What We Track:

- **Volume For The Month And YTD.**
- **Gross Commission Income (GCI); Month And YTD**
- **Net Commission Income (NCI); Month And YTD**
- **Listings; Active And Pending**
- **Sales Pending**
- **Avg. Sale Price**
- **Avg. Transaction Fee**
- **Avg. GCI**
- **Avg. NCI**
- **Gross Commission %**
- **Net Commission %**
- **Avg. # Transactions Booked/Month**
- **Avg. DOM (Days On Market)**
- **# Of Sales Per Day On Average**
- **# Listings Taken Per Month**
- **# Listings Sold Per Month**
- **# Sales Booked Per Month**
- **# Leads Received Per Month and Our Conversion %)**
- **Commissions By Month**
- **Transaction Source**
- **Profit And Loss Statement (Quickbooks)**