

Earning Potential

House worth \$800,000

Standard Agency		propy.co.nz	
Average commission rates 3.95% to 400,000 – 2% there after	\$23,800	Propy commission 1.5% + GST (\$9000 + GST minimum for residential sale and \$5000 + GST minimum for land)	\$12,000
Commission is normally discounted down towards 2.95% in present market – 2% thereafter	\$19,800	No discount	-
Agency franchise fee (traditionally 8 – 9%)	\$1,782	No franchise fee	-
Franchise agency usually takes 50% of commission + GST	\$9,009	Propy takes 33% commission + GST (ie 0.5%)	-\$4,000
Total commission	\$9,000	Total commission	\$8,000
Sometimes agents can contribute to auctioneer fee		LPE on listing earns for open homes/admin fee upfront (\$599 + GST), agent receives \$599	\$599
Higher fuel costs (\$50 per week)	-\$200	No auction or platform fee	-
Total commission – agent receives (excl GST)	\$8,809	Lower fuel costs (\$25 per week)	-\$100
Buyers & sellers split (typical 70:30)	-\$2,642.70	Total commission – Propy agent receives (excl GST)	\$8,499
	\$6,166		

House worth \$550,000

Standard Agency		propy.co.nz	
Average commission rates 3.95% to 400,000 – 2% there after	\$18,800	Propy commission 1.5% + GST (\$9000 + GST minimum for residential sale and \$5000 + GST minimum for land)	\$9,000
Commission is normally discounted down towards 2.95% in present market – 2% thereafter	\$14,800	No discount	-
Agency franchise fee (traditionally 8 – 9%)	\$1,332	No franchise fee	-
Franchise agency usually takes 50% of commission + GST	\$6,734	Propy takes 33% commission + GST (ie 0.5%)	-\$3,000
Total commission	\$6,734	Total commission	\$6,000
Sometimes agents can contribute to auctioneer fee		LPE on listing earns for open homes/admin fee upfront (\$599 + GST), agent receives \$599	\$399
Higher fuel costs (\$50 per week)	-\$200	No auction or platform fee	-
Total commission – agent receives (excl GST)	\$6,534	Lower fuel costs (\$25 per week)	-\$100
Buyers & sellers split (typical 70:30)	-\$1,960.20	Total commission – Propy agent receives (excl GST)	\$6,299
	\$4,574		

House worth \$350,000

Standard Agency		propy.co.nz	
Average commission rates 3.95% to 400,000 – 2% there after	\$13,825	Propy commission 1.5% + GST (\$9000 + GST minimum for residential sale and \$5000 + GST minimum for land)	\$9,000
Commission is normally discounted down towards 2.95% in present market – 2% thereafter	\$10,325	No discount	-
Agency franchise fee (traditionally 8 – 9%)	\$929.25	No franchise fee	-
Franchise agency usually takes 50% of commission + GST	\$4,698	Propy takes 33% commission + GST (ie 0.5%)	-\$3,000
Total commission	\$4,698	Total commission	\$6,000
Sometimes agents can contribute to auctioneer fee		LPE on listing earns for open homes/admin fee upfront (\$599 + GST), agent receives \$599	\$399
Higher fuel costs (\$50 per week)	-\$200	No auction or platform fee	-
Total commission – agent receives (excl GST)	\$4,498	Lower fuel costs (\$25 per week)	-\$100
Buyers & sellers split (typical 70:30)	-\$1,349.36	Total commission – Propy agent receives (excl GST)	\$6,299
	\$3,149		