



PINNACLE AWARD TRANSACTION EXAMPLES

EXAMPLE 1

I represent the buyer on 123 Maple St. My Broker received a commission of \$10,000. The commission was split with another agent in my office. My split was 70%, the co-agent's split was 30%. What is the amount of GCI, and number of units I can claim?

ANSWER: I will claim \$7,000 GCI and .7 units on my Pinnacle Transaction Form. (*Note: MLS, FMLS or fees due to the Broker are not deducted)

1	Property Address	Closing Date	Sales Unit	List Unit	Lease Unit	% of the GCI to company claimed by applicant	GCI to Company	Net Commission
	123 Maple	5/8/2018	0.7			70.00%	10,000.00	7,000.00

EXAMPLE 2

I leased a property at 402 Oak St. My teammate and I split the commission. Can I use the unclaimed credits since my teammate is not applying for Pinnacle at DeKalb REALTORS®?

ANSWER: No, unclaimed credits may not be exchanged

EXAMPLE 3

I referred a seller to another agent for a referral fee of 25%. My Broker received a referral fee for the transaction. The check to my Broker was \$2500 which was 25% of the total commission split. What may I claim? How much of a unit credit may I take?

ANSWER: I may claim \$2500 GCI and I can claim .25 units.

3	Property Address	Closing Date	Sales Unit	List Unit	Lease Unit	% of the GCI to company claimed by applicant	GCI to Company	Net Commission
	478 Jones Ave	9/18/2018		0.25		100.00%	2,500.00	2,500.00

EXAMPLE 4A & 4B

As a listing agent, I listed a property to lease for \$1,600/mo. The total commission due to my Broker is \$1,200. The commission due to the leasing Broker is \$400. How much can I claim in GCI and units?

ANSWER: I can claim \$1,200 GCI and 1 unit. The leasing agent can claim \$400 and 1 unit.

4A	Property Address	Closing Date	Sales Unit	List Unit	Lease Unit	% of the GCI to company claimed by applicant	GCI to Company	Net Commission
	888 Zion Circle	4/1/2018			1	100.00%	1,200.00	1,200.00

(*Continuing Example 4B)

I also manage the above referenced property. I receive a management fee of \$160/mo = \$1,920 annually. How much GCI may I claim, and how many units.

ANSWER: I can claim \$1,920 GCI and 0 units.

4B	Property Address	Closing Date	Sales Unit	List Unit	Lease Unit	% of the GCI to company claimed by applicant	GCI to Company	Net Commission
	888 Zion Circle					100.00%	1,920.00	1,920.00

EXAMPLE 5A & 5B

I am a 50% owner of a property that I leased in 2018 and I procured the tenant. The lease term was 5 years at \$2,000/mo and the total commission paid to my Broker is \$2,000. As the listing agent how much can I claim as GCI and how many units?

ANSWER: A Pinnacle applicant that has owner interest in a property CANNOT claim the percentage of owner interest for any transaction involving that property. Therefore, I can claim \$1,000 GCI which is less 50% of the total commissions. And I can claim 1 transaction unit which is 50% less the total units for this transaction.

5A	Property Address	Closing Date	Sales Unit	List Unit	Lease Unit	% of the GCI to company claimed by applicant	GCI to Company	Net Commission
	414 Montreal St				1	50.00%	2,000.00	1,000.00

(*Continuing Example 5B)

If I received a monthly management fee of \$200/mo. from February – December 2018 for the same property, how much GCI can I claim and how many units?

ANSWER: I can claim an additional \$1100 GCI which is 50% less the total annual management fee of \$2,200. I can claim 0 units.

5B	Property Address	Closing Date	Sales Unit	List Unit	Lease Unit	% of the GCI to company claimed by applicant	GCI to Company	Net Commission
	414 Montreal St					50.00%	2,200.00	1,100.00

EXAMPLE 6

I manage a property that has a 3-year lease for \$2400/mo. The lease was signed in 2017. My broker received a monthly management fee of \$240. How much GCI and units can I claim for 2018?

ANSWER: GCI - \$240 x 12 = \$2,880; units = 1 (Since this is an existing lease.)

6	Property Address	Closing Date	Sales Unit	List Unit	Lease Unit	% of the GCI to company claimed by applicant	GCI to Company	Net Commission
	201 Harter Dr				1	100.00%	2,880.00	2,880.00