

Agent Summary Report

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|--|--|------------------------------------|
| Manager: Allen Wright | Office Name: Createaplan.com | Office Id: 3 |
| Office Address: 8 Argonaut, Suite 100 Aliso Viejo CA 92656 | | |
| Total Number of Agents in Office: 10 | Total Number of Agents in Reporting: 8 | Percentage Of Agents Reporting 80% |
| Budget Year: 2006 | | |

| | Plan | | | | | | | Direct Expenses | | Overhead | | Average Sale Price | |
|----------------|--------------------|--------------------|------------------|-----------------|-----------------|---------------|---------------------|-----------------|--------------|-------------------|--------------------|--------------------|------------------|
| Agent | Income Goal | Post Split Revenue | Company Dollar | Franchise Fee | Closed Listings | Closed Buyers | Total Volume | Listings | Buyers | Business Overhead | Personal Marketing | Listings | Buyers |
| Chris Agent | \$71,772 | \$115,608 | \$19,054 | \$7,088 | 11 | 9 | \$4,725,000 | \$1,055 | \$425 | \$27,217 | \$9,399 | \$225,000 | \$250,000 |
| Agent One | \$81,424 | \$143,812 | \$34,312 | \$9,375 | 13 | 10 | \$6,250,000 | \$940 | \$570 | \$42,025 | \$20,255 | \$250,000 | \$300,000 |
| Agent Five | \$55,235 | \$86,135 | \$36,415 | \$6,450 | 4 | 12 | \$4,300,000 | \$750 | \$250 | \$24,600 | \$9,600 | \$250,000 | \$275,000 |
| Agent Six | \$259,990 | \$357,390 | \$18,810 | \$19,800 | 27 | 10 | \$13,200,000 | \$1,200 | \$500 | \$60,000 | \$30,000 | \$350,000 | \$375,000 |
| Agent Seven | \$328,826 | \$496,826 | \$26,149 | \$27,525 | 39 | 19 | \$18,350,000 | \$1,500 | \$500 | \$100,000 | \$30,000 | \$300,000 | \$350,000 |
| Agent Four | \$92,279 | \$131,530 | \$29,780 | \$8,490 | 10 | 6 | \$5,660,000 | \$1,135 | \$510 | \$30,684 | \$20,684 | \$350,000 | \$360,000 |
| Agent Two | \$37,695 | \$62,195 | \$30,430 | \$4,875 | 3 | 10 | \$3,250,000 | \$500 | \$200 | \$21,000 | \$6,000 | \$250,000 | \$250,000 |
| Agent Three | \$105,874 | \$150,524 | \$29,026 | \$9,450 | 12 | 10 | \$6,300,000 | \$700 | \$350 | \$32,749 | \$10,256 | \$275,000 | \$300,000 |
| Totals | \$1,033,095 | \$1,544,021 | \$223,976 | \$93,052 | 119 | 86 | \$62,035,000 | | | \$338,275 | \$136,194 | | |
| Average | \$129,137 | \$193,003 | \$27,997 | \$11,632 | 14 | 10 | \$7,754,375 | \$972 | \$413 | \$42,284 | \$17,024 | \$281,250 | \$307,500 |