

KWMPR Personal Real Estate (Buying, Selling, and Investing)

1. The associate is not required to pay the Market Center a real estate commission on the portion of the transaction that involves the associate as an owner.
 - a. This provision applies to those properties that are considered personal residences or personal investments and are limited by the associate's Company Dollar contribution in the previous 12 month rolling period.
 - i. Once an associate has reached \$2,000 in Company Dollar contribution, an associate will not be required to pay the Market Center a real estate commission on one buy and one sell side that involves the associate as an owner.
 - ii. For personal transactions that are more than one buy or one sell side per 12 month rolling period, the following applies.
 1. The associate must contribute \$1,000 **or** 1.25% of the purchase price towards the Market Center real estate commission (Company Dollar), whichever is less, per transaction side (buy or sell), until associate has satisfied annual Company Dollar contribution ("Capped").
2. All associates are required to pay royalty on ALL transactions until the associate fulfills the KWRI royalty cap.
 - i. Royalty will be calculated at 6% of 3% of the Sales Price of the property. No exceptions will be granted.
3. This policy does not apply once the associate has fulfilled their Market Center Company Dollar obligation ("Capped").

Examples:

Agent A - \$1,750 in Company Dollar Contribution in the last 12 months, is purchasing a personal residence for \$199,900. Under 1.a.i., the agent can still qualify if the following is fulfilled.

- Agent A may pay \$250 to Company Dollar in order to meet the \$2,000 requirement and pay \$359.82 in Royalty.
($\$199,900 * .03 = \$5,997 * .06 = \$359.82$)

Agent B - \$5,000 in Company Dollar Contribution in the last 12 months, is selling their personal home (\$225,000), purchasing a personal home (\$380,000), and buying one investment property (\$210,000).

- Agent B will only pay KWRI Royalties. \$733.50
 - ($225,000 * .03 = \$6,750 * .03 = \202.50)
 - ($380,000 * .03 = \$11,400 * .03 = \342.00)
 - ($210,000 * .03 = \$6,300 * .03 = \189.00)

Agent C - \$2,100 in Company Dollar Contribution in the last 12 months, has already bought and sold a personal property, is purchasing another personal property for \$85,000

- Agent C has the option to pay \$900 to make the Company Dollar Contribution \$1,000 or pay 1.25% of \$85,000 (\$1,062.50), whichever is less and
- KWRI Royalties. ($\$85,000 * .03 = \$2,550 * .06 = \$153.00$)