

# HELPING YOU SIMPLIFY THE PROCESS

## ABOUT SABLE

Sable Realty is a full-service Residential and Commercial Real Estate Brokerage Company. Sable combines a strong reputation, local focus, and a modern approach to the industry. As a boutique firm with thirty years of experience in the Edmonton market, Sable can do things a little differently than your standard brokerage.

Currently, Sable Realty is changing and growing. With a new look completed for our brand, we are now ramping up our presence in the modern real estate world. Our current team is experienced, nimble, and passionate about our industry and city. We are now recruiting experienced residential and commercial Realtors to join us as we continue to grow.

Are you a professional who shares our passion for Real Estate? Are you proactive and strategic? Do you want to bring your energy and ideas to work in an atmosphere where you help set the course and have an impact from day one? If this sounds like you, contact us today!

## WHY SABLE

### COLLABORATION

At Sable, we foster a collaborative environment. Our Broker has an open door policy and is accessible for guidance and mentorship. Our agents collaborate to share their expertise and knowledge to support each other while maximizing the return for their clients.

### INNOVATIVE

New technology and resources are constantly evolving. We stay on top of the latest innovations to offer the best tools for our agents and resources to market all listings. With access to our own state-of-the-art Sable App, you can connect with clients in real-time and enhance their experience.



*"Growing Sable Realty was the chance to redesign a brokerage structure with our modern world and busy lifestyles in mind. I am excited to grow our team with people who bring energy and ideas to continue this trajectory, whom we can in turn support with flexibility and mentorship."*

**-Ali Shaben, Broker**

## HELPING YOU SIMPLIFY THE PROCESS

### YOUR CAREER, YOUR WAY

Whether you are a homebody or crave people, with Sable, you can choose your work style. We offer office space for agents or are fully digital if you prefer never to step foot in the building! Whichever approach you take - or a hybrid of each - your access to resources remains. Our Broker, office administrator, conveyer and in-house lender are all available to meet in person or online.

All details can be completed online if required with our entirely virtual set-up.

### SUPPORT

With Sable, you have a team behind you. We offer administrative support and training for agents not familiar with our systems. We have resources to support you in your listing presentations and other marketing items for you to access. We also offer a full-service complimentary transfer service to bring any existing listing to Sable when you join - at no cost or hassle to you!

### IT'S SIMPLY MATH

Real Estate is a cyclical business, and we understand that. We have created a fee structure that considers a sustainable lifestyle for our agents. With our no-fee policy, you only pay on your deals. If you take a month off, have a quiet month, or the market dips, you are not on the hook for a monthly brokerage fee if you haven't generated sales revenue. How is that for relief? That is just one aspect of our attractive brokerage fees that focus on letting you keep your hard-earned commissions. See the fee structure chart for more details.

## BROKERAGE FEE STRUCTURE | Residential

### FLAT DEAL FEE

Monthly Office Fees**	\$0
Charge per Deal (up to 15 Deals)	\$600
Transaction Fee	\$150 /deal

### ADDITIONAL COST'S

Yearly Renewal Fee	\$250
New Sign	\$110 /each
Sign Install and Removal	\$18 up/down
Key Safe Rental*	\$15 /month

## LEADS

Creating a sales funnel of leads is a huge part of our industry. At Sable, we engage various tools to generate leads for our agents. When you close a lead provided to you, the commission split is 75% to the agent 25% to Sable, keeping more money in your pocket.