ARDENT WORKSHOP

AN ARDENT WORKSHOP PRODUCT

Commission-Split Calculator

A free tool — one closing in, your real net commission out.

Free · from Ardent Workshop

What a closing really pays you — after the split

This free calculator does one thing well: it turns a closing's sale price into what you actually take home. Enter the sale price, your rate, any referral fee, your brokerage split, and the per-deal fees — it returns your gross commission and your real net commission, the money that reaches you.

GCI vs NET COMMISSION

GCI — gross commission income — is the number agents quote: sale price times your rate. Net commission is what's left after the referral, the brokerage split, and the fees. The gap is often a quarter to nearly half of GCI, and it's the difference between what you think you make and what you keep.

How to use the calculator

1. Open Commission-Split-Calculator.xlsx (Excel, Google Sheets, or LibreOffice).
2. Enter the sale price and your commission rate (your side — typically 2.5% to 3%).
3. Enter any referral fee (paid off the top), your brokerage split (an 80/20 shop is 20%), and your fixed per-deal fees (transaction, E&O, compliance).
4. Read off your net commission — your real take-home from the closing, before tax.

WANT YOUR WHOLE YEAR, NOT JUST ONE DEAL?

This free tool does one deal, with no cap. The Real-Estate Agent Deal & Commission Tracker runs your whole year — it tracks your annual cap across every closing (so the split stops once you cap and you keep 100%), plus a weighted deal pipeline, a Schedule-C expense and mileage log, and a goal-and-tax dashboard, in one connected spreadsheet (Excel, Google Sheets, or LibreOffice) plus four guides. Get it at ardentworkshop.com ›