



Build For Your Future With **eXp Commercial**

expcommercial.com

One brokerage, **not a franchise.**



GROW

The place for entrepreneurs to grow personally and professionally with boundless opportunities.



OWN

A company built for advisors, where everyone is an owner of their own business, brand and the brokerage they help to build.



BUILD COMMUNITY

A community of diverse experts that value collaboration, transparency and having fun.



INNOVATE

A company obsessed with the future to improve the present, constantly defining new business models and tools.



FIND YOUR FREEDOM

The financial model and the ability to choose where and when you do business to achieve your ultimate freedom.

“The model is setup in a way that wins for the agents and the company”

- Robert Creamer

Earn more with our competitive commission structure.

COMMISSION & CAP

80/20 commission split
\$20,000 cap

After capping, earn **100% commission** for the remainder of the year.¹

¹\$250 capped transaction fee. Once capped transaction fees total \$5,000, the capped transaction fee is reduced to \$75.

STANDARD COSTS²

\$250 start-up fee

\$250/month cloud brokerage fee

\$250 transaction review fee³

\$100 risk management fee⁴

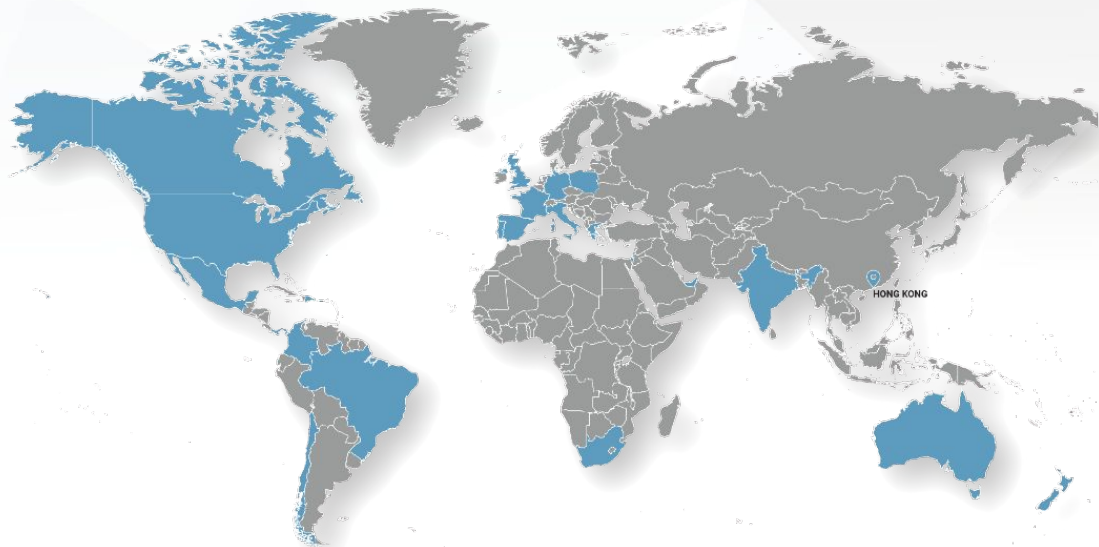
² U.S. compensation model.

³ Per transaction.

⁴ Per transaction and caps at \$1000.

The **largest** independent brokerage **on the planet**

- ▶ One brokerage with 24 international markets providing excellent growth opportunities for agents.
- ▶ Engage and share best practices across the company.
- ▶ Build teams across borders.
- ▶ Host and participate in daily, live online gatherings.
- ▶ Benefit from a powerful referral network.



CURRENT LOCATIONS

exp[®]
COMMERCIAL

Grow your production with industry-leading technology included in your tech package

Moody's Analytics CRE

Moody's Analytics CRE offers integrated insights, analytics and enriched data to CRE professionals. Moody's Analytics CRE helps institutions gain efficiencies and drive growth in CRE.

Buildout*

Buildout enhances your entire deal cycle by providing database, pipeline reporting, and back-office tools.

Business Broker CRM*

Business Broker CRM is an all-in-one platform, designed specifically for business brokers, that provides integrated emails, listings manager, buyer portfolios, data rooms and more!

Realnex*

RealNex includes a CRM, investment and lease analysis engine, presentation builder, transaction management app and dynamic marketplace, all working together to drive transaction efficiency.

AIR CRE

AIR CRE provides customizable commercial real estate contract templates, including Purchase and Sale, Lease, and Listing agreements.

Grow your production with industry-leading programs led by hundreds of world-class eXp agents

eXp COMMERCIAL ACADEMY

The eXp Commercial Academy offers an exclusive two-week training program for eXp Commercial advisors with three or fewer transactions. Elevate your expertise, refine your skills, and unlock new opportunities in the commercial real estate landscape with us.

MENTORSHIP

Whether you are brand new or starting something new, our mentorship program pairs you with experienced eXp advisors who can share insights, learnings and feedback. In the spirit of collaboration and building community, this is truly about people helping people. When you succeed, we all succeed.

PRODUCT SPECIALTY COMMITTEES

This is your opportunity to collaborate with top eXp agents and leadership in your product specialty. Your voice matters. Share your knowledge, insights, dealflow and referrals with other advisors who are eager to support your growth.

BROKER SUPPORT

Our State Broker Teams provide you with the guidance and supervision needed to ensure a smooth transaction, everytime. Our regular live local (online and in-person) meetings, trainings and social events help our agents operate as experts across the real estate industry.



We're proud to offer **eXp Healthcare**, providing our advisors and their families high-quality and affordable group health insurance

Save money, improve your provider network, and decrease your out-of-pocket costs, plus our concierge service is happy to help with all your scheduling needs.

Incredible coverage with low copays, mental health coverage and the ability to add on vision, dental, critical illness, and accident coverage

Affordable monthly premiums, limited out-of-pocket maximum, and \$0 deductible plans available

Many plans have an Open Network that allows for access to the best doctors in the country



Care Coordination service

Our team will work to help you find lower cost, high quality providers for labs, imaging, and major procedures.



Expanded PPO network

Plans are part of nationwide PPO networks so you can have broad access to providers.



Save money, each and every month

With a variety of healthcare solutions, we provide you with high-quality healthcare at an affordable rate



\$0 Telemedicine

Get healthcare from the comfort of your own home 24/7 with \$0 telemedicine visits.



Mental health care included

Mental health matters – that's why eXp Agent Healthcare is partnering with Talkspace. Included with all plans.



Low cost prescriptions

Our plans offer competitive prescription pricing, patient prescription programs to help with specialty medications, and some plans even have \$0 generics

Explore unique opportunities to earn **additional** income streams

Agent Equity Commission Program

Voluntarily enroll to receive
5% of commission in stock at
a **5% discount**

~65% of agents and brokers
participate
in the program

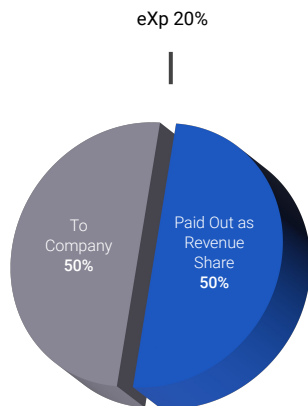
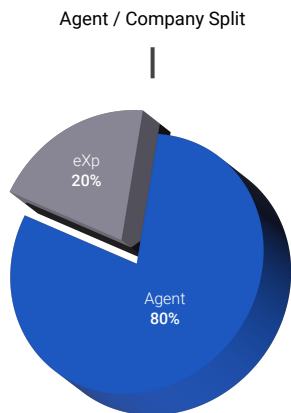
ICON Award

Top agents receive up to
\$20,000 in stock upon the
achievement of certain
production and cultural
goals within
their anniversary year

Earn **revenue share** for attracting new agents to eXp

eXp agents can sponsor agents to join the company.

Earn a percentage of revenue – eXp pays out to agents from the revenue share pool – when your sponsored agents close a transaction. Earn revenue share until your sponsored agent reaches their annual commission cap.



Total Share % of Revenue Share Pool Paid on Transactions in Each Tier Group	
TIER 1	17.5%
TIER 2	20.0%
TIER 3	12.5%
TIER 4	7.5%
TIER 5	5.0%
TIER 6	12.5%
TIER 7	25.0%

REVenue Share 2.0



	eXpansion Share Percentage	FLQA Count Needed	eXponential Share					Top % of Revenue Share Pool on Transactions in Each Tier Group
			0 - 4	5 - 9	10 - 14	15 - 29	30+	
TIER 1	///		17.5%	17.5%	17.5%	17.5%	17.5%	17.5%
TIER 2	1.0%		19.0%	19.0%	19.0%	19.0%	19.0%	20.0%
TIER 3	0.5%		12.0%	12.0%	12.0%	12.0%	12.0%	12.5%
TIER 4	0.5%		///	7.0%	7.0%	7.0%	7.0%	7.5%
TIER 5	0.5%		///	///	4.5%	4.5%	4.5%	5.0%
TIER 6	2.5%		///	///	///	10.0%	10.0%	12.5%
TIER 7	2.5%		///	///	///	///	22.5%	25.0%



Follow **eXp**
Commercial on
social media

