

POTENTIAL INCOME ESTIMATOR

How your Commission is Calculated *(Example Only)*

Commissions are paid based on the purchase price less any incentives. Here is an example of how the commission is calculated:

Base Price of the Home:	\$400,000
Lot Premium:	\$25,000
Purchase Price:	\$425,000
Less Incentives	
Closing Cost Credit	\$2,500
Option Credit	\$2,500
Net Purchase Price	\$420,000
Earned Commission at 1%	\$4,200

Note: Option commissions paid to color coordinator.



Determine your potential Income

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Average Purchase Price*

Yearly Sales Goal

Total Sales Volume

Commission Rate

Annual Income

*The average purchase price for your community.

How do you get paid?

- Pay periods occur bi-weekly.
- Each month you will be paid a draw of \$1,500 per pay period calculated against earned commission.
- Earned commission is paid on the last pay period of the month, less any paid draws.
- Commission payments are split in half. The first is paid after the sale is made and the second half is paid after closing. Both commission payments are distributed the month following the sale and closing.
- The first half of the commission cannot be paid until the sale is validated. The sale is validated by completing the following:
 - The purchaser must be paying cash for the home, have received a pre-approval letter from their lender or signed a cash purchase addendum.
 - All participating broker agreements must be completed and submitted.
 - All contract deposits must be received.