

Data Based on 26,355 Real Estate agents/PRECs for 2023 for Ontario

Choose GCI Level for Benchmarks	\$200,000-\$500,000
Approximate Annual GCI in \$ value	400000

Benchmark based on Industry standards	Financials with Controls	
Total Comission Income	100%	\$ 400,000
Cost of sales (Direct expenses)	1%	\$ 5,600
Wages and Benefits	0%	\$ 400
Sub-contractors, Admin etc	1%	\$ 4,400
Opening inventory	0%	\$ 400
Closing inventory	0%	\$ 400
Operating expenses (indirect expenses)	42%	\$ 166,000
Labour and commissions	9%	\$ 36,000
Amortization and depletion	1%	\$ 4,000
Repairs and maintenance	0%	\$ 400
Utilities and telephone/telecommunication	1%	\$ 3,200
Rent	1%	\$ 2,400
CRA penalties, Interest and bank charges	0%	\$ 800
Professional, Legal, Accounting and business fees	8%	\$ 30,000
Advertising and promotion	7%	\$ 28,000
Delivery, shipping and warehouse expenses	0%	\$ -
Insurance	0%	\$ 1,200
Training	6%	\$ 24,000
Travel	5%	\$ 20,000
Other expenses	4%	\$ 16,000
Total expenses	43%	\$ 171,600
Net profit/loss	57%	\$ 228,400