



An Introduction to

eXp Commercial

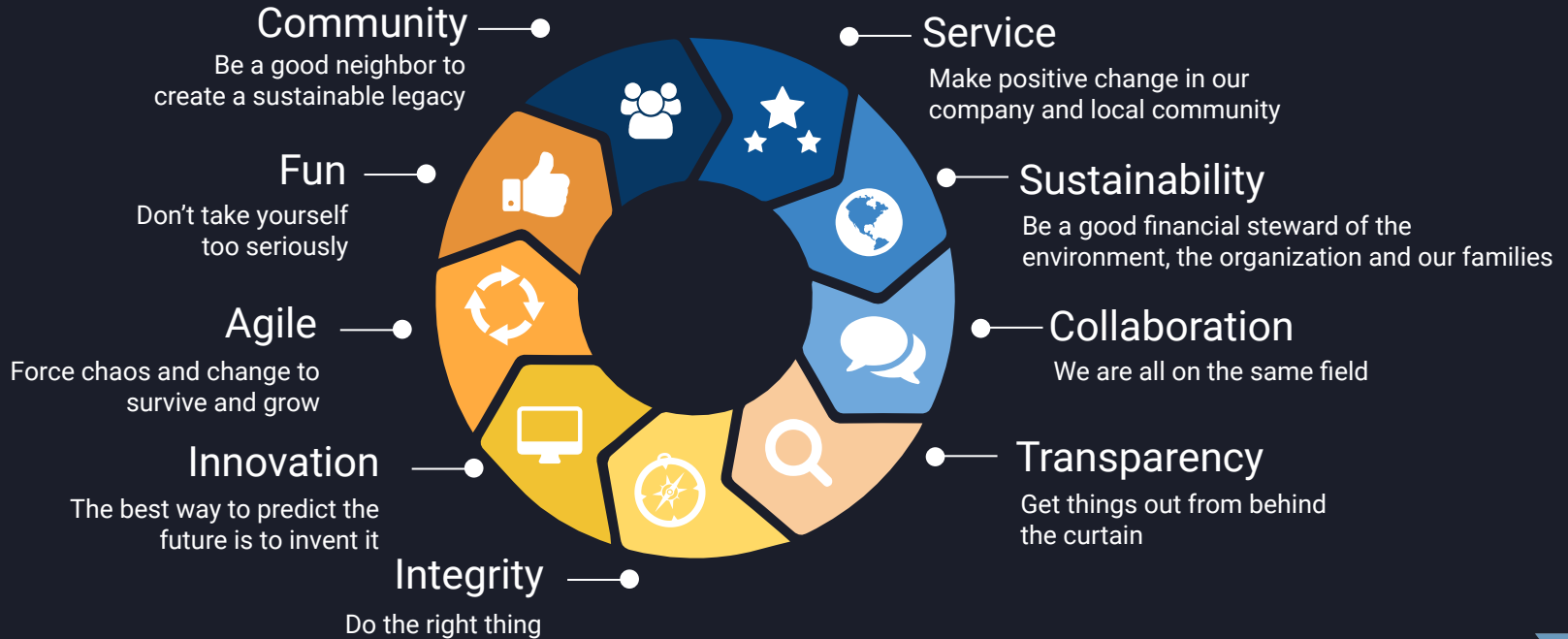
Get More From Your Commercial Real Estate Brokerage

expcommercial.com

eXp Commercial is Built For:



eXp Core Values



Unique Model Incentivizes Agents and Brokers

eXp can scale its business very quickly by incentivizing and empowering all agents and brokers



One Brokerage, Not a Franchise

eXp World Holdings is one international company changing the industry

Typical Franchise



Costly Overhead
Franchise and Desk Fees



Locally Confined
Smaller Referral Network



Inconsistent Growth Incentives
Minimal Opportunities for Ownership



Limited Technology & Support
Few Tools and Support Resources

eXp Model



Cloud Campus Environment
No Desk Fees and Work From Anywhere



Live Training
50+ Hours Weekly Online Training



Real-time Support
Specialized Support Teams Ready to Help



International Collaboration
Expansive Referral Networks and Education



Powerful Equity Opportunities
Revenue Share and Stock Equity Programs



International Collaboration

- Interact and learn from other top professionals in the company
- Build teams across states and provinces with one nationwide cap
- Host and participate in daily, live online gatherings
- Benefit from a powerful referral network
- Share best practices among peers

1 of the Fastest Growing Real Estate Brands
in North America¹

60k+² Real Estate Professionals

2018-2020 Glassdoor Best Places to Work

1. www.realestatealmanac.com

2. Agent count as of July 2021



No Desk Fees, Royalty Fees or Franchise Fees

Commission & Cap

- 80/20 commission split
- \$20,000 cap

After that earn 100% commission for the remainder of anniversary year ¹

¹ \$250 capped transaction fee. Once capped transaction fees total \$5,000 agent qualifies for ICON status. Transaction fee remains at \$250 per transaction.

Standard Costs ²

- \$250/month tech/cloud fee
- \$250 broker review²
- \$100 risk management fee

² These are U.S. fees only.

\$250 Monthly Cloud Brokerage fee includes Reonomy National Access, Buildout Elite CRM, Marketing center, Listing Syndication, Skyslope Transaction Management and Cloud Brokerage fee.



CRE Tools/Benefits Brought to you by eXp Commercial

Included in \$250 monthly fee



- Instant Marketing/Document Creation (OM's, Proposals, Flyers)
- Interactive Site Plans
- Deal & Pipeline Management
- Property Listing Syndication
- CRM & Database
- Property Websites
- Document Vaults
- Branded Email Marketing

- National data access
- Sale Comps
- Listings
- Forecasting
- Tenant
- Public Records
- Market Analytics
- Lease Comps
- Lease Analytics
- Off-market properties
- Owner Contact Info

- Smart CRM
- Track ROI and Leads
- Build forms and landing pages to capture leads
- Marketing Automation
- Connect with contacts via text message, email, phone call and Facebook Messenger all in one stream.

- Unlimited Revenue Share
- Equity Stock Awards Program
- Over 50+ hours a week in trainings
- Virtual Office Space
- 100% Commission Potential
- \$20,000 yearly CAP
- 80/20 Split
- Apprentice/Advisor Program
- ICON Program (CAP back in stock)
- Workplace platform Collaboration



AIR CRE Contracts and Forms

If You're Closing Deals Then You Need Contracts

- Designed by experts and written to be party-neutral
- Customizable templates to close deals legally
- 50+ of the most used forms in CRE transactions
- Contracts account for changes in real estate law
- Included in \$250 monthly fee

AIRCRE
we are more



CRE Tools/Partners



Push Your Commercial Real Estate Listings Out To Multiple Sites At Once

officespace
_com

 BREVITAS

digsy _{AI}

LDCRE

LIST 
SELF STORAGE

LOIS

 QUANTUM
LISTING

radius+


RealNex
The Technology Behind the Deal

RealtyZapp.com

 spacelist™

TENANTBASE

theBrokerList

 PropertyShark

 CommercialEdge

 **YARDI**

 Yardi Matrix

 **YARDI** Marketplace
Services

 Point2

 CommercialCafe®

CREXI 

TCRECORP
A REAL ESTATE COMPANY



Supercharge Your Pipeline.

Get access to the most effective prospecting tool to connect with qualified and active tenants.



The Park at Sugar Creek Center
14023 Parkway Blvd
Sugar Land, TX

Sent On
Mar 23, 2021

Tenant
Continuing Education
\$2500 / month
2,000 - 3,000 SF

Landlord Notes
\$22/sf + NNN

| Deal Name | Close Date | Stage |
|----------------------|--------------|-----------------------------|
| Omaha - Jack Stevens | Oct 16, 2021 | Set Meeting |
| Chicago - Tia Gordon | Oct 7, 2021 | Targeting |



23M commercial property records synced with technology to eXp Commercial's business verticals:

- Valuation and Consulting
- Market Research
- Capital Markets
- Tax Consulting
- Investment Sales
- Property Management
- Leasing
- Brokerage



Equity Opportunities

Agents can become shareholders at eXp Commercial. NASDAQ: EXPI

| | |
|--------------------------------|---|
| Sustainable Equity Plan | <ul style="list-style-type: none">• Earn shares on your first transaction• Earn shares when you fully cap• Earn shares when an agent you sponsor closes their first transaction |
| ICON Agent Award | <ul style="list-style-type: none">• Up to \$20,000 in stock upon the achievement of certain production and cultural goals within your anniversary year |
| Agent Equity Program | <ul style="list-style-type: none">• Enroll to be paid 5% of every transaction commission with stock at a 10% discount |



Revenue Share Plan








eXp Commercial agents can receive revenue share income from the sales activity of the productive agents they sponsor into the company.

Agents earn based on adjusted gross commission income (AGCI) from the sales transactions closed by a personally sponsored capping agent and productive agents in their overall group.

AGCI is dynamically calculated each month so eXp Commercial pays out and retains 50% of company dollar.



Revenue Share Plan Chart

| Tiers | eXpansion Share % of AGCI | eXponential Share % of AGCI | | Front-line Qualifying Agent Count Needed |
|--------|---------------------------|-----------------------------|---|--|
| Tier 1 | -- | 3.5% |  | 0 - 4 |
| Tier 2 | 0.2% | 3.8% |  | 5 - 9 |
| Tier 3 | 0.1% | 2.4% |  | 10 - 14 |
| Tier 4 | 0.1% | 1.4% |  | 15 - 19 |
| Tier 5 | 0.1% | 0.9% |  | 20 - 24 |
| Tier 6 | 0.5% | 2.0% |  | 25 - 39 |
| Tier 7 | 0.5% | 4.5% |  | 40+ |

AGCI = Adjusted Gross Commission Income



Welcome to Our World

- No desk fees
- Work from anywhere
- Cut overhead brick-and-mortar costs
- Paperless transactions
- Instant access to training and support
- Transaction specialists available wherever an agent or team is located



eXp World is the real estate office of the future but available today. A cloud campus environment where agents can meet and learn together, no matter where they're located.



Live Training

- More than 50 hours of live training each week
- Learn from industry experts and top producers about:
 - Sales and listings
 - Lead generation
 - Social media
 - CRM and technology tools
- Video library



Lead Generation



Social Media



Technology Tools



Sales and Listings



eXcelerate Program

The **eXcelerate Program** is a four-week program that helps **new agents** learn the **basic fundamentals** of **starting** and **building** a successful **real estate career** with eXp Commercial.

Training Includes:

- Overview of Commercial Real Estate
- Selecting an expertise to start your business in the leasing and/or sales of commercial property
- Strategy development for building your CRM system and catalog
- Fundamentals of commercial property types
- Introduction to underwriting a commercial property
- Investment Analysis



eXp Agent Healthcare

At eXp Commercial, we're proud to offer eXp Agent Healthcare, which provides U.S. eXp Commercial agents with innovative and low-cost healthcare choices.

- ✓ Insurance and medical cost sharing
- ✓ Telemedicine services
- ✓ Supplemental insurance



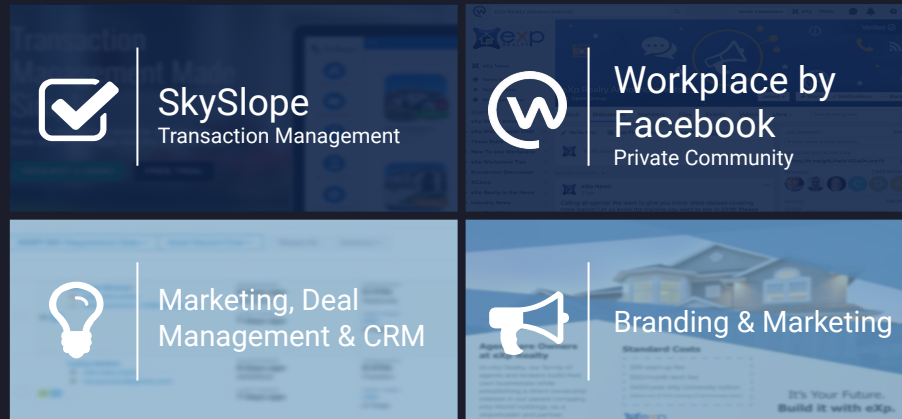
eXp Agent Healthcare helps agents save money, improve their provider network and decrease their out-of-pocket costs.

Find the right plan for you and your family at eXpAgentHealthcare.com.



eXp Solutions

The best tools and services to grow a real estate business



Workplace by Facebook

Workplace is an easy-to-use collaboration platform, a lot like Facebook, but built for the world of work.

- Discuss topics and projects
- Share announcements
- Communicate instantly with your team and others across the company
- Broadcast live video and view past recorded videos



SkySlope



SkySlope allows agents to manage their transactions from beginning to close – totally paperless.

- Review transactions from any device
- Sign documents digitally
- Run your business with top-grade security features

Upcoming Events

Virtual and In-Person

National Commercial Meetings

Monthly on the Second Fridays in eXp World

Product Specialties Committee Meetings

Monthly in eXp World

eXp Commercial Explained Webinar

Every Thursday, 8 a.m. PT / 11 a.m. ET

eXp Commercial LIVE & eXp Broker Forums

Coming live to a city near you

Commercial Real Estate Symposium

Details coming soon!

eXpCommercial.com/UpcomingEvents





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