



## The Big Issues of the Economic Model of the Millionaire Real Estate Agent

1. 320 Closed Sales with an Average Sales Price of \$250K
2. \$2.4 Million in GCI
3. \$700,000 Cost of Sales  
\$700,000 Operating Expenses
4. 27.72 Seller Listing Appointments per Month  
25.58 Buyer Listing Appointments per Month
5. 20.58 Seller Listings Taken per Month  
16.63 Buyer Listings Taken per Month
6. 13.33 Seller Listings Sold per Month  
13.33 Buyer Listings Sold per Month