

SAMPLE REALTY CO
Profit & Loss
 January through March 2017

	<u>Jan - Mar 17</u>	<u>% of Income</u>
Ordinary Income/Expense		
Income		
41000 Gross Commission Income	250,000.00	100.0%
Total Income	250,000.00	100.0%
Cost of Goods Sold		
51000 Commission Paid Out	62,500.00	25.0%
Total COGS	62,500.00	25.0%
Gross Profit	187,500.00	75.0%
Expense		
61000 Salaries/Benefits	47,000.00	18.8%
62000 Lead Generation	19,020.00	7.6%
63000 Occupancy	4,900.00	2.0%
64000 Communication/Technology	4,000.00	1.6%
65000 Education/Dues	5,750.00	2.3%
66000 Automobile	1,875.00	0.8%
67000 Equipment/Furnishings	4,100.00	1.6%
68000 Supplies/Office Expenses	3,055.00	1.2%
69500 Professional Services	2,225.00	0.9%
69700 Travel	2,575.00	1.0%
Total Expense	94,500.00	37.8%
Net Ordinary Income	93,000.00	37.2%
Net Income	<u>93,000.00</u>	<u>37.2%</u>