

# ESTIMATED Expenses for a New Real Estate Agent

Beginning a real estate business is exciting and all things considered, an affordable business to start. Your cost will vary depending on factors such as your MLS, the Board you may join, and most especially, the Broker with whom you affiliate. Remember, while the below are "costs," they really represent your investment in yourself and your business.



## Getting Your License & First-Year Education:

---

- \$300 - \$900 Pre-Licensing Education
- \$100 - \$500 Testing Fees, Background Checks, Testing Fees
- \$100 - \$400 Post-Licensing Education



## On-Going Education & Development:

---

- \$0 - \$300 Continuing Education
- \$900 +/- Conferences and Professional Development
- \$5,000 +/- Professional Coaching



## Marketing:

---

- \$85 - \$500 Business Cards and Personal Stationery
- \$0 - \$\$\$ Website Marketing
- \$0 - \$800 Signs and Lockboxes
- \$0 - \$\$\$ Advertising and Personal Promotion



## Business Operation:

---

- \$300 - \$1,200 MLS Fees and Lockbox Key
- \$400 - \$500 Local, State, National Realtor® Dues
- \$300 - \$600 Office Supplies
- \$500 +/- Professional Services (Accountant, Legal, etc.)
- \$1,000 +/- Cell Phone and Internet
- \$0 - \$3,000 Websites and CRM
- \$0 - \$\$\$ Vehicle
- \$0 - \$\$\$ Business E&O/Professional Liability Insurance
- \$0 - \$\$\$ Quarterly Tax Payments

Many of your expenses will be a function of your production. The more listings you have, the more you'll spend in property advertising. The more buyer you work with, the more you'll spend in vehicle expenses... and so on. This information is only an estimate. When you're interviewing with a Broker make sure you ask what you can expect in terms of income and costs!