

My Company, PC
Listing Team vs. Buyer Team
April through May 2016

	Listing		Buyer		TOTAL	
	Apr - May 16	% of Income	Apr - May 16	% of Income	Apr - May 16	% of Income
Ordinary Income/Expense						
Income						
Commission Income	95,535.45	100.0%	118,361.43	100.0%	213,896.88	100.0%
Total Income	95,535.45	100.0%	118,361.43	100.0%	213,896.88	100.0%
Cost of Goods Sold						
Commissions Paid Out	30,105.89	31.5%	52,570.01	44.4%	82,675.90	38.7%
Commission Reductions	1,273.81	1.3%	6,698.00	5.7%	7,971.81	3.7%
Total COGS	31,379.70	32.8%	59,268.01	50.1%	90,647.71	42.4%
Gross Profit	64,155.75	67.2%	59,093.42	49.9%	123,249.17	57.6%
Expense						
Salaries/Benefits	12,078.16	12.6%	5,224.80	4.4%	17,302.96	8.1%
Lead Generation	20,043.94	21.0%	5,344.69	4.5%	25,388.63	11.9%
Occupancy	1,720.97	1.8%	0.00	0.0%	1,720.97	0.8%
Communication/Technology	1,637.56	1.7%	358.08	0.3%	1,995.64	0.9%
Education/Dues	4,460.16	4.7%	799.00	0.7%	5,259.16	2.5%
Automobile	828.83	0.9%	0.00	0.0%	828.83	0.4%
Equipment/Furnishings	376.03	0.4%	0.00	0.0%	376.03	0.2%
Supplies/Office Expense	167.02	0.2%	0.00	0.0%	167.02	0.1%
Professional Services	500.00	0.5%	0.00	0.0%	500.00	0.2%
Total Expense	41,812.67	43.8%	11,726.57	9.9%	53,539.24	25.0%
Net Ordinary Income	22,343.08	23.4%	47,366.85	40.0%	69,709.93	32.6%
Net Income	22,343.08	23.4%	47,366.85	40.0%	69,709.93	32.6%