

# 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



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

**J Rink**



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

*Success as a Real Estate Agent For Dummies* Dirk Zeller, 2024-07-04 Straight talking advice for new and veteran agents navigating today's real estate market *Success as a Real Estate Agent For Dummies* helps you create leads close deals and everything in between This updated edition covers changes to interest rates inventory and the impact of recent class action lawsuits on agent compensations With tried and true tactics and fresh ideas from one of North America's top agents this book contains all you need to know about the real estate business Inside you'll find tips and tricks on selecting a company that works best for you and your goals marketing yourself and your listings with influence and communicating effectively with clients The actionable content in this Dummies guide is your ticket to thriving in a wide market Gain insider advice on how to flourish as an agent in all real estate markets Understand how real estate is changing and what those changes mean for you Find secure and sell more properties with optimized listings and outreach Get fresh ideas for improving your results in residential and commercial sales For new licensed real estate agents those switching careers into real estate agenting or seasoned agents looking to refine their prospecting and selling skills this book is a valuable source of information and techniques

**How to Become a Million Dollar Real Estate Agent in Your First Year** Susan Alvis, 2016-09-30 *How a 24-Year-Old Achieved Financial Freedom* Jason J. Lee, 2024-12-03 How did a twenty four year old become a multi millionaire and earn over a hundred thousand dollars a year in passive income Did he do anything different No Did he have any special talents No Does he come from money No Author Jason Lee picked the road less traveled had goals that were too crazy to tell anybody and went all In *How a 24 Year Old Achieved Financial Freedom* Jason reveals his struggles his biggest money maker and how he was able to accomplish his goals faster than 99 99 percent of self made people The best part Now you can do it too

**Connections Maths** Ajit Kalra, James Stamell, 2004 *Connections Maths 9 Stage 5 2 5 1* together with *Connections Maths 10 Stage 5 2 5 1* provide complete coverage of the outcomes for Stage 5 2 5 1 The outcomes for Stage 5 3 5 2 are covered in *Connections Maths Stage 5 3 5 2 5 1* and *Connections Maths Stage 5 3 5 2 5 1* Features outcomes at the start of every chapter a dynamic full colour design that clearly distinguishes theory examples exercises and features carefully graded exercises with worked examples and solutions linked to each cartoon's offering helpful hints working mathematically strands that are fully integrated These also feature regularly in challenging sections designed as extension material which also contain interesting historical and real life context a chapter review to revise and consolidate learning in each chapter speed skills sections to revise and provide mental arithmetic skills problem solving application strategies with communication and reasoning through an inquiry approach a comprehensive Diagnostic test providing a cumulative review of learning in all chapters cross referenced to each exercise integrated technology activities literacy skills develop language skills relevant to each chapter fully linked icons to accompany CD ROM the student CD ROM accompanying this textbook can be used at school or at home for further explanation and learning Each CD ROM contains interactive diagnostic text perfect revision for

all Stage 4 work The regenerative nature of the program allows for an almost limitless number of varied tests of equal difficulty This test can be used prior to commencing Stage 5 work dynamic geometry activities using WinGeom and Cabri software for student investigations using technology with formatted Excel spreadsheets full textbook with links to the above

The Middleman Economy Marina Krakovsky,2016-04-30 With the rise of the Internet many pundits predicted that middlemen would disappear But that hasn't happened Far from killing the middleman the Internet has generated a thriving new breed In The Middleman Economy Silicon Valley based reporter Marina Krakovsky elucidates the six essential roles that middlemen play

**Real Estate Agent Diploma - City of London College of Economics - 3 months - 100% online / self-paced** City of London College of Economics, Overview Do you want to make 100 000 per year In any marketplace a real estate agent has the opportunity to create hundreds of thousands of dollars in income An agent's income is especially significant when viewed against the capital investment required by the business Most agents need as little as 2 000 to start up their practices Compare that to any other business and you'll find that most involve sizeable investments and burdensome loans to buy equipment lease space create marketing pieces develop business strategies and hire employees all to achieve what is usually a smaller net profit than what a real estate agent can achieve in the first few years It's almost too good to be true This course will provide you with all the knowledge you need to become a successful real estate agent This specialist course is about acquiring sales skills marketing skills time management skills people skills and business skills It's about gaining more respect achieving more recognition making more money and closing more sales It's a guide that helps you achieve the goals and dreams that you have for yourself and your family You will be taught the real stuff that works and is laid out in a hands on step by step format You can also find time tested scripts in most sales oriented chapters The scripts are designed to move prospects and clients to do more business with you If you're a junior member of the grammar police you may find that some don't perfectly align with your expectation of the English language The objective of sales scripts though is not perfect sentence structure but rather maximum persuasion of the prospect or client Content Acquiring the keys to Real Estate Success Prospecting for Buyers and Sellers Developing a Winning Sales Strategy Running a Successful Real Estate Business ten tools that are essential for any real estate agent's success how to avoid the ten big real estate sales mistakes etc Duration 3 months Assessment The assessment will take place on the basis of one assignment at the end of the course Tell us when you feel ready to take the exam and we'll send you the assignment questions Study material The study material will be provided in separate files by email download link

**The Insurance Year Book** ,1907 National Republican ,1928  
**National Republic** ,1928 American Agriculturist ,1904 Code of Federal Regulations ,1998 Harper's Weekly  
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**Bulletin for American Industries** ,1917      **The Commercial & Financial Chronicle and Hunt's Merchants'**  
**Magazine** ,1886      **Review of Reviews** Albert Shaw,1929      The Chronicle ,1875      The Spectator life by states manual  
,1891      **Digest of the Charters and Ordinances of the City of Memphis** Memphis (Tenn.),1863

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## Real Estate Agent How To Make 100 000 Per Year Introduction

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