



BUYER BROKERAGE COMMISSION

Paying the commission for a buyer's agent is not required. Each seller can evaluate the advantages or disadvantages for their home sale.



Every Seller Can Choose To Compensate By A Percentage Of Sale.

* The seller will pay _____ % of the sales price to the brokerage representing the buyer at settlement.



Every Seller Can Choose To Compensate With A Flat Fee.

* The seller will pay \$ _____ to the brokerage representing the buyer at settlement.



Every Seller Can Choose To Not Compensate.

* The seller chooses not to compensate the brokerage representing the buyer at settlement.



**Any Commission Paid To Another Brokerage Is Determined By The Individual Seller.
\$495 Commission Fee for all transactions paid to EXP Realty at Settlement**

Agent : _____

Seller : _____

Seller : _____

* 1% not applicable if sold through Secret Homes program or Private Exclusive



FLEXIBLE BROKERAGE FEE

MOST brokers will charge you the same fixed fee no matter how your home sells. The Nellis Group offers you flexibility while still giving you a higher level of service.

 / **1%**

We Represent You, The Seller.

The seller provides the buyer.

* We approve the buyer, investigate the financing, write the offer, negotiate the contingencies and conduct the settlement for the unrepresented buyer.



 / **2.5%**

Limited Marketing Services

MLS Marketing + Coming soon, professional photography, professional showing management, professional negotiation, transaction management, pricing strategy, closing coordination.



 / **2.85%**

Ultimate Launch Services

Pricing strategy, staging consultation, professional staging*, professional photography, video and interactive floor plan. Coming soon + MLS marketing, social media & reverse prospecting, custom property website, professional showing management, negotiation, inspection, appraisal package and closing coordination.



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** Professional staging is included under 2.85% when property value is over \$600,000.



Performance Based Commission Model

Our earned commission ONLY increases when your sales price increases.

How the Rate Increases:

Our earned commission ONLY increases when your sales price increases. We leverage our 43 years in the business and Harvard Negotiation Tactics to increase your NET.

AMOUNT OVER LIST	LIMITED SERVICES	ULTIMATE LAUNCH
At or below list	2.50%	2.85%
5,000 – 9,999	2.75%	3.10%
10,000 – 14,999	3.00%	3.35%
15,000 – 19,999	3.25%	3.60%
20,000 – 24,999	3.50%	3.85%
25,000 – 29,999	3.75%	4.10%
30,000+	4.00%	4.35%

Why this works in your favor: the higher rate only applies to a sale price we've already driven above your original list price. There is no scenario where moving up a commission tier reduces your net proceeds. A higher tier only triggers because we have become the defenders of your equity by increasing your NET.

Agent : _____

Seller : _____

Seller : _____