

Commission Out, Savings In.

How removing insurance commissions is delivering real savings for strata members

\$63

Avg Savings Per Unit / Year

14-27%

Premium Reduction Range

0%

Commission Retained

THE CHANGE

A new model build on transparency




Under Vantage Strata's new management agreement, insurance commissions and management remuneration have been completely removed from strata premiums.

Previously, a 20% commission was built into the base premium. Now, the broker charges a fee-for-service, and no commissions are retained by Vantage Strata.

Premium Composition



KEY FACTORS

-  **Claims history** - buildings with recent claims may still attract higher premiums
-  **Outstanding defects** - unresolved issues increase insurer risk exposure
-  **Updated valuations** - higher sums insured naturally lift premiums

ANALYSIS

Where the savings land

The average reduction aligns closely with the typical remuneration previously received. In competitive market conditions, the removal of commission combined with alternative quotes has delivered even greater reductions.

Buildings with clean claims histories and no defects are seeing the greatest benefit, as alternative insurers are willing to quote - creating more options and leverage for negotiations.

No-claims benefit

Greatest premium reductions with more insurer options available

Claims lodged

Still benefit from commission removal relative to the old model

Transparency

Clear, commission-free pricing for all owners corporations

Lower costs

Downward pressure on premiums across the portfolio

CONCLUSION

Aligned with owner's interest

The shift to a commission-free model has delivered clear premium savings for the majority of strata buildings, increased pricing transparency, and reduced overall costs to owners, demonstrating Vantage Strata's commitment to the financial interests of Owners Corporations.