

Teams at Real

How Teams are Defined at Real

STANDARD TEAM

You are a standard team if you have a signed team agreement on file with Real with 10% going to the team lead and 15% going to Real.

There is a minimum production requirement of \$5M in last-twelve-months closed volume. In addition, both the team leader and team members must have signed team agreements on file with Real with the commission breakouts for each team member clearly defined.

Each team member can be on a \$6,000 cap. Team members are not eligible for Elite status if they are on a ½ cap.

DOMESTIC TEAM

A domestic team is a domestic or married couple or sharing a cap. You will share a single rev share and equity position and one Chime account if you choose to opt in. The max number of people who can be a domestic team is 2 people.

MARKETING GROUP

(A.K.A. GROUP)

A marketing group is a group of one or more agents who are working together under the same marketing name, but everyone is on a full \$12,000 cap. The group may be sharing a marketing name, they may refer transactions to each other within the group, but they have no formal team agreement, they are not subject to the minimum production. Everyone has their own rev share position.

When reaching out to support or speaking with accounting it is important to reference the correct terminology so we know how to best assist you. If you are operating as a team, but we do not have a team agreement on file signed by you AND the team members, please reach out to support@joinreal.com so we can send the team agreement to you and help get this resolved.

FAQ'S

Can we be a team with a single cap even though we are not related? It's my business partner & I.

No. Have 2 positions, form an LLC if it is allowed in your state. Help show the agents the power of 2 individual positions in the company.

How much in transaction fees does a ½ capper team member pay after they have paid their \$6,000?

\$285 after the ½ cap is paid.

Does the \$285 fee ever go away for a ½ capper?

If the team member pays an additional \$6,000 in capped transaction fees then their fee will drop to \$129.

What are the fees when the Team Lead hits Elite and the Team Member has hit their ½ cap?

Elite Team Lead pays \$129 proportionally, Team member pays \$285 proportionally (ie - transaction is split 50/50 between Team Lead & Team Member on a transaction. The Team Lead pays \$64.50 and the Team Member pays \$142.50).

We are a Domestic Team. We have one cap. What are our transaction fees after we achieve Elite?

The fees will drop to \$129.

Do the fees ever go to \$0?

No.