

## How Realtors Are Paid

**Sales Price: \$100,000.00**  
**x 6% Commission (paid by Seller) =**  
**\$6,000.00**

*then*

**Listing Office** and **Selling Office** Split the Commission

**Listing Office (sign in yard)**  
**\$3,000.00**

**Selling Office (writes offer)**  
**\$3,000.00**

*then*

**Realtor Associate Gets One/Half That Comes Into Their Office**

**Listing Realtor**  
**\$1,500.00**

**Selling Realtor**  
**\$1,500.00**

This is an example; all fees are subject to negotiation and can vary from transaction to transaction.