

How To Choose a Profitable Neighborhood to Target

FILL THIS OUT FOR YOURSELF:

Community Name: _____

Average Sale Price: _____

3% Commission Is: _____

Total Sales last 12 Months: _____

Total Transaction Sides: _____

Commission Paid: _____

30% of Total Is: _____

COMPLETED EXAMPLE TO SEE THE MATH:

Community Name: Jacobson Landing

Average Sale Price: \$625,000

3% Commission Is: \$18,750

Total Sales last 12 Months: 17

Total Transaction Sides: 34

Commission Paid: \$637,500

30% of Total Is: \$191,250