

CanAmera Realty

[F.4.3]

Annual Income Statement - December 31, 20XX - All Offices

Account #	Description	Jan. 'XX	Feb. 'XX	Mar. 'XX	Apr. 'XX	May 'XX	Jun. 'XX	Jul. 'XX	Aug. 'XX	Sep. 'XX	Oct. 'XX	Nov. 'XX	Dec. 'XX	Total
Gross Commission Earned														
40100	Commission Income	108,500	130,200	329,089	138,500	258,487	258,952	348,984	251,292	171,753	605,742	310,398	121,740	3,033,639
51100	Commission To Other Brokers	0	-21,000	-37,050	-19,877	-37,812	-19,873	-9,748	-17,423	-6,137	-4,326	-14,613	-7,651	-195,510
		108,500	109,200	292,039	118,623	220,675	239,079	339,236	233,869	165,615	601,416	295,784	114,089	2,838,128
Agent's Commission Expense														
50100	Agent's Commission	106,000	106,700	292,039	117,123	220,675	235,579	337,236	233,869	163,615	600,954	293,774	112,089	2,819,656
64108	Selling Exp-Mentor Expenses	2,500	2,500	0	1,500	0	3,500	2,000	0	2,000	462	2,010	2,000	18,472
		108,500	109,200	292,039	118,623	220,675	239,079	339,236	233,869	165,615	601,416	295,784	114,089	2,838,128
Net Commission														
		0	0	0	0	0	0	0	0	0	0	0	0	0
		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Other Income														
43100	Other Income	1,042	1,000	1,125	1,250	1,200	1,200	1,000	1,100	1,150	1,250	1,200	1,025	13,542
45100	Desk Fee Income	29,000	29,000	29,000	29,000	29,400	5,400	29,400	29,400	29,700	29,700	29,700	29,700	328,400
46100	Split Income	31,550	24,270	74,672	25,825	55,377	83,872	72,228	48,313	35,791	134,812	75,586	32,165	694,465
47100	Franchise 4% Income	4,250	4,832	12,048	4,440	8,829	9,543	9,635	9,596	6,244	12,774	12,401	5,279	99,875
		65,842	59,102	116,845	60,515	94,807	100,016	112,264	88,410	72,885	178,537	118,887	68,169	1,136,283
Gross Income														
		65,842	59,102	116,845	60,515	94,807	100,016	112,264	88,410	72,885	178,537	118,887	68,169	1,136,283
		60.68%	54.12%	40.01%	51.01%	42.96%	41.83%	33.09%	37.80%	44.00%	29.68%	40.19%	59.75%	40.03%
Selling & Administrative Expenses														
Rent & Occupancy														
62101	Rent & Occ. - Rent Expense	12,000	0	24,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	144,003
62103	Rent & Occ. - Utilities	1,642	1,592	1,661	1,592	1,621	1,321	1,619	1,511	1,411	1,240	1,319	1,308	17,840
		13,643	1,593	25,661	13,593	13,621	13,321	13,619	13,511	13,411	13,240	13,319	13,308	161,844
Licenses & Insurance														
63101	Lic. & Ins. - Errors & Omiss.	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	13,200
		1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	13,200
Selling Expenses														
64101	Selling - Mls Fees	1,020	1,025	1,096	1,070	1,165	1,065	1,040	1,310	1,032	1,101	1,015	1,141	13,080
64106	Selling - Web-Site	1,215	1,205	1,215	1,215	1,215	1,215	1,215	1,215	1,215	1,215	1,215	1,215	14,570
64107	Selling Exp. - Technology	1,000	1,000	1,975	750	875	1,000	1,000	1,025	1,000	1,000	1,000	1,000	12,625
		3,235	3,230	4,286	3,035	3,255	3,280	3,255	3,550	3,247	3,316	3,230	3,356	40,275
Advertising														
65101	Advertising - Classified	8,800	8,300	8,650	9,200	8,150	10,050	8,790	9,010	8,800	8,100	8,500	9,730	106,080
65105	Advertising - Promotional	1,000	825	900	875	415	975	746	775	763	750	780	0	8,804
		9,800	9,125	9,550	10,075	8,565	11,025	9,536	9,785	9,563	8,850	9,280	9,730	114,884
Franchise Costs														
69101	Franchise - Regional Mgmt Fees	3,800	5,750	6,450	4,435	7,650	10,450	11,929	11,200	6,909	24,450	11,030	3,600	107,653
69102	Franchise - Regional Ad Fund	1,930	1,657	6,387	3,250	3,887	4,287	5,987	5,967	2,687	12,077	1,930	1,997	52,047
69103	Franchise - International Fees	1,200	1,250	2,920	1,580	2,250	2,850	3,950	2,950	1,733	6,184	1,276	1,260	29,403
		6,930	8,657	15,757	9,265	13,787	17,587	21,866	20,117	11,329	42,711	14,236	6,857	189,103
Communication Expenses														
72103	Commun. Exp. - After Hours	1,090	1,072	1,042	1,062	762	1,085	1,072	1,147	892	1,294	1,166	1,047	12,735
		1,090	1,072	1,042	1,062	762	1,085	1,072	1,147	892	1,294	1,166	1,047	12,735
Office Expenses & Supplies														
75102	Office Exp. - Office Supplies	1,500	1,495	1,350	1,200	0	987	567	1,847	879	389	475	389	11,078
75112	Office Exp. - Photocopies	473	502	541	597	608	702	557	508	555	611	439	558	6,656