



# eXp Realty – 2024 USA Income Disclosure

At eXp Realty, we strive to be the Most Agent-centric Company on the Planet. People are the key to eXp Realty and a central part of eXp World Holdings, where we empower the new economy through people, platforms, and personal and professional development. From the platforms and technology we build to the healthcare choices we offer, we've redesigned the traditional brokerage into a company where agents can become shareholders and celebrate the company's financial success.

Agents at eXp Realty can generate income through three distinctive opportunities:

## **Real Estate Commission**

Agents earn commissions by assisting their clients purchase or sell property

- Maximum commission split cap is \$16,000 per anniversary year for each agent.
- Agents split their earned commission with the brokerage at an 80/20 percentage.
- After reaching the commission split cap, agents keep 100% of commission on all transactions for the remainder of their anniversary year.

## **Revenue Share Program**

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- eXp agents only earn revenue share income from the sales activity of productive agents they sponsor into the company.
- eXp shares 50% of company dollar with agents through a simple, transparent revenue share model.



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## Equity Opportunities

Agents are rewarded with shares of EXPI stock for taking certain actions and reaching particular goals

### Sustainable Equity Plan

- Earn shares on your first transaction
- Earn shares when you fully cap
- Earn shares when an agent you sponsor closes on their first transaction

### ICON Agent Award

- Up to \$16,000 USD in stock upon the achievement of certain production and cultural goals within your anniversary year

### Agent Equity Program

- Agents can earn equity in NASDAQ:EXPI by enrolling to be paid 5% of every transaction commission in stock purchased at a 5% discount.



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## Typical Compensation – Commissions and Revenue Share

The chart below is a breakdown of compensation earned by US eXp Realty agents from Revenue Share and Commissions from January 1, 2024 – December 31, 2024.

### Agent Compensation Overview Chart

Compensation from eXp Realty Revenue Share and Commissions in 2024	% of Total Productive Agents <sup>1</sup> (Active & Inactive <sup>2</sup> ) Paid in 2024 (58,404)	% of Total Productive Agents <sup>1</sup> (Active only) Paid in 2024 (45,360)	% of Total Productive Agents <sup>1</sup> (Active only) w/more than 1 Year at eXp paid in 2024
>\$0 and <\$100	0.54% (317)	0.31% (139)	0.30% (111)
>\$100 and <\$2,500	11.54% (7,148)	9.53% (4,737)	7.48% (2,901)
>\$2,500 and <\$10,000	22.78% (13,307)	20.10% (9,117)	17.53% (6,556)
>\$10,000 and <\$20,000	16.68% (19,741)	16.18% (7,338)	15.41% (5,761)
>\$20,000 and <\$50,000	21.09% (12,316)	22.02% (9,988)	22.86% (8,547)
>\$50,000 and <\$100,000	12.33% (7,202)	13.98% (6,340)	15.22% (5,689)
>\$100,000 and <\$500,000	14.14% (8,257)	16.92% (7,675)	19.21% (7,184)
>\$500,000 and <\$1,000,000	1.06% (617)	1.31% (596)	1.18% (457)
>\$1,000,000	0.35% (203)	0.45% (203)	0.52% (196)

<sup>1</sup>Productive agents are defined as agents with at least 1 payment in 2024.

<sup>2</sup>Inactive agents were paid by eXp in 2024 and subsequently left.

Percentage of agents followed by the actual number of agents in each distribution. Brackets on left are inclusive of that number, so the second row would read: Greater than or equal to \$100, but less than \$2,500

Chart updated March 2025.

## US eXp Realty agents earned over \$171 million in Revenue Share in 2024.

We have proudly paid out more than \$889 million in Revenue Share earnings to our agents since the beginning of 2015.



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## Disclaimer

Participants who are sharing the eXp opportunity with prospective agents are asked to include the information on this web page including the disclaimer below that provides context for earning income with eXp Realty.

These figures are not a guarantee, representation or projection of earnings or profits you can or should expect. They also do not include expenses incurred by agents in operating their businesses. eXp Realty makes no guarantee of financial success. Success with eXp Realty results only from successful sales efforts, which require hard work, diligence, skill, persistence, competence, and leadership. Your success will depend upon how well you exercise these qualities. Visit <https://exprealty.com/income> for average agent earnings and additional information about earning opportunities with eXp Realty.

## Contact

For more information, contact the eXp Realty agent who shared the eXp opportunity with you. Alternatively, you can contact eXp Realty through one of the following methods:

- [join.exprealty.com/contact/](https://join.exprealty.com/contact/)
- [Facebook](#)
- [Twitter](#)
- [LinkedIn](#)