



Build For Your Future With eXp Commercial

Talk to your sponsor or apply
today at expcommercial.com/join-exp



eXp World Holdings, Inc.

Traded on NASDAQ as EXPI



eXp Realty

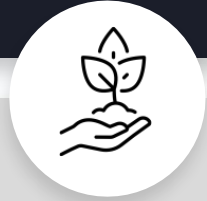
- ~ 90,000 agents
- 24 countries
- eXp Solutions



eXp Commercial

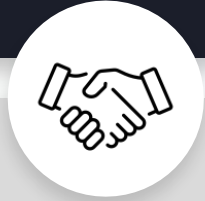
- ~ 800 agents
- Business advisory
- Corporate services
- Capital Markets & Finance

One Brokerage, Not a Franchise.



GROW

The place for entrepreneurs to grow personally and professionally with boundless opportunities.



OWN

A company built for agents, where everyone is an owner of their own business, brand and the brokerage they help to build.



BUILD COMMUNITY

A community of diverse experts that value collaboration, transparency and having fun.



INNOVATE

A company obsessed with the future to improve the present, constantly defining new business models and tools.



FIND YOUR FREEDOM

The financial model and the ability to choose where and when you do business to achieve your ultimate freedom.

“The model is setup in a way that wins for the agents and the company”

- Robert Creamer

Earn more with our competitive commission structure.

COMMISSION & CAP

80/20 commission split
\$20,000 cap

After capping, earn 100% commission for the remainder of the year.¹

¹\$250 capped transaction fee. Once capped transaction fees total \$5,000, the capped transaction fee is reduced to \$75.

STANDARD COSTS²

\$250 start-up fee

\$250/month cloud brokerage fee

\$250 transaction review fee³

\$100 risk management fee⁴

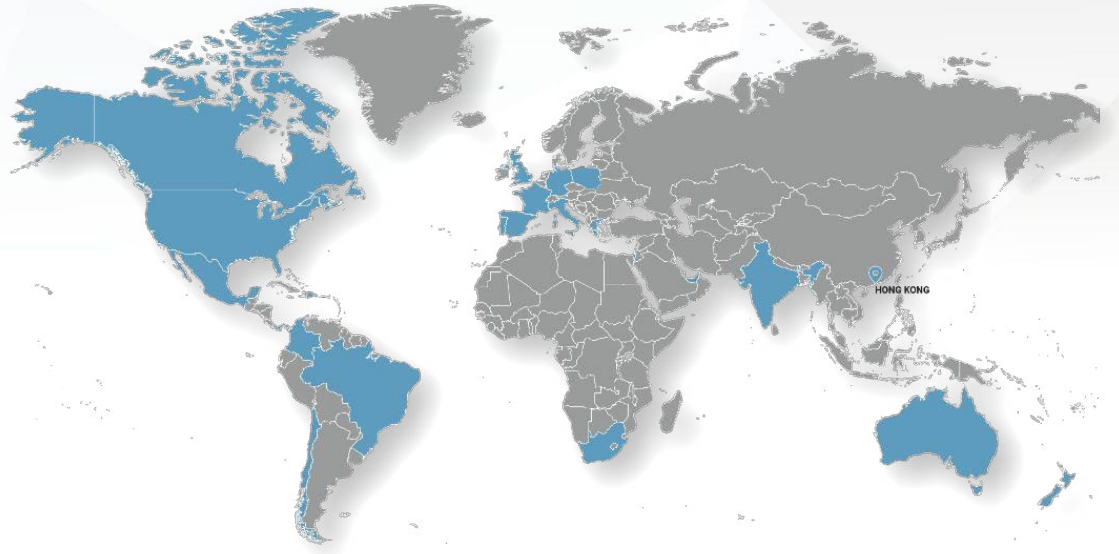
² U.S. compensation model.

³ Per transaction.

⁴ Per transaction and caps at \$1000.

The **largest** independent brokerage **on the planet**

- ▶ One brokerage with 24 international markets providing excellent growth opportunities for agents.
- ▶ Engage and share best practices across the company.
- ▶ Build teams across borders.
- ▶ Host and participate in daily, live online gatherings.
- ▶ Benefit from a powerful referral network.



 CURRENT LOCATIONS

exp[®]
COMMERCIAL

Grow your production with industry-leading technology included in your tech package

BUILDOUT

Buildout enhances your entire deal cycle by providing database, pipeline reporting, and back-office tools.

Moody's CRE

Moody's CRE empowers CRE professionals to make better decisions with class-leading workflow solutions and trusted, validated data.

BUSINESS BROKER CRM

Business Broker CRM is an all-in-one platform, designed specifically for business brokers, that provides integrated emails, listings manager, buyer portfolios, data rooms and more!

*Discounted technology tool

CRM is called Vertica for the business brokerage. It is a \$1000 set up fee and then \$49/month in addition.

BREVITAS*

Brevitas is your real estate marketplace and deal management platform, providing marketing efficiency, targeted engagement and collaborative deal management.

*Discounted technology tool
Brevitas is a dashboard tying all our technologies together.

REALNEX*

RealNex includes a CRM, investment and lease analysis engine, presentation builder, transaction management app and dynamic marketplace, all working together to drive transaction efficiency.

*Discounted technology tool
Realnex, is an additional \$70/month for the CRM and you lose Buildout. Or It is \$129/month for the Realnex CRM and you can keep Buildout.

Learn from industry-leading experts with world-class education programs

eXp Commercial Academy

The eXp Commercial Academy is a two-week exclusive training program for all eXp Commercial agents who have closed three or fewer transactions.

eXp Commercial Learning Center

The eXp Commercial Learning Center is available exclusively for eXp agents - residential or commercial for a one-time fee of \$249. The online, on-demand training includes more than 30 hours of in-depth training from one of the most recognized coaches in the industry.

Mentor Program

After agents graduate from the eXp Commercial Academy, they are paired with a seasoned mentor who will walk them through the deal-flow process and ensure they're ready to embark on a career of their own.

Product Specialty Committees

eXp Commercial offers product specialty committees for more than 10 product types. These committees exist to foster focused collaboration and education among our new and seasoned agents.

Engaging in your professional growth through partnerships with industry leaders



ICSC



CCIM



SIOR



NMHC



IREM



IBBA



MBA



CREF



**NAR
COMMERCIAL**



CREW



Explore unique opportunities to earn additional income streams

Equity Awards Through Incentive Program

\$200 of EXPI stock for first transaction closing

\$400 of EXPI stock when agents cap

\$400 of stock for directly attracting another agent after the agent closes their first transaction

Agent Equity Commission Program

Voluntarily enroll to receive 5% of commission in stock at a **10% discount**

~65% of agents and brokers participate in the program

ICON Award

Top agents receive up to **\$20,000** in stock upon the achievement of certain production and cultural goals within their anniversary year

Earn revenue share for attracting new agents to eXp

	eXpansion Share % of AGCI	eXponential Share % of AGCI	FLQA Count Needed
TIER 1	///	3.5%	0 - 4
TIER 2	.2%	3.8%	5 - 9
TIER 3	.1%	2.4%	10 - 14
TIER 4	.1%	1.4%	15 - 19
TIER 5	.1%	0.9%	19 - 24
TIER 6	.5%	2.0%	25 - 29
TIER 7	.5%	4.5%	30+

eXp agents can sponsor agents to join the company

Earn a percentage of revenue - eXp pays the revenue share, not the agent - when your sponsored agents close a transaction. Earn revenue share until your sponsored agent reaches their annual commission cap.

AGC = Adjusted Gross Commission Income

FLQA = Front-Line Qualifying Agent



5 Cappers Who Sponsor 5 Cappers: 1-2 yr plan

	Per Agent Revenue Share	Annual Revenue Share
Tier 1	Yr 1: 5 x up to \$3,500	\$17,500 / yr
Tier 2	Yr 2: 25 x up to \$4000	\$100,000 / yr
Tier 3	Here's A Proven Plan to achieve Up to \$117,500 Year/\$9,792 Month with 30 commercial agents who CAP Find Agents Selling \$2,500,000 x 4% market = \$100,000 GCI Or Agents Selling \$3,333,333 x 3% market = \$100,000 GCI	
Tier 4		
Tier 5		
Tier 6		
Tier 7		

10 Cappers Who Sponsor 10 Cappers: 2-3 yr plan

	Per Agent Revenue Share	Annual Revenue Share
Tier 1	Yr 1: 10 x up to \$3,500	\$35,000 / yr
Tier 2	Yr 2: 10 X 10 = 100 x up to \$4,000	\$400,000 / yr
Tier 3	Here's A Proven Plan to achieve Up to \$435,000 Year/\$36,250 Month with 110 commercial agents who CAP Find Agents Selling \$2,500,000 x 4% market = \$100,000 GCI Or Agents Selling \$3,333,333 x 3% market = \$100,000 GCI	
Tier 4		
Tier 5		
Tier 6		
Tier 7		



10 Cappers Who Sponsor 10 Cappers, who sponsor 1 capper: 2-5 yr plan

	Per Agent Revenue Share	Annual Revenue Share
Tier 1	Yr 1: 10 x up to \$3,500	\$35,000 / yr
Tier 2	Yr 2: 10 X 10 = 100 x up to \$4,000	\$400,000 / yr
Tier 3	Yr 3: 100 X 1 = 100 x up to \$2,500	\$250,000 / yr

**Here's A Proven Plan to achieve
Up to \$685,000 Year / \$57,083 Month**

***Rock The Comma with 210 commercial agents who CAP**

Agents Selling \$2,500,000 x 4% market = \$100,000 GCI

Agents Selling \$3,333,333 x 3% market = \$100,000 GCI



We're proud to offer **eXp Healthcare**, providing our U.S. agents and their families high-quality and affordable group health insurance

Save money, improve your provider network, and decrease your out-of-pocket costs, plus our concierge service is happy to help with all your scheduling needs.

Incredible coverage with low copays, mental health coverage and the ability to add on vision, dental, critical illness, and accident coverage

Affordable monthly premiums, limited out-of-pocket maximum, and \$0 deductible plans available

Many plans have an Open Network that allows for access to the best doctors in the country



Care Coordination service

Our team will work to help you find lower cost, high quality providers for labs, imaging, and major procedures.



Expanded PPO network

Plans are part of nationwide PPO networks so you can have broad access to providers.



Save money, each and every month

With a variety of healthcare solutions, we provide you with high-quality healthcare at an affordable rate



\$0 Telemedicine

Get healthcare from the comfort of your own home 24/7 with \$0 telemedicine visits.



Mental health care included

Mental health matters – that's why eXp Agent Healthcare is partnering with Talkspace. Included with all plans.



Low cost prescriptions

Our plans offer competitive prescription pricing, patient prescription programs to help with specialty medications, and some plans even have \$0 generics



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Please note the information presented in this deck is subject to change at anytime.

