**Vital statistics**

When researching sales history, use an average of past sales over the previous 3 years

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | **(BDA)****TARGET SUBURBS** | **TOTAL # HOUSES** | **AVG # SALES/YR** | **AVG SALE PRICE** | **AVG DAYS ON MARKET** | **AVALIABLE COM** | **TURNOVER %** |
| **1** |  |  |  |  |  |  |  |
| **2** |  |  |  |  |  |  |  |
| **3** |  |  |  |  |  |  |  |
| **4** |  |  |  |  |  |  |  |
| **TOTAL** |  |  |  |  |  |  |

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | **(BDA)****TARGET SUBURBS** | **TOTAL # UNITS** | **AVG # SALES/YR** | **AVG SALE PRICE** | **AVG DAYS ON MARKET** | **AVALIABLE COM** | **TURNOVER %** |
| **1** |  |  |  |  |  |  |  |
| **2** |  |  |  |  |  |  |  |
| **3** |  |  |  |  |  |  |  |
| **4** |  |  |  |  |  |  |  |
| **TOTAL** |  |  |  |  |  |  |

|  |  |
| --- | --- |
| **TOTAL AVALIABLE COMMISION IN BDA** | **$** |

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | **TOP 10 STREETS BY VOLUME OF SALES** | **TOTAL # HOUSES** | **TOTAL # UNITS** | **# SALES PAST 12M** | **AVG # SALES/YR** | **AVALIABLE COM** | **TURNOVER %** |
| **1** |  |  |  |  |  |  |  |
| **2** |  |  |  |  |  |  |  |
| **3** |  |  |  |  |  |  |  |
| **4** |  |  |  |  |  |  |  |
| **5** |  |  |  |  |  |  |  |
| **6** |  |  |  |  |  |  |  |
| **7** |  |  |  |  |  |  |  |
| **8** |  |  |  |  |  |  |  |
| **9** |  |  |  |  |  |  |  |
| **10** |  |  |  |  |  |  |  |
| **TOTAL** |  |  |  |  |  |  |

|  |  |
| --- | --- |
| **TOTAL AVALIABLE COMMISION TOP 10** | **$** |