

Annual Real Estate Expenses and Liabilities

<u>TAX LIABILITIES:</u>	2006	2007	2008
Federal Taxes	\$1,200.00		
State Taxes	\$250.00		
Social Security	\$576.50		
Disability	\$495.12		
TOTAL:	\$2,521.62	\$0.00	\$0.00
<u>Real Estate Fees:</u>			
R. E. Board	\$350.00		
Memberships (MLS)	\$275.00		
Subscriptions	\$100.00		
Dues / Fees	\$500.00		
TOTAL:	\$1,225.00	\$0.00	\$0.00
<u>General Expenses:</u>			
Auto (pmts., maint., license)	\$1,200.00		
Car Insurance	\$1,400.00		
Telephone / Pager	\$1,000.00		
Computer Technology (hardware, software, etc.)	\$2,500.00		
Signs	\$750.00		
Marketing Personal	\$3,000.00		
Marketing Listings	\$1,800.00		
Marketing Prospects	\$700.00		
Education (seminars / conventions)	\$2,200.00		
Referral Fees Paid	\$14,000.00		
Gifts	\$900.00		
Health Insurance	\$4,000.00		
Disability Insurance	\$1,500.00		
Legal / Accounting	\$1,700.00		
Other			
Other			
Other			
TOTAL:	\$36,650.00	\$0.00	\$0.00
<u>TOTAL ANNUAL INCOME:</u>	<u>\$89,083.88</u>		
<u>TOTAL ANNUAL EXPENSES:</u>	<u>\$40,396.62</u>	<u>\$0.00</u>	<u>\$0.00</u>

"Watching your bottom line is crucial in the Real Estate business. We help you increase your profit margin and maintain a profitable business!"