

ITEMIZED EXPENSE ESTIMATE - 100% COMMISSION		
ITEM	MONTHLY	ANNUAL
Real Estate License (Broker / Renewal):	14.58	\$ 175.00
Mandatory Continuing Eduation:	8.33	100.00
REALTOR® Ass'n Dues (National, State & Local):	36.67	440.00
MLS Dues (Excludes MLS Listing Fees):	22.50	270.00
MLS Submission Fees:	50.00	600.00
Professional Liability Insurance:*	41.67	500.00
\$1 Million Blanket Liability Insurance:	120.00	1,440.00
Franchise Associate Fee (MAJOR VARIABLE):	25.00	300.00
Office Rental Fee:	300.00	3,600.00
Transaction Coordinator Fee (\$250/Transaction):	625.00	7,500.00
<b>Auto Expenses:</b>		
Lease / Purchase (Based on 60 Months):	400.00	4,800.00
Insuarnc (Includes Commercial Use Coverage):	150.00	1,800.00
Auto Registration (Average):	37.50	450.00
Maintenance / General:	150.00	1,800.00
Fuel (12,000 mi @ 20 MPG @ \$2.50/Gal):	125.00	1,500.00
Miscellaneous (Parking, etc.):	20.00	240.00
<b>Advertising:</b>		
Business Cards:	3.57	75.00
Personal Marketing Brochure (Printing):	106.68	1,280.16
Lawn Signs:	33.33	400.00
Lawn Sign Riders:	10.00	120.00
Lawn Sign Installations / Removals:	150.00	1,800.00
Direct Mail Solicitations		
Printing (1,700 Postcard pcs / mo):	271.79	3,261.51
Bulk Mail Permit Fee:	-	-
Bulk Mail Software:	-	-
Postage (1,700 EDDM pcs / mo @ \$0.1760/pc):	299.20	3,590.40
General Advertising (Property Listings):	1,800.00	21,600.00
Broker Open House Events:	200.00	2,400.00
Miscellaneous:	200.00	2,400.00
<b>Services:</b>		
Internet Access:	85.00	1,020.00
Cell Phone Service (Phone & Data):	100.00	1,200.00
DocuSign:	15.00	180.00
Supra eKey:	17.00	204.00
IDX Broker (Website MLS Data Support):	60.00	720.00
ActiveRain.com (Real Estate Community):	20.00	240.00
Bluehost (Website Hosting / Standard Service):	4.00	48.00
Website Domain Name Registration Renewals:	2.33	27.90
Thrive Themes WordPress Website Software:	15.00	180.00
Misc Services (Website Security, etc):	50.00	600.00
<b>Supplies:</b>		
Office / General:	50.00	600.00
Printer / Ink:	93.33	1,120.00
Postage - FedEx (General):	100.00	1,200.00
Misc Supplies (Brochure Holders, etc.):	33.33	400.00
<b>TOTAL (Monthly = Annual Total / 12):</b>	<b>\$ 5,848.50</b>	<b>\$ 70,181.97</b>

\*Average expense based on 30 transactions annually.