Lysted

Rate Sheet & Fee Structure

Lysted's fee structure is variable depending on sales volume and where your tickets sell.

On average, you'll pay between 6% and 11% of your "list price," which includes our fee and the selling marketplace fee. This figure is dependent on your current sales volume.

Lysted Fee

The fee Lysted charges ranges from 3.7% to 8% of the total sale, depending on your current sales volume. The total sale is defined as the amount paid to us by the selling marketplace. If the Full-Service Pricing (FSP) team manages your listings, the fee will increase by 3%. There is no additional fee if you choose to use Uptick for pricing. Uptick is an automated pricing software that prices your listings based on rules you've set and live market data.

Marketplace Fee

Our fee is separate from, and in addition to, the fee that each marketplace charges. Our rates with most marketplaces are discounted in comparison to the average ticket broker. Taking our distribution and default markups into account, Lysted’s average marketplace fee is around 3%.

Markups

We mark up prices on some exchanges to cover a portion of their fee. Why sell a ticket on a marketplace that charges an 8% fee when you can sell that same ticket on another marketplace that charges a 3% fee? The markup increases the price of your tickets on sites that charge more than others, and that price increase goes directly into your pocket. Markups effectively keep all exchange rates on a level playing field.

If you disagree with our strategy, your markups can be customized as you see fit on individual listings via internal notes.

The calculation for payouts is as follows:

[(Price + Markup) – Marketplace Fee] – Lysted Fee = Total Payout

Rate Sheet and Fee Structure

Lysted's base fee, before volume discounts, is 8% of the total sale. This chart will detail the volume discount tiers and provide the average 'all-in' fee for each. The 'all-in' fee includes Lysted and marketplace fees, factoring in our marketplace distribution metrics and default markups.

Volume Discounts		
Yearly Volume	Discount	Average All-In Fee
$200k +	1%	9.48%
$1M +	2%	8.48%
$2M +	3%	7.48%
$4M +	4%	6.47%
$8M +	4.1%	6.37%
$12M +	4.2%	6.27%
$20M +	4.3%	6.17%

Here are some examples of how the math breaks down if you listed a ticket for $100 and it sells on various websites:

Marketplace 1 charges us a 3% fee, and we do not mark up prices on their website.

- You list your tickets at $100. It sells at $100 on Marketplace 1.
- Marketplace 1 takes their 3% fee, paying us $97.
- We take our 8% fee from the $97, and you're paid $89.24.

Marketplace 2 charges an 8% fee, and we mark up prices by 5.5% on their website.

- We list your tickets at $100, but it sells for $105.50 due to the markup.
- Marketplace 2 takes their 8% fee, paying us $97.06.
- We take our 8% fee and pay you $89.30.

Marketplace 1 (3% No Markup)	
Lysted Price	$100
M1 Price	$100
M1 Pays Us	($100 - 3%) = $97
We Pay You	($97 - 8%) = $89.24

Marketplace 2 (8% w/ 5.5% Markup)	
Lysted Price	$100
M2 Price	($100 + 5.5%) = $105.50
M2 Pays Us	($105.50 - 8%) = $97.06
We Pay You	($97.06 - 8%) = $89.30