

NEW AGENT EXPENSES

The following are a list of expenses for new agents joining the Peak Swirles & Cavallito Properties team.

| Item | Cost | Frequency |
|--|-------------------------|----------------|
| <i>Realtor® Association Fees</i> | | |
| Application Fee | \$275 | See Attachment |
| National Association of Realtors® | See Member Fee Schedule | Annual |
| North Carolina Association of Realtors® | See Member Fee Schedule | Annual |
| Durham Regional Association of Realtors® | See Member Fee Schedule | Annual |
| Privilege License | \$50 | Annual |
| Triangle Multiple Listing Service (TMLS) | \$150 | Quarterly |
| Continuing Education | ~\$60 | Per Class |
| <i>Marketing Fees</i> | | |
| Business Cards | ~\$70 per 500 | As Needed |
| Yard Signs | ~\$100 | As Needed |
| Yard Sign Installation | \$48 per property | As Needed |
| <i>Office Fees</i> | | |
| Errors & Omissions Insurance (E&O) | ~\$65 | Quarterly |
| DocuSign Rooms for Real Estate | \$100 | Annual |