

Shorewest, REALTORS
Commission Schedule

Level	Gross Commission		Average / Month		
Level 1	0	81,180	0	6,765	60%
Level 2	81,181	90,725	6,766	7,560	61%
Level 3	90,726	100,275	7,561	8,356	63%
Level 4	100,276	109,825	8,357	9,152	65%
Level 5	109,826	119,375	9,153	9,948	67%
Level 6	119,376	128,925	9,949	10,744	69%
Level 7	128,926	138,475	10,745	11,540	71%
Level 8	138,476	148,025	11,541	12,335	73%
Level 9	148,026	157,575	12,336	13,131	75%
Level 10	157,576	167,125	13,132	13,927	77%
Level 11	167,126	176,675	13,928	14,723	79%
Level 12	176,676	186,225	14,724	15,519	81%
Level 13	186,226	224,422	15,520	18,702	82%
Level 14	224,423	262,619	18,703	21,885	83%
Level 15	262,620	300,816	21,886	25,068	84%
Level 16	300,817	339,013	25,069	28,251	85%
Level 17	339,014				86%

Residential, Condo, Multi-Family, and Commercial Listings to be taken at no less than 6% (or \$4,000, whichever is greater)

3.5 Listing Side

2.5 In-House Selling Side

2.1% Co-Broke Selling Side

New Construction to be taken at no less than 5% (or \$4,000, whichever is greater)

3% Listing Side

2% In-House Selling Side

1.75% Co-Broker Selling Side

Vacant Land to be taken at no less than 6% (or \$1,800, whichever is greater)

3.5% Listing Side

2.5% In-House Selling Side

2.1% Co-Broke Selling Side

Listings taken above 6% will be at the discretion of the listing agent with a minimum of 2.5% in-house and 2.1% co-broke

Listings take below 6% (with the exception of 5% for new construction) must be approved and will be reduced on the listing side

Relocation/Referrals

In-House Relocation LISTING referral is paid out of 3.9%, leaving 2.1% in-house and co-broke commission

In-House Relocation BUYER referral is paid out of the 2.1% portion of the 2.5% in-house commission

Referral fees received are paid based on where the agent is on the scale at the time the fee is received

Selling bonus will be paid 100% to the agent

Shorewest agent to Shorewest agent referral paid at 100%

Administration Fee:

A minimum of \$325 to be charged on each listing contract for Residential, Condo, Multi-family and Vacant land listings.

Subdivisions (5+lots) are charged on only the 1st lot. This fee cannot be waived without approval from management.

\$325 will be deducted from agent commission (or billed) if not collected. Anything over \$325 is placed in the agent's marketing fund for personal promotion.

Production/Commission Scale

Based on the average GCI (gross commission income) closed for the prior 12 months (rolling average)

The amount of commission is paid is based on where the agent is on the scale at the time the offer is accepted

Home sale contingent offers are based on the date when the contingency is removed

Personal Transactions

Sale of personal residence / 2nd home where agent is the sole owner of the property

0% Listing Side

2.5% Selling Side (If agent is on listing and selling side, the agent will pay company dollar only on the selling side)

Purchase of personal residence / 2nd home

Agent may use co-broke commission as an "Incentive to Buy Credit" or Shorewest, REALTORS will waive the co-broke offering

Investment properties (any property other than personal residence or second home) the "normal" commission policy is in affect.

Seidl & Associates - Commercial Agent Qualifications

- Complete Certified Commercial Investment Member (CCIM) Foundations for Success in Commercial Real Estate.
- Partner with a qualified Seidl & Associates commercial agent for the first 5 transactions or 4 million in production, whichever comes first. (Partnering with a commercial agent is 50 /50 commission split)

Seidl & Associates Commission Policy:

Seidl & Assoc. Listing – Cooperating /In-House Commercial Selling Agent = 3 /3 (split 50 /50)

Seidl & Assoc Listing – Cooperating Residential Selling Agent = 3.5 /2.5 split

Seidl & Assoc. Listing- In-House Residential Agent= 3.5 /2.5 split

Cooperating Broker Offering stated in MLS to be 2.1%

Examples shown at 6% listing. All listings below 6% must be approved which reduces the listing side commission

Updated 1/13/2023