

# How Much do REAL ESTATE AGENTS Make?



**\$38,067**

is the median salary for a typical real estate agent in the United States according to Salary.com



## BASIC COMMISSION

**6%**

of the total sales price of a home is common

## COMMISSION SPLIT

**50%**

of the commission total usually goes to the brokerage representing the other party



Your real estate broker determines how you will be compensated - in most cases, you will split your commission with your broker by percentages. New agents who need more help and support from the broker may get a smaller percentage than more experienced agents who have a strong track record.

**40-80%**

of the remaining 50% is your take home, the rest goes to your broker

**50%**

## LET'S LOOK AT AN EXAMPLE



**\$300,000**  
sales price



**\$18,000**  
6% commission

**\$9,000**  
goes to the listing brokerage



**\$9,000**  
goes to the buyer's brokerage



The listing agent is a new agent and gets 50%

**\$4,500 Agent**



**\$6,300 Agent**

**4,500 Broker**



**2,700 Broker**

The buyer's agent is a top producer and gets 70%

## REAL ESTATE AGENT EXPENSES TO CONSIDER INCLUDE



**Overhead**  
Office Space, Health Insurance



**Transportation**  
Vehicle Upkeep, Gas



**Marketing Materials**  
Signboards, Flyers, Pens



**Technology**  
Phone, Computer, Web Presence



**Continuing Education**  
Certifications, Specialties



**Industry Dues**  
Association And Misc Fees



How many **\$300,000** houses would you have to sell at 6% commission with a 50/50 broker split to take home **\$38,067** a year?

# Real Estate Agent How To Make 100 000 Per Year

**RC Schank**



**Real Estate Agent How To Make 100 000 Per Year:**

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