

Commission and Photography Reimbursement Policies

Effective immediately, all agents at Weichert Realtors, Cornerstone are expected to adhere to the following company policy regarding listing commissions and photography reimbursement.

Commission Policy:

1. Standard Listing Commission:

- The minimum commission for any listing must be **2.5% or more**, plus the following fees:
 - \$399.00 (administrative fee)
 - \$325.00 (conveyancing fee)

2. Cooperating Compensation:

- For transactions involving cooperating compensation, the total commission must be **5% or more** plus the following fees:
 - \$399.00 (administrative fee)
 - \$295.00 (conveyancing fee)

3. Minimum Commission for Listings Below \$100,000:

- For properties listed below \$100,000, the minimum total commission is set at **\$5,000**:
 - \$2,500 per side of the transaction.

4. Commission Approval:

- Any commission rate lower than **2.5%** must receive prior approval from a manager. Failure to do so will result in the agent owing company dollar on the transaction unless otherwise approved by the manager.

5. Personal Transactions:

- When selling your **primary residence**, you are permitted to waive the commission and earn zero commission on the sale.
- For all other personal real estate transactions, including investment properties or flipped homes, the standard commission structure outlined above applies.
- Any commission less than **2.5%** on these transactions will be subject to company dollar unless explicitly approved by a manager.

6. Friends and Family:

- There are no friends and family discounts within our commission schedules.
- Agents may waive part or all of their own commission after the company dollar portion has been paid.
- Management approval is required for any commission waivers.

Photography Reimbursement Policy:

- **Photography reimbursement requests** must be submitted with the transaction file at the time of closing.
 - **Reimbursement requests submitted after the commission has been paid will not be honored.**
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Please ensure that all commissions and reimbursement requests follow these guidelines. If you have any questions or require clarification, feel free to reach out to your manager for further assistance.