**Comparison of eXp Revenue Share and Traditional Brokerage Profit Share**

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| --- | --- | --- |
| **Model** | **eXp** | **Traditional** |
| Level 1 % | 3.5 | .0037\* |
|  |  |  |
| **Example 1: One Txn** | $10,000.00 | $10,000.00 |
| **Sponsor Revenue Share** | **$350.00** | **$37.00** |
|  |  |  |
| **Example 2: One Year GCI** | $100,000.00 | $100,000.00 |
| **Agent Income** | **$2,800.00\*\*** | **$370.00** |

\*Note: Traditional model uses a **profit share factor** calculated as follows:

There are four steps to Profit Share employed every month:

• Step 1: The Market Center Calculates Profit – **this is net income**

• Step 2: The Market Center Splits the Profit

• Step 3: **The Profit Share Factor Is Calculated**

• Step 4: The Profit Share eligible for disbursement is multiplied by the **Profit Share Factor.**

**The Profit Share Factor can be different for each market center and different for each month. I used the average Profit Share Factor for my traditional brokerage over the last 7 years. It is .0037.**

\*\*Note: eXp calculates Revenue share based on **Gross Income** not **Net income.**

eXp does cap the amount a sponsor can receive as soon as the agent sponsored caps - $80,000.00 GCI. That’s why agent income in example 2 is $2,800.00 and not $3,500.00.

**At my old brokerage, my September 2019 Profit share statement showed a $435,000.00 transaction. 3% commission was $13,050.00. My profit share check was $13.09. If that was eXp I would have received $456.75.**