 and <\$5,000	2.67% (794)	5.24% (723)
>\$5,000 and <\$10,000	1.53% (457)	3.04% (419)
>\$10,000 and <\$15,000	0.59% (176)	1.24% (171)
>\$15,000 and <\$20,000	0.38% (114)	0.77% (106)
>\$20,000 and <\$25,000	0.25% (73)	0.52% (72)
>\$25,000 and <\$50,000	0.55% (163)	1.16% (160)
>\$50,000 and <\$100,000	0.21% (64)	0.46% (63)
>\$100,000 and <\$250,000	0.18% (53)	0.38% (53)
>\$250,000 and >\$500,000	0.04% (13)	0.09% (13)
>\$500,000 and >\$1,000,000	0.03% (10)	0.07% (10)
>\$1,000,000	0.03% (9)	0.07% (9)
Average compensation from eXp Realty Revenue Share	\$ 10,017	\$ 12,064

Percentage of agents followed by actual number of agents in each distribution. Brackets on left are inclusive of that number, so 3rd row would read: "Greater than or equal to \$100, but less than \$1000"



eXp Average Income Disclosure

During the 12 month period beginning July 2019 and ending June 2020, eXp Realty agents earned over \$65 million in Revenue Share.

eXp Realty has proudly paid out \$147,798,115 in Revenue Share earnings to our agents since January 2015.

Disclaimer

Participants who are sharing the eXp opportunity with prospective agents are asked to include the information on this web page including the disclaimer below that provides context for earning income with eXp Realty.

“These figures are not a guarantee, representation or projection of earnings or profits you can or should expect. They also do not include expenses incurred by Agents in operating their businesses. eXp Realty makes no guarantee of financial success. Success with eXp Realty results only from successful sales efforts, which require hard work, diligence, skill, persistence, competence, and leadership. Your success will depend upon how well you exercise these qualities.”

Contact

For more information, contact the eXp agent who shared the eXp opportunity with you. Alternatively, you can contact eXp Realty through one of the following methods:

- <https://join.exprealty.com/contact/>
- [Facebook](#)
- [Twitter](#)
- [LinkedIn](#)



FAQ

Q: What is eXp Realty?

A: eXp Realty is a full-service real estate brokerage providing 24/7 access to collaborative tools, training, and socialization for real estate brokers and agents through its 3-D, fully-immersive, cloud office environment.

Q: How can I join eXp Realty?

A: eXp Realty is a unique, full-service brokerage featuring no desk fees, no royalty fees, and no franchise fees. Agents keep 80-100% of their commissions. eXp Realty also offers every agent the unique opportunity to become a shareholder in their own company, and celebrate the company's financial success. Agents with a current, active license can join eXp Realty by speaking with a current eXp agent or visiting <https://join.exprealty.com/contact/>

Q: How much could I earn with eXp Realty?

A: The results of our agents are as unique as each individual. The amount of income an agent receives is dependent on their skills, hard work, determination, and ability to help their clients buy and sell real estate, attract prospective agents, and general financial market conditions.