



Build For
Your Future
With
eXp Commercial



eXp World Holdings, Inc.

Traded on NASDAQ as EXPI



eXp Realty

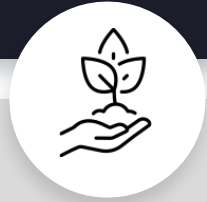
- ~ 90,000 agents
- 24 countries
- eXp Solutions



eXp Commercial

- ~ 800 agents
- Ancillary services
- Business advisory
- Corporate services
- Capital Markets & Finance

One Brokerage, Not a Franchise.



GROW

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



OWN

A company built for agents, 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

FREEDOM

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

“

I was able to bring my company over, **remain autonomous** brokered by eXp Commercial, and give my team all the **tools and benefits** they need to scale and **grow their business**.

”



Pamela Junge
Commercial Real Estate
Broker eXp Commercial

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

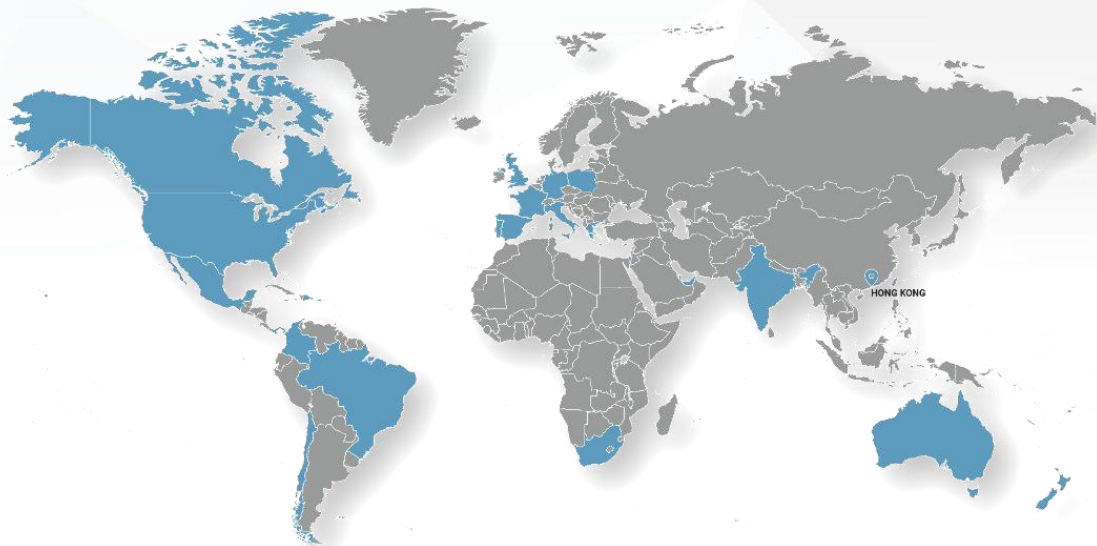
² U.S. compensation model.

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

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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!

Realnexus*

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

Yardi Matrix

Yardi Matrix provides an in-depth analysis of current market conditions, spanning from micro to macro levels, and offers extensive research and reports on various property types throughout the United States.

***Available to opt-in for an additional fee.*

*Advisors can choose one of the three options provided.



Learn from industry-leading experts with world-class **education** programs

eXp Commercial Academy

The eXp Commercial Academy is a two-week exclusive training program for all eXp Commercial agents who have closed three or fewer transactions.

eXp Commercial Learning Center

The eXp Commercial Learning Center is available exclusively for eXp agents – residential or commercial for a one-time fee of \$249. The online, on-demand training includes more than 30 hours of in-depth training from one of the most recognized coaches in the industry.

Mentor Program

After agents graduate from the eXp Commercial Academy, they are paired with a seasoned mentor who will walk them through the deal-flow process and ensure they're ready to embark on a career of their own.

Product Specialty Committees

eXp Commercial offers product specialty committees for more than 10 product types. These committees exist to foster focused collaboration and education among our new and seasoned agents.



We're proud to offer **eXp Healthcare**, providing our U.S. agents 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

	eXpansion Share % of AGCI	eXponential Share % of AGCI	FLQA Count Needed
TIER 1	///	3.5%	0 -4
TIER 2	.2%	3.8%	5 -9
TIER 3	.1%	2.4%	10 -14
TIER 4	.1%	1.4%	15 -19
TIER 5	.1%	0.9%	20 -24
TIER 6	.5%	2.0%	25 -29
TIER 7	.5%	4.5%	30+

eXp agents can sponsor agents to join the company

Earn a percentage of revenue – eXp pays the revenue share, not the agent – when your sponsored agents close a transaction. Earn revenue share until your sponsored agent reaches their annual commission cap.

AGC = Adjusted Gross Commission Income

FLQA = Front-Line Qualifying Agent



Learn, Grow, **Build for Your Future** with the
eXp Commercial Learning Center

EXCLUSIVE

for eXp
Agents

Online, on-demand commercial real estate training, including more than **30 hours** of in-depth training from one of the most recognized coaches in the industry.

\$249



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COMMERCIAL



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social media

