



May 1, 2024

REvenue Share 2.0

FAQs

What are the recent changes to the eXp Revenue Share model?

We're excited to announce enhancements to our Revenue Share model that are designed to simplify the process, increase transparency and boost agent earning potential. These features are effective May 9 for the U.S. and Canada.

Elimination of SRS Buffer: We have removed the Sustainable Revenue Share (SRS) buffer to simplify the revenue share calculations and make your earnings more transparent.

FLQA Requirement Reduction: The Front Line Qualifying Agent (FLQA) requirements for levels 2-6 are reduced, increasing eligibility for more agents to earn revenue share.

Introduction of the "Pay Now" Feature (U.S. only): This new feature allows you to instantly cash out your revenue share earnings for a \$1 intro transaction fee.

New Fast Start Attraction Bonus for Sponsors: Starting July 1, sponsors will receive a 50% revenue share pool payout (5% of GCI) for an agent's first year at eXp to encourage community growth.

Why was the SRS Buffer eliminated?

The SRS Buffer was identified as a source of confusion based on agent feedback. Removing it aims to clarify the earnings calculation process, ensuring you have a clear understanding of your potential earnings.

How does reducing the FLQA requirements benefit eXp agents??

Lowering the FLQA requirements makes the revenue share model more accessible and inclusive, allowing more agents to qualify for earnings. This change is intended to broaden earning opportunities across our agent community and increase flexibility within our network.



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What is the “Pay Now” feature and how does it work?

The “Pay Now” feature (U.S. only) allows you to instantly access your revenue share earnings for a minimal intro fee of \$1 per transaction. This feature provides you with greater control over your finances by enabling immediate cash-outs when needed. For more information, please see this set of [Frequently Asked Questions](#).

What is the new incentive for sponsors?

Upline sponsors will now receive the equivalent of 50% of the revenue share pool for an agent’s first year at eXp. This incentive is designed to reward those who help expand our community by bringing in new agents.

Why are these changes being implemented?

These updates are a direct response to feedback from our agents and an ongoing commitment to enhance the agent experience at eXp. By simplifying the revenue share process and enhancing transparency, we aim to create a more rewarding and equitable environment for all agents.

How do these changes impact my earning potential at eXp?

The modifications to the revenue share model, including the elimination of the SRS buffer and the reduction of FLQA requirements, are designed to increase your earning potential. Additionally, the new “Pay Now” feature and sponsor incentives further enhance your ability to earn and receive your revenue share more efficiently.

I still have questions, who can I speak to?

We are happy to help! To enable us to streamline further inquiries, please go to MyeXp on your computer and click the blue Need Help button, then choose Rev Share to enter a help ticket. This



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will allow us to properly intake your request and get back to you quickly. Also feel free to send an email to Revshare@exprealty.net. You can review our [one-page guide](#) for a high-level overview.

How can I use this information to drive my growth efforts?

We encourage all agents to build your teams NOW! We are here to help, and have developed a toolkit to assist you in articulating this value proposition. Additionally, you may contact your Growth Team at:

- U.S.: growth.team@exprealty.net
- Canada: cdngrowth@exprealty.net
- Global: globalsupport@exprealty.net