

YOUR TOP EXPENSES AS A REAL ESTATE AGENT

COMMISSION SPLIT

Here's how much you can make as a listing agent on a \$200k sale in your first year.

7% Commission on a \$200,000 Sale:

\$14,000



INITIAL LICENSE & RENEWAL FEES

\$500

LISTING SERVICE
\$100

(NAR) MEMBERSHIP
\$120



PROFESSIONAL FEES

Professional Fees include initial license & subsequent renewal fees, association fees, and listing services.

TRANSPORTATION

It's important to factor gas prices, car repairs, and vehicle upkeep into your expectations.



Gas Prices



Upkeep



Car Repairs



\$1,200

*estimated yearly expense

ADVERTISING / MARKETING

Marketing and advertising is very broad and could encompass anything from yard signs and flyers to business cards.



\$85



\$50



\$35

OPERATIONAL

Simple things like office supplies and utilities can add up and become a large factor in your operating budget.



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estimated at around

\$5,330

yearly

CAREER DEVELOPMENT

Continued learning and career development is an essential part of the real estate industry.



49%

OF AGENTS spend over

\$500

On Training & Education

