

SALE PRICE	GROSS COMMISSION BASED ON 3%	BROKER TRANSACTION FEE (deduction)	TRADITIONAL AGENT SUPPORT <i>(optional deduction)</i>		NET COMMISSION TO AGENT <i>(with optional deduction)</i>		EQUIVALENT BROKER/AGENT COMMISSION SPLIT	
			LISTING PACKAGE	CLOSING PACKAGE	LISTING AGENT	SELLING AGENT	LISTING AGENT	SELLING AGENT
\$100,000	\$3,000	\$300	\$75	\$75	\$2,550	\$2,625	18/82%	13/87%
\$200,000	\$6,000	\$300	\$75	\$75	\$5,550	\$5,625	8/92%	7/93%
\$300,000	\$9,000	\$300	\$75	\$75	\$8,550	\$8,625	5/95%	4/96%
\$400,000	\$12,000	\$300	\$75	\$75	\$11,550	\$11,625	4/96%	3/97%

TRADITIONAL AGENT SUPPORT SERVICE

LISTING PACKAGE

Physically drop off or fax the listing package to your office manager. Your listing will be processed including MLS submission and Showings.com setup.

Cost per Listing: \$75.00

CLOSING PACKAGE

Physically drop off or fax the sale pending package to your office manager. Upon closing, deposit commission check into broker's National City account. Fax copy of deposit slip, signed settlement statement, and any other pertinent documents to your office manager. File will be processed by your office manager and your net commission will be deposited into your account within 48 hours.

Cost per Closing Package: \$75.00