

Income goal setting — your history

	2015	2016	2017	2018
# Buyer sales				
# Listing sales				
Total # sides				
\$ Volume				
Listings taken				
Listings sold				
Average per side \$ (\$ Volume / # of Sides)				
Average per side \$				

What's your income goal? Work backward!

Desired income	\$
Average sales price	\$
Average commission	\$
Your share of the commission	%
Average commission x percentage	\$
Desired income/answer from line above = number of sides you need	
Number of sides/12 = monthly goal	