



eXp Realty: The Future-Focused Model For Real Estate Agents

Discover how eXp Realty is revolutionizing the real estate industry, empowering agents with unparalleled opportunities and a forward-thinking approach.



Where The Pros Go To Gro

Why More Agents Are Choosing eXp

At eXp, you're not just an agent; you're a business owner, a shareholder, and part of a revolutionary shift in real estate. It's time to stop running on the hamster wheel and start building a future where your efforts directly contribute to your wealth and long-term security.

- We empower agents with multiple potential income streams beyond just commission:
- Agents get 71% to 96% commission
- Other 3rd party income streams 100% to the agent
- Agents become shareholders in eXp
- Substantial retirement assets through eXp shares
- Passive monthly income via our unique revenue share model,
- Embrace world-class technology and systems designed for your success.
- The Best Training in the Industry
- High Tech Virtual Offices
- Open listing and selling areas





Commission Splits Designed for Agent Success

High Starting Split

71%

Begin with a highly competitive 71/29 commission split. This means 71% goes directly to you, 4% is an international eXp fee, and 25% goes to eXp South Africa. This generous starting point ensures you keep more of your hard-earned commission from day one.

Capping for Maximum Earnings

R150K

Once your contributions to eXp South Africa reach R150,000 (achieved after earning R600,000 in Gross Commission Income), you "CAP." This significant milestone transforms your commission split, allowing you to earn even more from your sales

96%

Commission After Cap

After you've capped, your commission dramatically increases to 96% for the remainder of your eXp anniversary year. You only pay the 4% international eXp fee, maximizing your take-home pay. This cycle resets annually on your eXp anniversary date.

Additional Income Streams



Bond Commission

Keep 100% of the bond commission, negotiated directly with your bond originator. This allows you to maximize earnings on every transaction.

***eXp has negotiated an unprecedented deal with Multinet Homeloans where agents can receive 0,5% commission on the bond amount – that is an incredible R5000 for every R1m bond amount.



Forex Referrals

Benefit entirely from foreign exchange referrals, keeping 100% of third-party commissions.



Insurance Referrals

Retain 100% of commissions from insurance referrals, adding another lucrative stream to your portfolio.

At eXp, agents are empowered to benefit fully from every opportunity they create. Our structure is designed to reward your proactive engagement and broadens your income potential, moving beyond simple transaction-based commissions to a more diversified and robust financial model.

Company Ownership Through Shares

At eXp, you're not just an agent; you're an owner. Our unique share program allows you to build substantial equity in eXp - a NASDAQ-listed company, aligning your success directly with the company's growth. This fosters a true sense of partnership and long-term financial security.



First Sale Shares

Earn shares for your very first sale each year, connecting your immediate success to company growth.

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Reaching Your CAP

Receive additional shares when you reach your annual commission CAP, rewarding your high performance.



Agent Introduction

Receive shares for introducing other agents to eXp – when those agents conclude their first sale at eXp.



Icon Agent Program

Icon agents can receive their entire CAP back in shares, recognizing their contribution to agent training.



Equity Share Program (Optional)

Opt to deduct 5% of each commission to buy eXp shares at a 5% discount, building a dollar-based asset that grows with your productivity.



Reinventing
real estate

exp[®]
REALTY



Revenue Share – Real Passive Income

eXp Realty's Revenue Share model rewards agents who help grow the company. By introducing new agents, you earn a share of eXp's portion of the commission - month after month - creating long-term, residual income. eXp allocates 10% of its Total Gross Commission Income (GCI) to revenue share. It's a simple, transparent way to build your financial future by helping others succeed.

-  — Tier 1
Agents you personally introduce to eXp: Earn up to R30,000 per agent in their 1st year, & up to R10,500/year per agent thereafter
-  — Tier 2
Earn up to R12,000/year per agent introduced by your Tier 1 agents
-  — Tiers 3-7
Continue earning from your organization's growth through an amazing 7 tiers
-  — Willable Legacy Income
Your revenue share income is willable, meaning it can continue To provide for your family even after you're gone

This revolutionary approach transforms your network into a genuine business asset that can provide income for generations.

World-Class Training

eXp is committed to your continuous growth and success. Our comprehensive training programs are designed to equip you with the skills and knowledge needed to excel in today's dynamic real estate market. We provide practical, real-time insights from top-performing agents.

Live & Recorded Sessions

Access a vast library of live and recorded training sessions tailored to every aspect of real estate, from lead generation to complex negotiations.

eXp University & World

Immerse yourself in eXp University and eXp World, our cutting-edge virtual campus, offering a dynamic learning environment and immediate access to resources.

Icon Training Series

Learn directly from top-performing Icon agents through specialized training series, gaining insights into strategies that are working effectively in the current market.

Specialized SA Training

Benefit from training specifically designed for South African agents, addressing local market nuances and regulatory requirements.



Our training covers everything from cutting-edge lead generation techniques to advanced negotiation strategies and robust business planning. You'll learn what works *now* - from those who are succeeding right now - giving you a competitive edge in your market.

What You Get for Just R900/month

- **eXp World** – Your virtual office for training, and support
- **eXp Email Address** and full access to all eXp tools
- **eXp Global Website** presence
- **Listing Exposure** via REP Platform to:
- **Local Portals:** Property24, Private Property & many more
- **International Reach:** Properstar Syndication to 34 countries
- **Luxury Listings:** Featured on James Edition
- **CRM Tools:** REP, PropCon, or Prop Data
- **Lightstone Property** – Unlimited property reports
- **The Virtual Agent** – 60 daily credits for Owner Detail searches
- **Flow Marketing** – Smart social media ad platform
- **nCino KYC** – Your best friend for FICA compliance
- **eXp University** – On-demand training
- **Canva Pro** – Create stunning marketing content
- **Personal Agent Microsite Website** – Your own online presence
- **eXpert Care Desk** eXp's knowledgeable support team
- **Workplace** – Our internal social and business communication platform (like our own Facebook)
- **Slack (new)** – Enhanced collaboration via eXp's new Slack servers
- **ChatBot Luna** – Quick support via AI
- **SNAPPiT App** – Advance your commission quickly and easily
- **eXp iBid Platform** – Modern digital offer platform
- **Shareworx** – Your personalized eXp shares manager
- **My eXp** – App to manage your revenue share organisation
- **Regus Membership** – Access to over 4,000 Regus lounges worldwide





Open Listing & Selling Policy



No Geographic Restrictions

At eXp, there are no farming restrictions. You have the freedom to list and sell properties wherever your clients are located and you are licensed to sell, regardless of geographical boundaries.



Client-Centric Approach

Our policy empowers you to follow the business opportunities, not arbitrary territorial limits. This means your potential for growth is directly tied to your client network, not a confined area.



Maximize Your Reach

This open policy allows you to maximize your client reach and capitalize on every opportunity presented, fostering a truly boundless real estate career. Focus on what matters most: serving your clients and growing your business without limitations. eXp's global network also allows you to collaborate with other agents nationwide and internationally, enhancing your service offering and client satisfaction.

Why eXp Can Offer So Much More

The Challenges of Old-Fashioned Real Estate Models:

Very capital intensive with high overhead costs (brick-and-mortar infrastructure)

High fixed costs, such as office rent, administrative staff, and marketing expenses.

Expensive franchise fees or localized profit centers to support.

Franchise owners also need to make profits after all these overheads have been covered.

All this comes out of the agent's commissions.

The eXp Realty Solution!



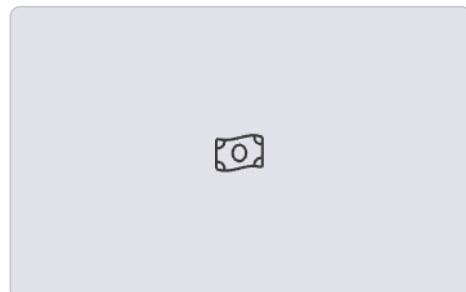
Cloud-Based Model

Our operations are entirely cloud-based, eliminating the need for physical infrastructure like traditional brick-and-mortar offices.



Cost Savings

Without expensive overheads such as franchisees and lavish offices, we significantly reduce operational costs, creating substantial savings.



Agent Empowerment

The absence of a complex hierarchy means less commission is eaten up by intermediaries. These savings are directly passed back to you in the form of better commission splits, more diverse income streams, and ultimately, full ownership in your business. This model allows eXp to offer unparalleled value and support to its agents.

Real People. Real Support. Real Community.



While we are cloud-based, eXp thrives on human connection, fostering a vibrant and supportive community that is arguably more connected than traditional brokerages. Our innovative virtual environment brings people closer, enabling seamless collaboration and genuine camaraderie across borders.



Friendly Staff

Our dedicated support staff are always ready to assist, providing personalized and efficient help.



Spontaneous Agent Meetups

Agents frequently organize local meetups and events, building strong relationships and networks in person.



Natural Collaboration

The cloud-based platform facilitates natural collaboration and knowledge sharing among agents globally, fostering a culture of mutual growth.



Culture of Sharing

At eXp, success is shared. Our culture encourages agents to share best practices, leads, and support, ensuring everyone thrives.

At eXp, you're never alone. You are part of a dynamic, interconnected family committed to each other's success, proving that a virtual world can build the strongest real-world connections.



Where The Pros Go To Gro

Your Career. Your Future. Your Choice.

You owe it to yourself to build a real business – with real assets, passive income, and a plan for the future.

Let's explore whether eXp is the right fit for you.

Reach out for a confidential chat or Zoom call.

This is your chance to ask questions, address concerns, and see if eXp's vision aligns with your aspirations for true agent freedom.

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 www.AgentFreedom.co.za

Youtube: <https://www.youtube.com/DurbanvilleProperty1>

Facebook: <https://www.facebook.com/lydia.vorster.1>

Instagram: <https://www.instagram.com/durbanvilleproperty>

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TikTok: https://www.tiktok.com/@exp_teamla

