
— INTERACTIVE WORKSHEET —

THE \$27,000 QUESTION

What is your brokerage actually costing you? Most agents have never done this math. This worksheet walks you through it in under 10 minutes.

\$27K+

Potential annual difference · 10 deals · \$500K avg · 2.5% commission

4 PAGES

Fill-in worksheet

10 MIN

To complete

2 PLANS

Compared for you

— STEP 1

YOUR PRODUCTION

Start with your last 12 months. If you don't have exact numbers, use your best estimate.

Annual deals closed

How many transactions did you close in the last 12 months?

Average sale price

Rough average across all your deals

Your commission rate

Typically 2.5%–3% on your side

Your Gross Commission Income (GCI)

Deals x Avg Price x Commission Rate

— STEP 2

WHAT YOUR BROKERAGE ACTUALLY COSTS

Add up everything — not just the split. Include all recurring charges.

Your current brokerage

Name of your brokerage

Your agent split

e.g., 70%, 80%, etc.

Commission paid to brokerage

GCI x (100% minus your split)

Franchise / royalty fee

Some brokerages charge 3%–8% before your split

Monthly desk fee x 12

\$0 if none. Many charge \$100–\$500/mo

Monthly tech / platform fee x 12

CRM, website, tools charged by brokerage

Per-transaction fees

Fee per deal x number of deals

E&O / insurance

Annual E&O charged by brokerage

— STEP 3

LPT REALTY — YOUR NUMBERS

Plug your GCI and deal count from Step 1 into both plans below.

PLAN A · 100% COMMISSION

BUSINESS BUILDER

Your GCI same as Step 1

Flat fee (\$500/deal, max \$5K)
\$500 x your deals, capped at \$5,000 _____

Transaction fee (\$195/deal)
\$195 x your deals _____

Annual fee \$500

Desk / tech / CRM fees \$0 included

Total LPT Cost (BB) _____

PLAN B · REVENUE SHARE UNLOCKED

BROKERAGE PARTNER

Your GCI same as Step 1

20% split (max \$15K)
GCI x 20%, capped at \$15,000 _____

Transaction fee (\$195/deal)
\$195 x your deals _____

Annual fee \$500

Desk / tech / CRM fees \$0 included

Total LPT Cost (BP) _____

Which plan is better for you? Business Builder maximizes per-deal take-home. Brokerage Partner unlocks HybridShare — a 7-tier revenue share that pays you when agents in your network close deals. The right plan depends on your goals. You can switch once per anniversary year.

— STEP 4

THE GAP

A. Your current brokerage total cost (from Step 2) _____

B. LPT Realty cost — better plan for you (from Step 3) _____

Your Annual Difference (A minus B) \$ _____

This is what you'd keep — same production, same clients

— WHAT THIS DOESN'T INCLUDE

THE NUMBER ABOVE IS CONSERVATIVE

Your calculation only covers the direct fee comparison. Here's what it doesn't factor in:

NOT INCLUDED IN YOUR CALCULATION

- **HybridShare income** — revenue share from agents in your network (Brokerage Partner only)
- **\$11K+ in included tools** — Lofty CRM, Dotloop, Listing Power Tools, and more at no extra cost
- **Stock ownership** — LPTA ticker reserved on Nasdaq; agents earn stock grants
- **TPL Collective support** — AI tools, coaching, community, and media engine (when you join through us)

21K+

Agents

\$23.6B

Volume Submitted

#2

Deloitte Fast 500

50

States

— NEXT STEP

WANT THE EXACT NUMBER?

This worksheet gives you a solid estimate. For the precise, personalized comparison — including HybridShare projections and a side-by-side PDF report — book a 15-minute call with Joe.

BOOK A FREE STRATEGY CALL

No pressure. No pitch. Just your numbers, side by side.

calendly.com/discovertpl

Or visit tplcollective.ai to see the full fee breakdown, comp plan details, what TPL Collective provides, and who's already made the move.