

Savings Calculations When Comparing SmallBroker.com to Competing Listing Realtors That List at 6%

Compared to 6% Listings (3% to Listing Broker + 3% to Buyer Broker)

Compare SmallBroker Basic Listing Plan to Other MLS Brokers at 6%

	<u>Sale Price</u>	<u>Savings \$</u>	<u>Savings %</u>	Cost SmallBroker Basic Plan		Cost Other MLS Broker at 6%	
				Our Full Service Plan	3% MLS Buyer-Broker Co-op	Listing Broker 3% to list	3% MLS Buyer-Broker Co-op
\$	100,000	\$ 2,000	33%	\$ 1,000	\$ 3,000	\$ 3,000	\$ 3,000
\$	150,000	\$ 3,500	39%	\$ 1,000	\$ 4,500	\$ 4,500	\$ 4,500
\$	200,000	\$ 5,000	42%	\$ 1,000	\$ 6,000	\$ 6,000	\$ 6,000
\$	250,000	\$ 6,500	43%	\$ 1,000	\$ 7,500	\$ 7,500	\$ 7,500
\$	300,000	\$ 8,000	44%	\$ 1,000	\$ 9,000	\$ 9,000	\$ 9,000
\$	350,000	\$ 9,500	45%	\$ 1,000	\$ 10,500	\$ 10,500	\$ 10,500
\$	400,000	\$ 11,000	46%	\$ 1,000	\$ 12,000	\$ 12,000	\$ 12,000
\$	500,000	\$ 14,000	47%	\$ 1,000	\$ 15,000	\$ 15,000	\$ 15,000
\$	600,000	\$ 17,000	47%	\$ 1,000	\$ 18,000	\$ 18,000	\$ 18,000
\$	700,000	\$ 20,000	48%	\$ 1,000	\$ 21,000	\$ 21,000	\$ 21,000

Disclaimer: Trademark Real Estate and its affiliates cannot guarantee savings or time on market as these depend on the Seller's pricing, condition of home, market conditions, competition amongst Realtors and many other variables beyond our control!

	Our SB Flat Fees	3% MLS Buyer-Broker Co-op	Listing Broker 6% to list	3% MLS Buyer-Broker Co-op
Assumed Commissions for MLS Buyer-Broker Co-op and Listing Broker's fee	variable	3%	3%	3%

Savings Calculations When Comparing SmallBroker.com to Competing Listing Realtors That List at 5%

Compared to 5% Listings (2% to Listing Broker + 3% to Buyer Broker)

Compare SmallBroker Basic Listing Plan to Other MLS Brokers at 5%

	Sale Price	Months to Sell	Savings \$	Savings %	Cost SmallBroker Basic Plan		Cost Other MLS Broker at 5%	
					Our Full Service Plan	3% MLS Buyer-Broker Co-op	Listing Broker 2% to list	3% MLS Buyer-Broker Co-op
\$	100,000	up to 12	\$ 1,000	20%	\$ 1,000	\$ 3,000	\$ 2,000	\$ 3,000
\$	150,000	up to 12	\$ 2,000	27%	\$ 1,000	\$ 4,500	\$ 3,000	\$ 4,500
\$	200,000	up to 12	\$ 3,000	30%	\$ 1,000	\$ 6,000	\$ 4,000	\$ 6,000
\$	250,000	up to 12	\$ 4,000	32%	\$ 1,000	\$ 7,500	\$ 5,000	\$ 7,500
\$	300,000	up to 12	\$ 5,000	33%	\$ 1,000	\$ 9,000	\$ 6,000	\$ 9,000
\$	350,000	up to 12	\$ 6,000	34%	\$ 1,000	\$ 10,500	\$ 7,000	\$ 10,500
\$	400,000	up to 12	\$ 7,000	35%	\$ 1,000	\$ 12,000	\$ 8,000	\$ 12,000
\$	500,000	up to 12	\$ 9,000	36%	\$ 1,000	\$ 15,000	\$ 10,000	\$ 15,000
\$	600,000	up to 12	\$ 11,000	37%	\$ 1,000	\$ 18,000	\$ 12,000	\$ 18,000
\$	700,000	up to 12	\$ 13,000	37%	\$ 1,000	\$ 21,000	\$ 14,000	\$ 21,000

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	Our SB Flat Fees	3% MLS Buyer-Broker Co-op	Listing Broker 5% to list	3% MLS Buyer-Broker Co-op
Assumed Commissions for MLS Buyer-Broker Co-op and Listing Broker's fee	variable	3%	2%	3%

Savings Calculations When Comparing SmallBroker.com to Competing Listing Realtors That List at 4%

Compared to 4% Listings (1% to Listing Broker + 3% to Buyer Broker)

Compare SmallBroker Basic Listing Plan to Other MLS Brokers at 4%

	Sale Price	Months to Sell	Savings \$	Savings %	Cost SmallBroker Basic Plan		Cost Other MLS Broker at 4%	
					Our Full Service Plan	3% MLS Buyer-Broker Co-op	Listing Broker 1% to list	3% MLS Buyer-Broker Co-op
\$	100,000	up to 12	\$ -	0%	\$ 1,000	\$ 3,000	\$ 1,000	\$ 3,000
\$	150,000	up to 12	\$ 500	8%	\$ 1,000	\$ 4,500	\$ 1,500	\$ 4,500
\$	200,000	up to 12	\$ 1,000	13%	\$ 1,000	\$ 6,000	\$ 2,000	\$ 6,000
\$	250,000	up to 12	\$ 1,500	15%	\$ 1,000	\$ 7,500	\$ 2,500	\$ 7,500
\$	300,000	up to 12	\$ 2,000	17%	\$ 1,000	\$ 9,000	\$ 3,000	\$ 9,000
\$	350,000	up to 12	\$ 2,500	18%	\$ 1,000	\$ 10,500	\$ 3,500	\$ 10,500
\$	400,000	up to 12	\$ 3,000	19%	\$ 1,000	\$ 12,000	\$ 4,000	\$ 12,000
\$	500,000	up to 12	\$ 4,000	20%	\$ 1,000	\$ 15,000	\$ 5,000	\$ 15,000
\$	600,000	up to 12	\$ 5,000	21%	\$ 1,000	\$ 18,000	\$ 6,000	\$ 18,000
\$	700,000	up to 12	\$ 6,000	21%	\$ 1,000	\$ 21,000	\$ 7,000	\$ 21,000

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	Our SB Flat Fees	3% MLS Buyer-Broker Co-op	Listing Broker 4% to list	3% MLS Buyer-Broker Co-op
Assumed Commissions for MLS Buyer-Broker Co-op and Listing Broker's fee	variable	3%	1%	3%

Savings Calculations When Comparing SmallBroker.com to Competing Listing Realtors That List at 7%

Compared to 7% Listings (4% to Listing Broker + 3% to Buyer Broker)

Compare SmallBroker Basic Listing Plan to Other MLS Brokers at 7%

	<u>Sale Price</u>	<u>Savings \$</u>	<u>Savings %</u>	Cost SmallBroker Basic Plan		Cost Other MLS Broker at 7%	
				Our Full Service Plan	3% MLS Buyer-Broker Co-op	Listing Broker 4% to list	3% MLS Buyer-Broker Co-op
\$	100,000	\$ 3,000	43%	\$ 1,000	\$ 3,000	\$ 4,000	\$ 3,000
\$	150,000	\$ 5,000	48%	\$ 1,000	\$ 4,500	\$ 6,000	\$ 4,500
\$	200,000	\$ 7,000	50%	\$ 1,000	\$ 6,000	\$ 8,000	\$ 6,000
\$	250,000	\$ 9,000	51%	\$ 1,000	\$ 7,500	\$ 10,000	\$ 7,500
\$	300,000	\$ 11,000	52%	\$ 1,000	\$ 9,000	\$ 12,000	\$ 9,000
\$	350,000	\$ 13,000	53%	\$ 1,000	\$ 10,500	\$ 14,000	\$ 10,500
\$	400,000	\$ 15,000	54%	\$ 1,000	\$ 12,000	\$ 16,000	\$ 12,000
\$	500,000	\$ 19,000	54%	\$ 1,000	\$ 15,000	\$ 20,000	\$ 15,000
\$	600,000	\$ 23,000	55%	\$ 1,000	\$ 18,000	\$ 24,000	\$ 18,000
\$	700,000	\$ 27,000	55%	\$ 1,000	\$ 21,000	\$ 28,000	\$ 21,000

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	Our SB Flat Fees	3% MLS Buyer-Broker Co-op	Listing Broker 7% to list	3% MLS Buyer-Broker Co-op
Assumed Commissions for MLS Buyer-Broker Co-op and Listing Broker's fee	\$1,000	3%	4%	3%