



## **Harbor City Commission Split Chart**

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	<b>Commissions</b>
<b>Personal Purchase Transactions</b> (Agent is the Buyer)	80% to Agent  20% to Harbor City
<b>Personal Sale Transactions</b> (Agent sells property owned by Agent)	<b>Discounted Listing Rates Apply*</b> HCREA Agents (MLS members): \$400 (pay in advance) or \$1200 (pay at closing)  HCBN Agents (not MLS members): \$500 (pay in advance) or \$1500 (pay at closing)
<b>Agent represents a Buyer or Seller</b> (client originated by Agent)	75% to Agent  25% to Harbor City
<b>Referrals</b>	Unless otherwise agreed: (i) agents are paid a 25% referral fee for referring a client to Harbor City (or one of its agents); and (ii) Harbor City earns 25% for referring a client to an agent.

\* Discounted rates for agent-seller assume no split to the Agent. Generally, Harbor City requires agent-seller to offer at least 2.5% to cooperating buyer agents on the MLS.

**Additional Notes:** (1) A \$75 errors & omissions insurance premium contribution fee is charged for each closing and taken off the top before balance of commission is split (except no E&O charge applies to personal transactions); (2) Agents may purchase their own signs, MLS lockboxes etc. or can rent them from Harbor City.