

What does it actually cost?

eXp Realty, in plain numbers - the split, the cap, and the fees, on one page.

Put together by **Jeff Morazzini**, eXp Realty - 35+ years in real estate, West Sacramento.

80 / 20

Commission split on every deal, the same for every agent

\$16,000

Annual cap. After that, you keep 100% for the rest of your anniversary year

\$85/mo

Monthly fee. No desk fees, no franchise fees, no royalty fees

Side by side

	eXp Realty	Typical traditional brokerage*
Commission split	80/20	Often 70/30 or lower to start
Annual cap	\$16,000, then 100%	Many have no cap - the split never ends
Monthly fee	\$85	Varies; desk and tech fees are common
Desk, franchise and royalty fees	None	Common at many franchise brands
Ownership / extra income	Stock awards and revenue share (below)	Usually none

The math on \$100,000 of gross commission income

At eXp: 20% until the cap = \$16,000, plus \$85 x 12 = \$1,020. **Total to the brokerage: \$17,020** - and after you cap, every commission dollar is yours apart from small per-transaction fees.

On a 70/30 split with no cap: 30% of \$100,000 = **\$30,000 to the brokerage**, before any desk or franchise fees.

Same production, roughly \$12,980 more kept at eXp in this example.

Yes, there are offices - and we are everywhere

Not many of them, but they draw agents in just walking through the door: state-of-the-art and beautiful, with printers, a kitchen, snacks, coffee, and tons of support on hand. And eXp is not just in the States - we are everywhere.

Beyond the split

- **Stock awards** as you hit production milestones.
- **ICON Agent award:** top producers can earn their full \$16,000 cap back in stock.
- **Revenue share** across up to 7 tiers, paid by eXp out of its own share - never out of the sponsored agent's pocket.

The honest part

- Revenue share is long-term upside, not a paycheck - eXp's own disclosure puts the typical agent's at \$0.
- The split and cap are the real story; stock and revenue share are a bonus if they come, not the reason to move.

*The traditional column describes common industry arrangements for illustration, not any one brokerage - check your own agreement for your exact split and fees. eXp also charges a one-time \$149 startup fee and small per-transaction broker review and risk management fees. Figures are current published figures as of October 2026; confirm current terms with eXp Realty before deciding. Nothing here is a promise or guarantee of income.

Want to run your own numbers?
Happy to do it over coffee - no pitch.

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