

Sample Transaction

Sales Price: \$390,000

6% commission= \$23,400

One side listing (3%) or selling (3%) = \$11,700 (gross commission)

Expenses that are deducted from the gross commission:

State Business & Occupation Tax (B & O) .015	\$175.50
Seattle Business and Occupation Tax	\$ 48.55
Errors and Omissions Insurance	\$ 30.00
Windermere Foundation	\$ 7.50
1st seven (7) transactions April 1st-March 31	<u>\$150.00</u>
	\$411.55

\$11,700 (gross) - \$411.55 (deductions) = \$11,288.45 (net)

\$11,288.45 (net) is divided with Windermere Real Estate 50/50

Commission to Agent = \$5,644.23 Commission to Company = \$5,644.23

You will reach your incentive level once Windermere Real Estate receives \$26,500 in company dollar.

To reach incentive (\$26,500) in a calendar of fiscal year you'll need approximately 5 transactions.

\$5,644.23 X 5 transactions = \$28,221.15

Example:

5 transactions @ 50/50 (\$5,644 X 5) =	approximately	\$28,221
5 transactions at 100% (\$11,700 X 5) =	approximately	\$58,500
10 transactions a year is =	approximately	\$86,721 gross income