



## **GLR offers commercial co-exclusive and 50% referral fee programs**

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According to Grand Lux Realty, Inc.'s (GLR) Commercial Property Division, the company expanded its co-exclusive discount brokerage listing service to include the Greater Hudson Valley Multiple Listing Service (GHVMLS).Â GHVMLS includes: Rockland, Orange, Ulster, and Sullivan Counties.Â This is in addition to GLR's currently covered areas of Westchester, Putnam, Dutchess, and the Bronx.

GLR offers a discount listing service to commercial brokers looking to expand their exposure to the Multiple Listing Service (MLS). GLR charges a small part of the commission offered by the buyer's agent side if their program finds a client for the listed property. GLR plans to focus on the same goal for the GHVMLS.Â Michael Levy is president of GLR. The company charges no upfront fees to be involved with its co-exclusive program.Â

GLR also has a referral program that offers brokers a 50% referral fee for any listings that they send to GLR.Â This is a rate that is twice that of the industry average.Â

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