FOR AGENTS

Why we moved to Real

REAL BROKER

And what it could mean for your business.

Jordan Macnab · The Macnabs Real Estate Team | Real Broker · November 2026 · All figures CAD

Why we moved

> “After 18 years at Royal LePage, I wanted a setup built for where real estate is going: tech-first, cloud-based, and built so the team keeps running without me on every deal. Real fit that. So in October 2026, we made the move.”

What we wanted

One platform for deals, commissions and paperwork, on desktop or phone.

Where we're headed

A 10-year plan: a team that grows and runs well beyond one producer.

What didn't change

Same team, same service, same marketing. Our clients didn't notice a thing.

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Who you'd be working with

18 years
selling in the Tri-Cities

Top 1%
of Canadian REALTORS®, Medallion Club and Chairman's Club

HGTV
Winner, Mike Holmes' Handyman Superstar Challenge

Cinematic marketing
Video, drone and 3D tours on every listing.

Listing launch events
Launches that bring buyers and agents through the door.

Construction know-how
Renovation and build expertise clients trust.

Local roots
Deep ties across Coquitlam, Port Coquitlam and Port Moody.

Real at a glance

36,000+

Real agents

As of Aug 2026

50 + 6

States and provinces

U.S. and Canada

$26.3B

Q2 2026 volume

Up 31% year over year

180,000+

Real REMAX Group

120+ countries and territories

Source: Real Q2 2026 results (Aug 6, 2026); Real REMAX Group merger close (Aug 24, 2026)

The split and the cap

BEFORE CAP

85 / 15

You keep 85%. 15% goes to Real.

ANNUAL CAP

$15,000

Pay $15K in company dollar and you're capped for the year.

AFTER CAP

100%

Keep it all, plus a flat $375 fee per sale.

Team leaders	Team members	Cap resets	Monthly fees
$15,000 cap	**$7,500 cap**	**Each anniversary**	**None**

Canadian plan, CAD. Source: Real Support Centre, Aug 31, 2026

Every fee, on one page

$0

monthly fees

No desk or franchise fees. Costs come out of closed deals.

Fee	Amount
Sign-up (one time)	**$249**
Annual brokerage and risk fee (from first 3 deals)	**$1,200**
Broker review fee, every deal	**$40**
After cap, per sale ($125 per lease)	**$375**
After cap, Elite Agents	**$150**
Personal transactions (up to 3 a year)	**$275**

Canadian plan, CAD. Source: Real Support Centre, Aug 31, 2026

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What a year at Real really costs

Everything you'd pay Real in a year, at three production levels.

Your GCI	Deals	15% split	Fees	Total to Real	% of GCI
$90,000	6	$13,500	$1,440	**$14,940**	16.6%
$150,000	10	$15,000 (capped)	$2,725	**$17,725**	11.8%
$300,000	20	$15,000 (capped)	$6,875	**$21,875**	7.3%

Pull last year's brokerage statement and compare it line for line.

Assumes $15,000 average commission per deal. Fees: $1,200 annual, $40 per deal, $375 per deal after cap. Excludes $249 sign-up.

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What to weigh before you move

Per-deal costs add up

At lower volume, you won't cap. Run your own numbers first.

Revenue share takes work

It pays only while agents you bring in keep producing, and stops if you leave Real.

Switching takes effort

Licence transfer through BCFSA, and listings usually stay with your current brokerage.

The RE/MAX deal is new

It closed in Aug 2026. How the combined company evolves is still playing out.

Tech and support

reZEN

Transactions, commissions and revenue share in one place.

Leo, the AI assistant

Built into reZEN. Drafts marketing and follows up with leads.

Real Academy

Training and masterminds led by top producers.

Marketing Center

Brand-approved templates and assets, ready to customize.

Revenue share, if you want it

Tier	Share	Unlocks at	Max per agent / yr
Tier 1	5%	Day one	**$4,000**
Tier 2	4%	5 agents	**$3,200**
Tier 3	3%	15 agents	**$2,400**
Tier 4	2%	20 agents	**$1,600**
Tier 5	1%	25 agents	**$800**

Paid by Real
From Real's company dollar, never your agents' commission.

Willable and retirable
Name a beneficiary after 3 years. Keep earning after 5 years producing.

Max per capping agent, $15K cap (half for $7.5K team cap). Unlocks count producing agents. Source: Real Support Centre (Canada), 2026

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Owning a piece of the company

15 shares

Capping award

When you hit your full $15,000 cap.

5% → 10%

Stock Purchase Plan

Invest 5% pre-cap, 10% post-cap. Real adds 10% to 15% in bonus shares.

7 shares

Attraction award

When an agent you bring in closes their first qualifying deal.

$15,000

Elite Agent award

In stock, for top producers who reach Elite status.

Nasdaq: REAX. After Aug 2026 consolidation. 3-yr vesting (SPP 1 yr). Not investment advice.

What the RE/MAX deal means

CLOSED

Aug 24, 2026

COMBINED NETWORK

180,000+

agents in 120+ countries and territories

Real stays Real

Separate brands. Same structure for Real agents.

A bigger referral network

Referrals in and out of the markets you serve.

More client services

Plans to expand mortgage and title services.

Source: HousingWire, Real REMAX Group merger close (Aug 2026)

Two ways to join us

OPTION 1

Join The Macnabs

- $7,500 cap, half the individual cap
- Our marketing, launch events and systems
- Coaching from an 18-year top producer
- Team split set one-on-one

OPTION 2

Go independent

- Your brand, your business
- $15,000 cap, then 100% plus $375 per sale
- Name Jordan Macnab as your sponsor
- We're your first call when you have questions

How to make the move

01
Book a call
Walk through your numbers with Jordan. No pressure.

02
Transfer
Move your licence through BCFSA's IRIS portal.

03
Join online
Apply with Real. Name Jordan Macnab as your sponsor.

04
Onboard
Real's team sets you up in reZEN.

05
Launch
Marketing, training and support from day one.

Listings and pending deals: these usually stay with your current brokerage. Check your agreement first, and we'll help you time the move so clients are looked after.

Let’s talk numbers.

Coffee or a call. Your numbers, the honest version, no pressure.

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Figures current as of October 2026 from Real's Support Centre and public filings, and subject to change. Revenue share and stock depend on plan terms and eligibility. Not financial or investment advice.