



# Quick Reference Guide for U.S. Agents

eXp Realty agents enjoy leading technology platforms, fewer fees and the opportunity to become a shareholder in our parent company, eXp World Holdings.



## eXp Solutions

- eXp World: Cloud campus environment, real-time support, live training
- eXp Enterprise: Keep track of your commissions, cap, equity and more
- Transaction management system
- Lead generation platform
- Optional lead purchase program
- eXp Marketing Center: Customized marketing templates
- Workplace: Collaborate and communicate with other eXp Realty agents and staff



## No Desk Fees, Royalty Fees or Franchise Fees

- 80 / 20 commission split
- \$16,000 company cap
  - \$250 capped transaction fee. Once capped transaction fees total \$5,000 then the capped transaction fee is reduced to \$75.
- \$149 start up fee (includes first month technology fee)
- \$50 monthly technology fee
- \$35 monthly eXp University fee
- \$40 risk management fee with \$500 annual cap (varies by state)
- \$25 broker review per transaction
- \$250 revenue share fee
  - If you participate in revenue share, the revenue share participation fee will be deducted directly from revenue share payments at \$250 per month. You will only be charged the \$250 if you would have collected revenue share during that month and do not meet one of the qualifiers. It is not an automatic or recurring fee. Agents do not pay the fee when they meet one of the following qualifications: 1. Closed two transactions, or 2. Contributed at least \$5,000 in commissions to eXp Realty during the last six months.



## Powerful Equity Opportunity

- Equity Awards\*
  - For first transaction of the year
  - For capping
  - When an agent you sponsor closes 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

### Two Ways to Buy:

- Agent Equity Program
  - Enroll to be paid 5% of every transaction commission with stock at a 20% discount.
- Buy EXPI shares on the Nasdaq Stock Exchange

\* *subject to vesting requirements*



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Community • Service • Sustainability • Collaboration • Transparency • Integrity • Innovation • Agile • Fun