**Income Breakdown Statement**

The below statement is a simplistic view of how you can achieve a gross income of $440,000 in a 12 month period, you can

edit this statement to suit your individual income goals.

I want to write $440,000 in gross fees

The avg. sale price in my Service Area is $500,000 making my avg. gross commission $8,250

To achieve my goal income I need to sell 53 properties

With a list to sell ratio of 80% I need to list 67 properties

To list 67 properties with an opportunity ratio of 40% I need to generate 170 listing appointments for the year.

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