

# 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, then \$250 per transaction
  - \$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 Cloud Brokerage fee)
- \$85/month Cloud Brokerage fee
- \$60 risk management fee with \$750 annual cap (may vary by state)
- \$25 broker review per transaction



## **Powerful Equity Opportunity**

- Sustainable Equity Plan\*
  - 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 5% discount
- Buy EXPI shares on the Nasdaq Stock Exchange
- \* Subject to vesting requirements



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