

2018 Volume/Unit Goals

1. 2017 Volume: _____.
2. 2017 Units: _____.
3. 2017 Average sale price: _____.

4. How much do you want to make in 2018?
_____.

5. Divide income goal by .015 to get your 2018 yearly volume goal: _____.
6. Divide 2018 yearly volume goal by 12 to get your monthly volume goal: _____.

7. Divide 2018 yearly volume goal by 2017 avg. sale price to get 2018 yearly unit goal: _____.
8. Divide 2018 yearly unit goal by 12 to get your monthly unit goal: _____.

Buyer Agent signature