FREE GUIDE

Revenue Share vs. Traditional Commission Splits

The model a brokerage uses shapes what you take home. Here's how the main models differ and how to compare them with your own numbers.



Traditional commission split

The brokerage keeps a percentage of every commission, for example 70/30. Some splits improve as you produce more. The more you sell, the more the brokerage earns, often with no ceiling.

Flat fee per file with an annual cap

You pay a set fee each time you close, and those fees stop once you hit a yearly cap. After the cap, you keep 100%. This is the model Kap Rate Living uses. See our plans.

Revenue share

On top of your own earnings, you can earn a share of the brokerage's revenue when agents you bring in close deals. At Kap Rate Living it runs three levels: 25%, 10% and 5% of file fees. How our revenue share works.

Run your own numbers

- ✓ Write down last year's closed transactions and your average commission.
- ✓ Under a split: multiply total commission by the brokerage's percentage.
- ✓ Under a capped plan: multiply fee per file by your deals, stop at the cap, then add the AI tech fee for each transaction.
- ✓ Add the monthly fees and tools you'd pay for separately, like marketing, a CRM, transaction software and E&O.
- ✓ Compare the total cost, not just the headline split.

Don’t count on revenue share income in your math. Treat it as possible upside, not a guarantee.