



Co-Exclusive Listing Option

Selling/Leasing Real Estate? Are you a licensed real estate agent and want to increase your exposure for your listings?

GLR can post your listings on any of our affiliated MLS systems for free! No additional commission needs to be paid.

List on one or more of the following Multiple Listing Systems: Westchester/Putnam (W-PMLS), Greater Hudson Valley (GHVMLS), Bronx/Manhattan North (NAVICALMLS), or Dutchess (MHMLS).

For Residential, Commercial, and Investment Real Estate. Increase exposure to thousands of real estate agents for no additional commission!

GLR will charge a small portion of the commission already being offered to the Buyer's Agent. So if the Listing Broker is offering 2.5%, then GLR will offer 2% to the Procuring Broker & keep 0.5% as the Listing Broker. If the property sells without a member-broker, then no charge will be due to GLR.

Benefits of Using GLR's System:

- No listing side commission.
- Get exposure to almost 15,000 real estate professionals and all the buyers and tenants.
- GLR offers this service in Westchester, Putnam, Dutchess, Rockland, Orange, Ulster, and Sullivan Counties, and the Bronx/Manhattan North.
- GLR is one of the top ranked Real Estate Brokers in the W-PMLS (Diamond Award for sales, W-PMLS's highest designation).
- Total Value of Properties Listed with GLR: Over \$119 Million.
- Total Value Sold: Over \$30 Million.
- Total Commissions saved for our customers (@2.5%): \$750,000

How it works:

A Co-Exclusive Agency Agreement must be signed, giving Grand Lux Realty, Inc. the right to post a commercial or residential listing on the W-PMLS or one of the other MLS systems and offer a commission to our member-brokers.

GLR usually charges an up-front fee to list a property on the W-PMLS, GHVMLS, NAVICAMLS, and MHMLS, of \$495, however for this program we will forego the up-front fee. The program works for residential, multi-family building, commercial rental, land, or commercial/investment building for sale or for rent. The property would get exposure to almost 15,000 real estate professionals in Westchester, Putnam, Dutchess, Rockland, Orange, Ulster, and Sullivan Counties and the Bronx/Manhattan North. The listing will also go onto Realtor.com, LoHud.com (The Journal News), & many other websites. All these websites pull the listings live off of the W-PMLS.

If a real estate agent brings a buyer and successfully closes, then at the closing a commission is paid of 2.5% (or some other predetermined amount). The commission offered will be shown on the listing sheet. The 2.5% commission will be shared as follows: the procuring agent will earn 2% and GLR as Co-Listing Agent will earn 0.5%.

Using GLR's method, even if another agent brought the buyer/tenant, the Listing Broker would still earn the full listing side commission. If the Listing Broker found the buyer/tenant themselves, the Owner/Broker would not pay any commission to a buyer's agent or to GLR.

The listing will stay on the MLS for as long as the Listing Broker wants and can be cancelled at any time. If GLR finds the buyer, then GLR earns the 2.5% commission. Commissions are only paid at a successful closing.

GLR will put the Listing Broker's telephone number in the showing instructions on the listing sheet, so Buyer's Agents will call directly to set up showings, make offers, negotiate, etc.