

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

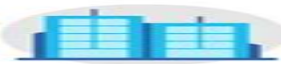


\$18,000
6% commission

\$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

Lei Huang



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