



On reality television, we often see real estate agents sell a home for \$400,000 at a 6% commission rate. That would be \$24,000 with just one transaction. **Realty TV is not reality!** I think it so important for a seller to be aware of how these funds are distributed.

A few facts:

- Every brokerage firm established their own commission percentage. There is no set percentage.
- The division of funds between their brokerage and the agent varies. In this example we are using a 70/30% split.
- The average sales price on a home in the Houston metro area is \$250,000.
- There are 68,171 active agents in the Houston Metro Area (as of July 2019). Most of which are **not** active.
- In 2018 the median income for a Real Estate agent was \$50,300. [Source](#)
- Most real estate agents sell only four to six homes a year. The saying is that 20% of the agents do 80% of the business. [Source](#)

