



eXp Enterprise

Revenue Share Reporting Review

June 2017

Revenue Share

We've transitioned revenue share tracking, calculation, payment and reporting from GURU to eXp Enterprise.

Here's what you need to know:

- You will now sign into eXp Enterprise to view your info
- Go to <http://www.expenterprise.com>
- Use your eXp Google Account to sign in
- You will always have access to your data
- For now we will generate revenue share payments monthly
- Over time we want to offer quicker turnaround
- We will continuously make this better with your help



Overview

Revenue Share





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Welcome to Your eXp Enterprise Dashboard

eXp Realty agents and brokers are working together to build businesses, build and enhance brands, increase profitability, reduce overhead and risk, and achieve bold career and life goals, all while establishing a direct ownership interest in eXp Realty International Corporation as a shareholder and partner.

eXp Enterprise allows you to manage your account and connect with other eXp Realty agents and brokers, track your equity program enrollment and awards, and contact support to ask a question. eXp Enterprise will soon run much more of your eXp brokerage experience and we invite you to bookmark eXpEnterprise.com and visit frequently.

Social Media Disclosure

Investors and others should note that we announce material financial information to our investors using this investors website, SEC filings, press releases, public conference calls and webcasts. We also use social media to communicate with our subscribers and the public about our company, our services and other issues. It is possible that the information we post on social media could be deemed to be material information. Therefore, we encourage investors, the media, and others interested in our company to review the information we post on the U.S. social media channels listed below. This list may be updated from time to time.

- The eXp Realty YouTube Channel
- The eXp Realty Facebook Page
- The eXp Realty Investor Relations Facebook Group
- The eXp Realty Investor Relations Twitter Feed



Feedback

Agents Pending Approval

ID Name Email

Search Reset

View Approve Deny

ID ▲	Name	Email	Phone
5478	Dashawn Edwards		(540) 842-6519

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Revenue Share Overview

View your revenue shares details

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Monthly overview

 Status

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ID	Status	Month	Year	Earnings	Last update
7867	Open	June	2017	5,091.40	6/20/2017, 8:59 PM
7866	Open	May	2017	6,763.67	6/20/2017, 8:59 PM
Total				11,855.07	

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ID	Status	Earnings	Last update
7867	Open	5,091.40	6/20/2017, 8:59 PM
7866	Open	6,763.67	6/20/2017, 8:59 PM
Total		11,855.07	

Status indication for the full period, this status depends on the revenue share records included in this period.

Meaning of different statuses:

- Open: Will be set when the period is still open and revenue share records might still be added. This will only change after the payment will be initiated.

- Payment Partially Initiated: Will be set when a part of the revenue share records for this period have been added to a payment batch and initiated for payment by accounting.

- Payment Initiated: The status after the accounting team has initiated all of the records in this period for payment.

- Partially Paid: Will be set when a part of the revenue share records have been processed for payment.

- Paid: This status will be set when all revenue share records in this period have been processed for payment.

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ID Status

7867 Open

7866 Open

Revenue Share Period Details

ID	Start Date
7867	6/1/2017
Status	End Date
Open	6/30/2017
Total Amount	Last Updated Date/Time
5091.40	6/20/2017, 9:33 PM

Details (Generating Agents)

Agent

Search

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Agent

Revenue Share Earned

	205.80
	143.68
	465.14
	122.56
	681.32
	402.51
	15.58
	6.13
	1,193.86
	90.42
	152.75
	3.84

Search

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Last update

6/20/2017, 9:33 PM

6/20/2017, 9:33 PM

Feedback

Revenue Share

View your revenue shares details

Revenue Share Period Details

ID	Start Date
7867	6/1/2017
Status	End Date

Generating Agent Revenue Record Details

ID 33448

Generating Agent [Name]

Total Amount 1,193.86

Revenue Share Records

Search

View

1 to 1 of 1

ID	Status	Level	FLQR	Company Commission	Agent Split Before Expenses	Rev. Share %	Amount	
42068	Calculated	3	18	6,727.72	33638.62	12.50	840.97	
							Total	840.97

Close

Denise Sawyer	15.58
Dianne Richardson	6.13
Dominic Mason	1,193.86
JAYNE GLUCK	90.42
John Morehead	152.75
Joie Boykins	3.84

Revenue Share Details



ID	47428
Status	Calculated
Generating Agent	29
Generating Agent Transaction Share %	100.00
Receiving Agent	50
Receiving Agent Eligible	Eligible (System Production Benchmark Override)
Level	3
Details	
FLQR	18
Total Agents Directly Sponsored	19
Details	
Company Commission	2823.15
eXpansion Share %	0.50
eXponential Share %	12.00
Revenue Share %	12.50
Amount	352.89

Feedback

Downline Agents (used for FLQR determination)

Search	1 to 18 of 18
Agent	▲ Eligible ▲

Revenue Share Details



Downline Agents (used for FLQR determination)

1 to 18 of 18

Agent

▲ Eligible ▲

Eligible

Eligible

Eligible

Eligible

Eligible

Eligible (System Production Benchmark Override)

Eligible (System Production Benchmark Override)

Eligible

Eligible (System Production Benchmark Override)

Eligible (System Production Benchmark Override)

Eligible

Eligible

Eligible (New Agent)

Eligible (System Production Benchmark Override)

Eligible (New Agent)

Eligible

Eligible

Eligible

Sponsor tree from Receiving Agent down to Generating Agent

Feedback

Revenue Share

View your revenue shares details

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Monthly overview

Status

View Details

ID Status

2316 Open

1875 Open

902 Open

638 Open

7011 Open

Revenue Share Period Details

All Revenue Share Records in Batch

Search **View** Export to Excel

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ID	Status	Agent	Le	FLQR	Company Commissi	Agent Split Before Expenses	Rev. Share %	Amount
54186	Calculat...	1064 R..	3	18	1862.23	9311.17	12.50	232.78
53329	Calculat...	1089 A..	4	18	1400.00	7000.00	7.50	105.00
53394	Calculat...	1089 A..	4	18	1344.00	6720.00	7.50	100.80
47407	Calculat...	130 M...	2	18	1817.98	9089.90	20.00	363.60
46902	Calculat...	2106 S...	7	18	240.00	1200.00	2.50	6.00
48195	Calculat...	2106 S...	7	18	1775.00	8875.00	2.50	44.38
49641	Calculat...	2106 S...	7	18	1399.50	6997.50	2.50	34.99
42243	Calculat...	221 D...	3	18	1640.29	8201.45	12.50	205.04
53488	Calculat...	221 D...	3	18	1579.77	7898.85	12.50	197.47
47967	Calculat...	251 Jo...	1	18	872.83	4364.16	17.50	152.75
42068	Calculat...	290 D...	3	18	6727.72	33638.62	12.50	840.97
47428	Calculat...	290 D...	3	18	2823.15	14115.76	12.50	352.89
45460	Calculat...	2911 K..	2	18	715.05	3575.25	20.00	143.01
52610	Calculat...	293 Al...	3	18	1149.42	5747.08	12.50	143.68
42123	Calculat...	330 N...	5	18	1948.80	9744.00	0.50	9.74
44067	Calculat...	4305 J...	5	18	767.46	3837.29	0.50	3.84
54398	Calculat...	4348 A..	2	18	2325.70	11628.50	20.00	465.14
50668	Calculat...	4510 P..	3	18	698.69	3493.43	12.50	87.34
47203	Calculat...	4557 A..	2	18	2230.50	11152.50	20.00	446.10

Search Reset

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Last update

6/20/2017, 8:32 PM

6/20/2017, 8:32 PM

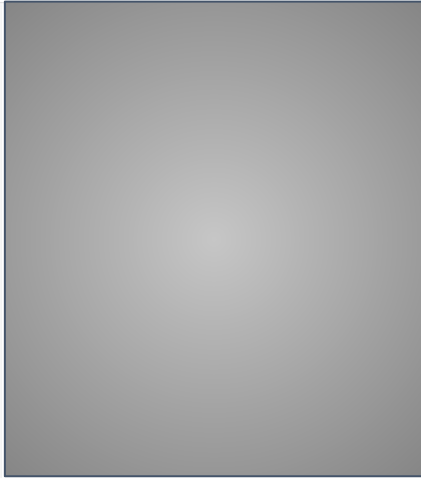
6/20/2017, 8:32 PM

6/20/2017, 8:32 PM

6/20/2017, 8:32 PM

Revenue Share Details

x



Eligible
Eligible (System Production Benchmark Override)
Eligible (System Production Benchmark Override)
Eligible
Eligible (System Production Benchmark Override)
Eligible (System Production Benchmark Override)
Eligible
Eligible
Eligible (New Agent)
Eligible (System Production Benchmark Override)
Eligible (New Agent)
Eligible
Eligible
Eligible

Feedback

Sponsor tree from Receiving Agent down to Generating Agent



Dates

Calculated on 6/19/2017, 9:39 PM

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Revenue Share Period Details

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49928	Calculat...	4557 A..	2	18	1176.11	5880.53	20.00	235.22
43342	Calculat...	4713 R..	6	18	770.87	3854.35	2.50	19.27
51125	Calculat...	5171 A..	3	18	980.48	4902.38	12.50	122.56

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Last update

6/20/2017, 8:32 PM

6/20/2017, 8:32 PM

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View your revenue shares details

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ID	Status
2316	Open
1875	Open
902	Open
638	Open
7011	Open

Revenue Share Period Details

Search **View** **Export to Excel**

ID	Status	Agent	Le	FLQR				
54186	Calcul...	1064 R...	3	18				
53329	Calcul...	1089 A...	4	18				
53394	Calcul...	1089 A...	4	18				
47407	Calcul...	130 M...	2	18				
46902	Calcul...	2106 S...	7	18				
48195	Calcul...	2106 S...	7	18				
49641	Calcul...	2106 S...	7	18				
42243	Calcul...	221 D...	3	18				
53488	Calcul...	221 D...	3	18				
47967	Calcul...	251 Jo...	1	18				
42068	Calcul...	290 D...	3	18				
47428	Calcul...	290 D...	3	18	2823.15	14115.76	12.50	352.89
44607	Calcul...	4303 J...	3	18	787.40	3057.23	0.50	3.04
54398	Calcul...	4348 A...	2	18	2325.70	11628.50	20.00	465.14
50668	Calcul...	4510 P...	3	18	698.69	3493.43	12.50	87.34
47203	Calcul...	4557 A...	2	18	2230.50	11152.50	20.00	446.10
49928	Calcul...	4557 A...	2	18	1176.11	5880.53	20.00	235.22
43342	Calcul...	4713 R...	6	18	770.87	3854.35	2.50	19.27
51125	Calcul...	5171 A...	3	18	980.48	4902.38	12.50	122.56

Save As dialog box showing file selection in Downloads folder. File name: export_grid_22b990f1-6e24-4ff0-9934-6add81fa499e. Save as type: Microsoft Excel 97-2003 Worksheet.

Make sure you allow pop-ups!

Payments

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Monthly overview | Payment Batches | Eligibility

Monthly overview

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ID	Status	Month	Year	Earnings	Last update
3450	Payment Initiated	June	2017	395.33	6/21/2017, 10:05 PM
				Total	
				395.33	

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Monthly overview **Payment Batches** Eligibility

Payment Batches

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ID	Total amount	Payment Initiated On
1	11.48	4/21/2017
13	64.29	6/9/2017
14	64.29	6/20/2017
15	0.00	6/21/2017
16	395.33	6/21/2017
Total		535.37

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Payment Batches

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ID	Total amount	Payment Initiated On
1	11.48	4/21/2017
13	64.29	6/9/2017
14	64.29	6/20/2017
15	0.00	6/21/2017
16	395.33	6/21/2017
Total		535.37

Feedback

Revenue Payment Batch Details

ID: 16 Total Amount: 395.33

Details (Per Generating Agent)

Agent

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Agent	Revenue Share Earned
Total	

All Revenue Share Records in Batch

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ID	Status	Agent	Le	FLQR	Company Commission	Agent Split Before Expenses	Rev. Share %	Amount	Payment Initiated On	Paid On
1157	Payment Initiated		1	15	1275.00	6375.00	17.50	223.13	6/21/2017	
1161	Payment Initiated		1	15	984.00	4920.00	17.50	172.20	6/21/2017	
Total								395.33		

Feedback

Recap

- This is the first of many revenue share disbursements from eXp Enterprise
- It's definitely different from what you saw before.
- Go to <http://www.expenterprise.com>, sign in with your eXp Google Account, and review your details and explore the numbers.
- You have access to a lot of detail by "drilling down".
- You always have access, but only see revenue share once it's processed.
- We'll keep making it better, but need your input for that to happen. Use the feedback form or email enterprise@exprealty.com to help us make it better.
- Much more to come!

