

## House 2 Home Real Estate

### Individual Form Guide - Dasha Vazquez 2017

Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Avg per mth	YTD Total	YTD Targets
Prospecting Calls													0	<b>0</b>	
Appointments Made	0	0	0	0	0	0	0	0	0	0	0	0	0	<b>0</b>	
Calls per Appointment															
Presentations	3	1	2										1	<b>6</b>	
Listings		1	3	1	1	2							1	<b>8</b>	
Present/List Ratio		100%	150%											<b>133%</b>	
CI Listings	0	1	1	0	1	0	0	0	0	0	0	0	0	<b>3</b>	
% of Listings C.I.		100%	33%		100%									<b>38%</b>	
Listings Sold		1	2	1		1							1	<b>5</b>	
List/Sell Conversion Ratio		100%	67%	100%		50%								<b>63</b>	
Withdrawns		1	1		1	1							1	<b>4</b>	
SPR Appointments													0	<b>0</b>	
SPRs		1	2										0	<b>3</b>	
SPR Ratio															
Inspections													0	<b>0</b>	
Sales		1	2			1							1	<b>4</b>	
Insp/Sell Ratio															
Sides		2	4	1		2							2	<b>9</b>	
Bonusable \$ per Side		4,173	4,791	2,843		5,591								<b>4,615</b>	
Total Bonusable \$		8,346	19,164	2,843		11,181								<b>41,535</b>	
Gross fees \$		11,727	22,422	4,148		12,495								<b>50,792</b>	
Bonuses															
Reviews													0	<b>0</b>	
Referrals Out													0	<b>0</b>	
Trust Account No															