LANTRAX

Real Estate Back Office Solutions Since 1980

SMARTS Commercial Back Office

Lantrax Creates Low Cost Back Office Solution for Commercial Real Estate Brokerage Firms

Aaron Taylor, CEO

Lantrax, Inc.

New Back Office Processing Option for Commercial Real Estate Brokerages

Company Introduction

LanTrax, Inc. – Innovative Software Solutions for Real Estate Brokerages

Founded in the mid-1990s and headquartered in Williamsville, New York, LanTrax, Inc. is a privately held technology firm focused on developing purpose-built software for real estate brokerages across the United States. With a growing team of over 25 employees, LanTrax is dedicated to improving operational efficiency, financial transparency, and overall profitability for its clients.

LanTrax offers a suite of fully integrated software products designed to support real estate brokers in managing critical business functions:

- Profit Power: A robust back-office and accounting platform designed for enterprise-level brokerages. It automates a broad range of operations, including agent management, listings, sales tracking, commission calculations, escrow, associate billing, lead and referral management, and accounting. Many of the nation's top brokerages have relied on Profit Power for decades to meet their complex processing requirements.
- CAP (Commission Analysis Prediction): A data analytics tool that enables brokerages to evaluate and optimize their commission plans. CAP leverages real sales data to design, test, compare, and refine compensation strategies, providing actionable business intelligence for recruiting agents, retaining agents and revenue optimization decisions. Think . . . Commission Revenue Optimization!
- SMARTS: A lightweight, cost-effective back-office solution built specifically for small residential and commercial brokerages. SMARTS incorporates many of the enterprise-grade features found in Profit Power, but in a more accessible, easy-to-use format.

All LanTrax platforms are designed to integrate seamlessly with industry-leading transaction management, CRM, lead generation, and general ledger platforms including QuickBooks, ensuring end-to-end workflow continuity.

Expanding Into Commercial Brokerage Solutions

Recognizing a major gap in the market, the LanTrax executive team identified that commercial real estate brokerages were being underserved by traditional residential back-office solutions. Commercial firms frequently handle complex transactions involving leases and rentals, many of which require recurring commission payments over the duration of a lease term. Managing these multi-payment schedules manually is time-consuming, error-prone, and administratively burdensome.

To address these challenges, LanTrax introduced SMARTS Commercial, a specialized back-office solution built from the ground up to accommodate the unique requirements of commercial real estate operations.

SMARTS Commercial supports two distinct transaction types:

1. Standard Sales Transactions: Managed similarly to residential closings, with a single commission payment issued at the time of closing of the sale.
2. Lease and Rental Transactions: Managed using an automated, scheduled payment system that reflects the recurring nature of lease commissions.

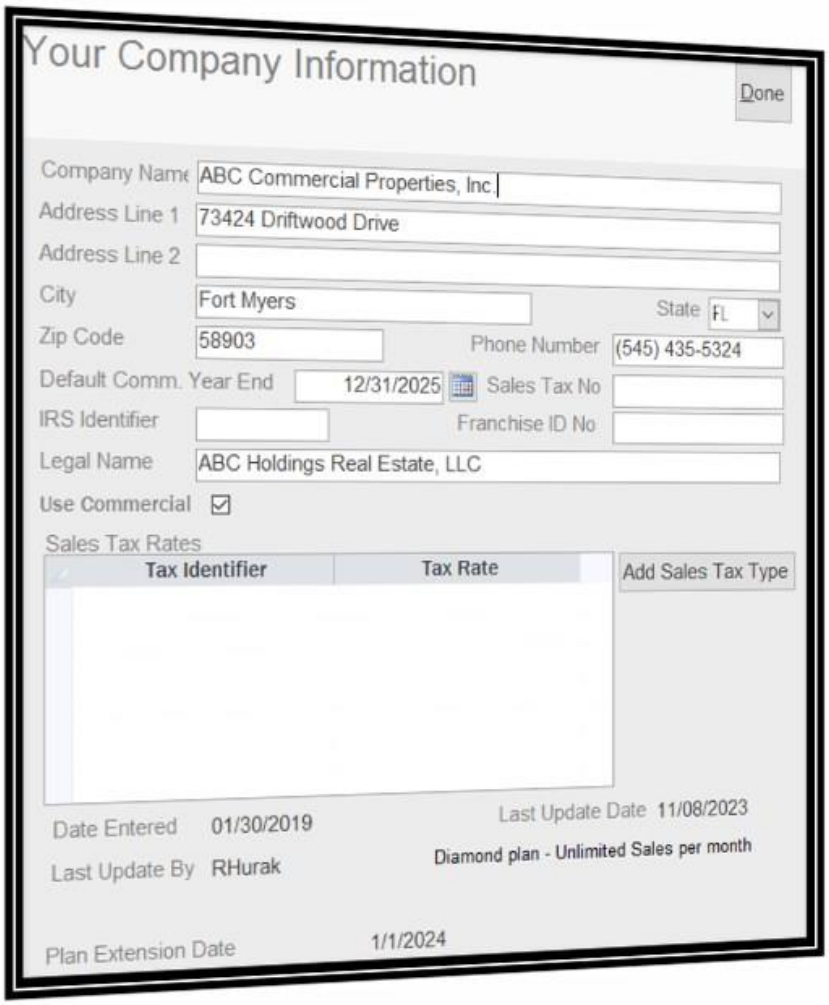
SMARTS Commercial generates detailed payment schedules, tracks outstanding commissions, and automatically issues commission invoices and statements to property owners when payments become due. This eliminates the need for administrators to manually track lease terms or issue multiple invoices and statements over time.

When a commission payment is received, SMARTS Commercial calculates the appropriate commission splits for all parties involved, based on the brokerage’s custom agent compensation plans. Agents have secure 24/7

access to their performance data through an online reporting portal, where they can view commission statements, transaction histories, pending closings, 1099 totals, client contact lists, and more.

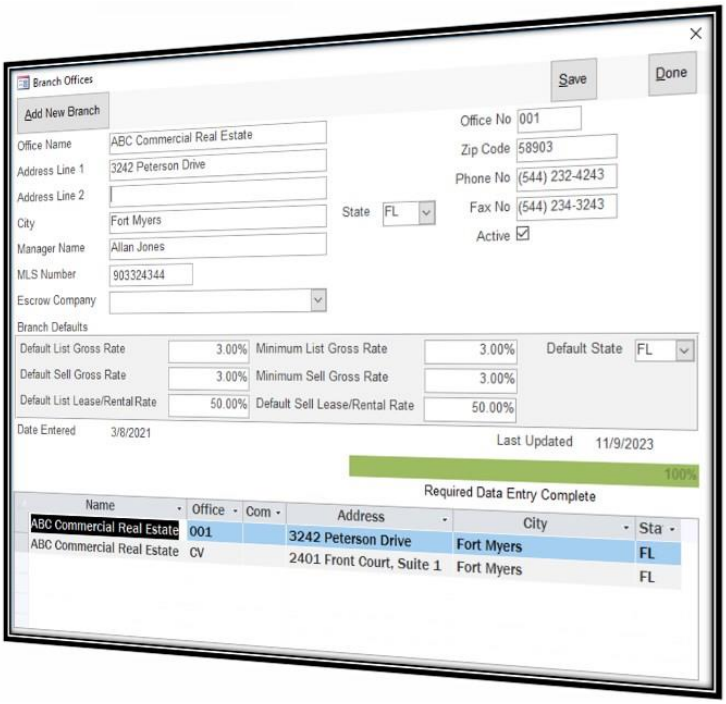
With SMARTS Commercial, commercial brokerages can finally benefit from a purpose-built, intelligent solution that simplifies lease and rental transaction management, ensures timely commission collection, and automates a historically manual process, freeing up staff to focus on growth and service.

SMARTS Commercial Setup Modules



SMARTS Commercial includes multiple configuration options that tailor the system's behavior to align with the unique operational needs of each brokerage firm. The Company Setup screen allows users to enter and store essential company information, which is then automatically incorporated into all SMARTS Commercial reports as part of the firm's official contact details.

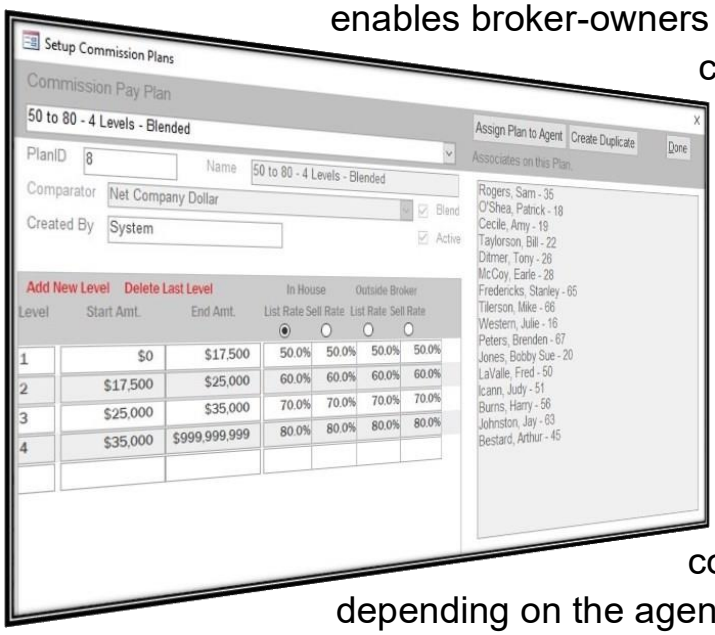
This is the Branch Office Setup screen. Under the standard pricing plan, SMARTS Commercial supports up to three branch offices. As shown, this setup allows users to define default values for listing and selling side transactions, as well as lease and rental deals. These defaults are used to automatically calculate gross commissions. However, they can be modified on a per-transaction basis whenever necessary.

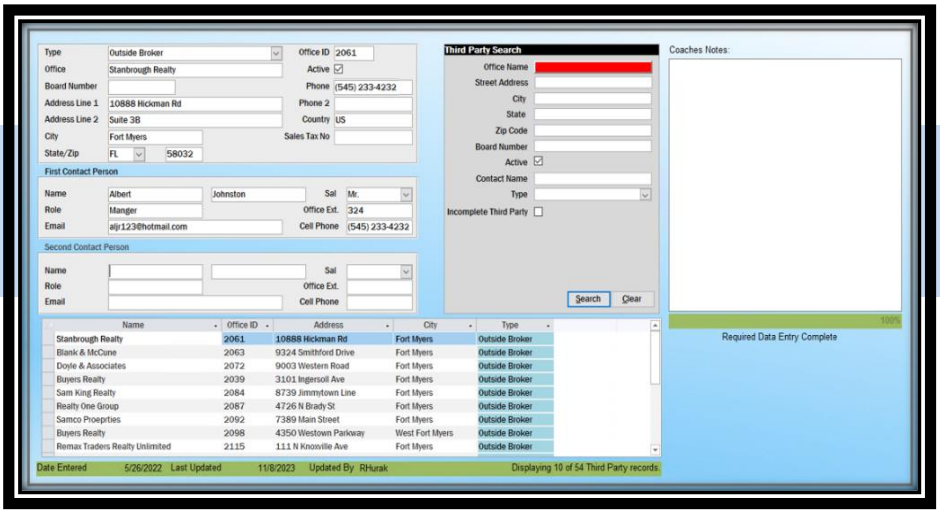


Associate Screen

The Associate screen captures, stores and re-uses agent data when entering listings, clients and transaction. With a simple click of a button, agent data becomes linked to the appropriate transaction records. The agent's commission plan is also assigned to the agent within the Associate Module. When an agent is selected for a transaction, their commission plan will automatically calculate their commission.

This is the Agent Commission Plan Setup screen. SMARTS Commercial enables broker-owners to configure and use their own custom commission plans for calculating agent payouts. Plans can range from straightforward to highly complex, including multi-tiered schedules that automatically adjust based on an agent's year-to-date production. Additionally, SMARTS Commercial allows commission rates to vary depending on the agent's role in the transaction (listing or selling side) and whether the deal was completed in-house or involved an outside brokerage.

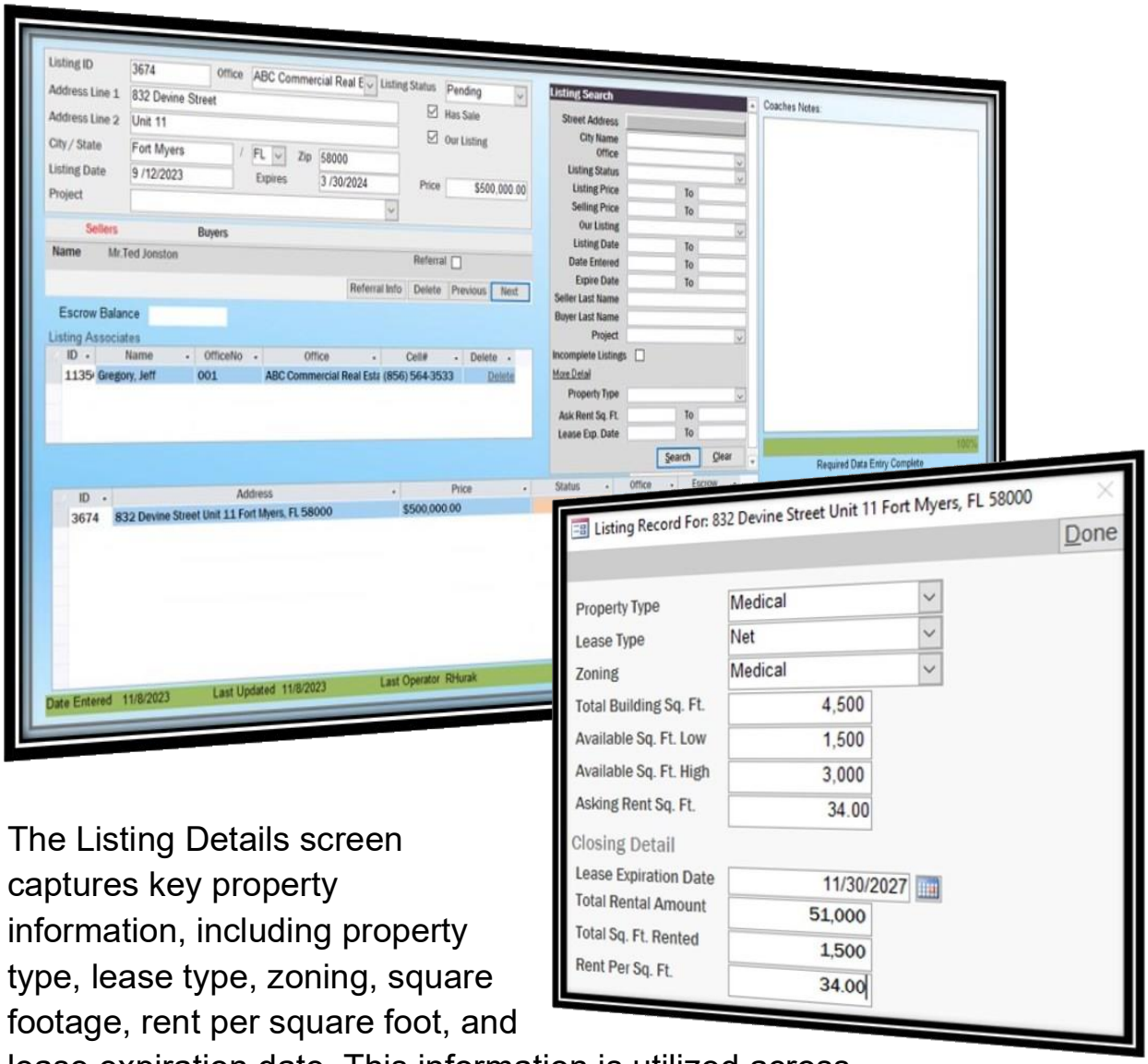




Third Party (Outside Brokers) Screen

This is the Third-Party Setup screen. External parties such as outside brokers, referral brokers, attorneys, and escrow companies can be entered once and easily selected for future transactions. When an outside broker is involved, a quick search and single click will populate their details into the transaction.

SMARTS Commercial also features an integrated Listings Management module, allowing broker-owners to record, track, and manage property inventory, whether or not a listing is currently under contract. Once a listing is entered, it can be effortlessly linked to a sale or lease transaction through a simple search-and-select process.



The Listing Details screen captures key property information, including property type, lease type, zoning, square footage, rent per square foot, and lease expiration date. This information is utilized across multiple listing reports within the SMARTS solution.

These reports are accessible 24/7 through the SMARTS online portal, providing broker-owners and agents with real-time access to up-to-date property data.

The next few pages illustrate some examples of listing reports that can be generated on demand, with agents also able to view them via their portal access.

Hurak Commercial Real Estate

51 Christina Street 322
Buffalo NY 14221
(716) 234-3242

Lease Expiration Listing Report

Listings Expire from Jan, 1, 2025 to Dec, 31, 2030

Lease Expiration	Property Type	Listing Status	Property Address	Zoning	Total Sq Ft	Available Sq Ft Low	Available Sq Ft High	Rental Per Sq Ft	Lease Type
11/11/2025	Medical	Pending	765 Devon	Medical	5,000	400	600	$25.00	Gross
	Group Totals				5,000	400	600	$25.00	
12/31/2025	Condo	Closed	2883 Derek Druin	Condo	1,000	1,000	1,000	$0.00	Gross
	Group Totals				1,000	1,000	1,000	$0.00	
4/14/2026	Condo	Pending	21 Mayfair Ave	Condo	1,000	1,000	1,000	$25.00	Gross
	Group Totals				1,000	1,000	1,000	$25.00	
12/31/2026	Medical	Closed	679 Albert Street	Medical	800	400	800	$0.00	Gross
	Group Totals				800	400	800	$0.00	
12/24/2027	Medical	Closed	9273 James Ave	Medical	1,000	400	1,000	$0.00	Gross
	Group Totals				1,000	400	1,000	$0.00	
12/31/2027	Retail	Pending	12 Germain St.	Retail	1,250	200	400	$24.00	Gross
	Medical	Pending	902 Western Road	Medical	2,500	500	1,000	$23.00	Gross
	Group Totals				3,750	700	1,400	$23.50	
4/10/2028	Office	Pending	789 Maple Lane	Office	1,000	1,000	1,000	$25.00	Net
	Group Totals				1,000	1,000	1,000	$25.00	
5/2/2028	Medical	Pending	123 Main St.	Medical	1,000	500	1,000	$25.00	Net
	Group Totals				1,000	500	1,000	$25.00	
10/1/2028	Office	Pending	738 Jerry Lane, Apt 602	Office	720	350	370	$25.00	Gross

Lease Expiration Report

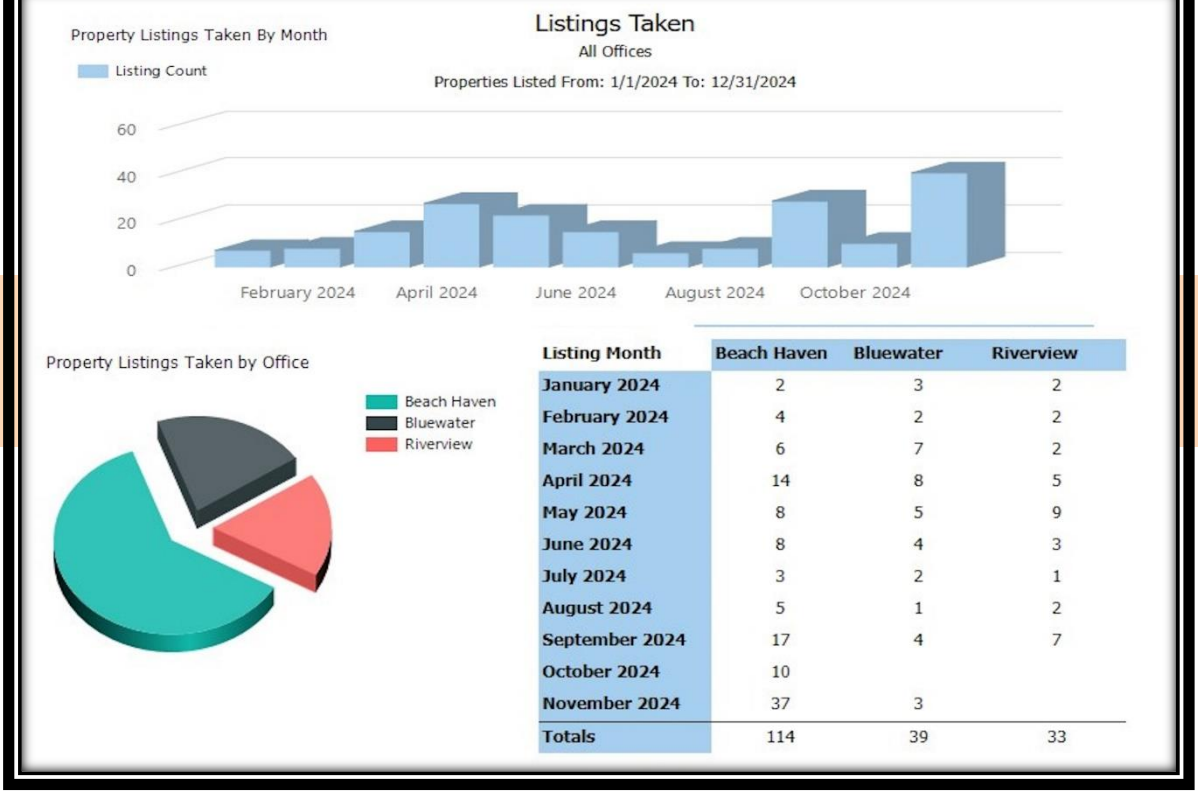
Hurak Commercial Real Estate

51 Christina Street 322
Buffalo NY 14221
(716) 234-3242

Listing by Property Type

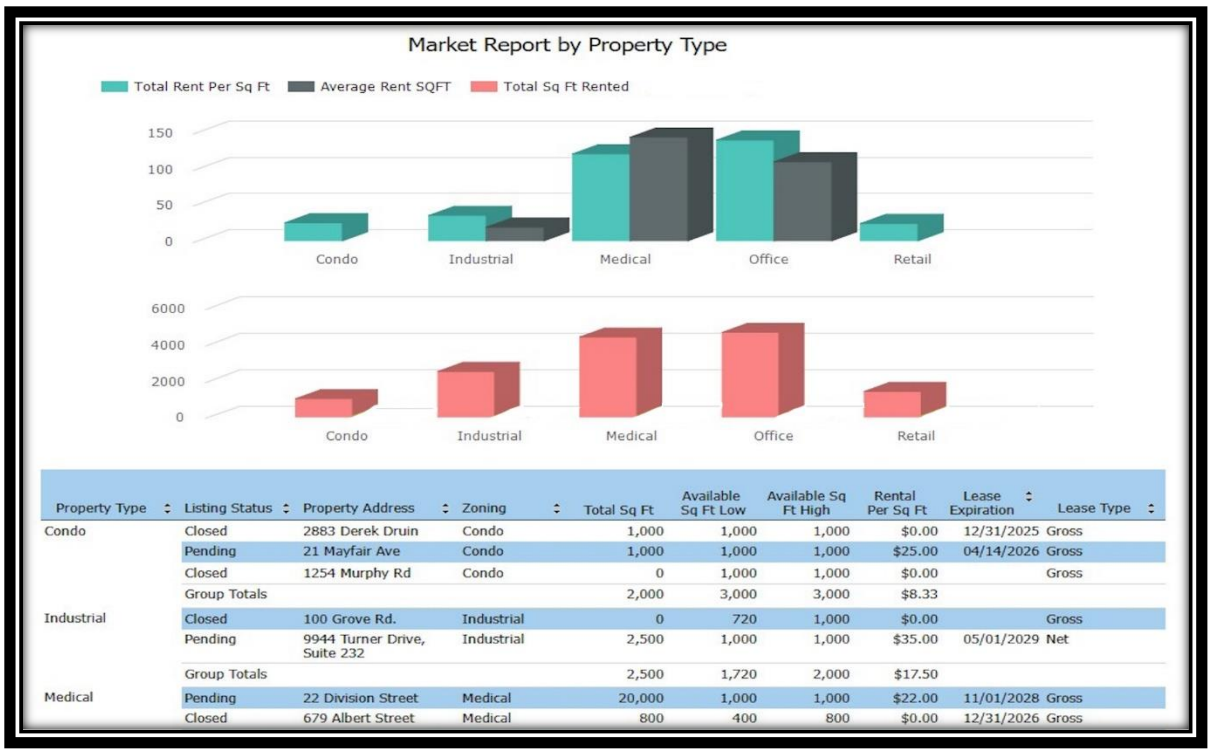
Property Type	Listing Status	Property Address	Zoning	Total Sq Ft	Available Sq Ft Low	Available Sq Ft High	Rental Per Sq Ft	Lease Expiration	Lease Type
Condo	Closed	2883 Derek Druin	Condo	1,000	1,000	1,000	$0.00	12/31/2025	Gross
	Pending	21 Mayfair Ave	Condo	1,000	1,000	1,000	$25.00	04/14/2026	Gross
	Closed	1254 Murphy Rd	Condo	0	1,000	1,000	$0.00		Gross
	Group Totals			2,000	3,000	3,000	$8.33		
Industrial	Closed	100 Grove Rd.	Industrial	0	720	1,000	$0.00		Gross
	Pending	9944 Turner Drive, Suite 232	Industrial	2,500	1,000	1,000	$35.00	05/01/2029	Net
	Group Totals			2,500	1,720	2,000	$17.50		
Medical	Closed	284 Rogers St.	Medical	0	400	400	$0.00		Gross
	Closed	123 Mayfair Dr.	Medical	0	200	400	$0.00		Gross
	Closed	784 George Drive N.E.	Medical	0	400	600	$0.00		Net
	Pending	765 Devon	Medical	5,000	400	600	$25.00	11/11/2025	Gross
	Closed	679 Albert Street	Medical	800	400	800	$0.00	12/31/2026	Gross
	Closed	78 Bridge Drive	Medical	0	400	800	$0.00		Gross
	Closed	738 Jerry Lane, Apt 401	Medical	0	400	800	$0.00		Gross
	Closed	6627 White Drive	Medical	0	400	800	$0.00		Gross
	Closed	739 Front Street	Medical	0	450	800	$0.00		Gross

Listing Property Type



Listing Month	Beach Haven	Bluewater	Riverview
January 2024	2	3	2
February 2024	4	2	2
March 2024	6	7	2
April 2024	14	8	5
May 2024	8	5	9
June 2024	8	4	3
July 2024	3	2	1
August 2024	5	1	2
September 2024	17	4	7
October 2024	10		
November 2024	37	3	
Totals	114	39	33

Listings Taken Report

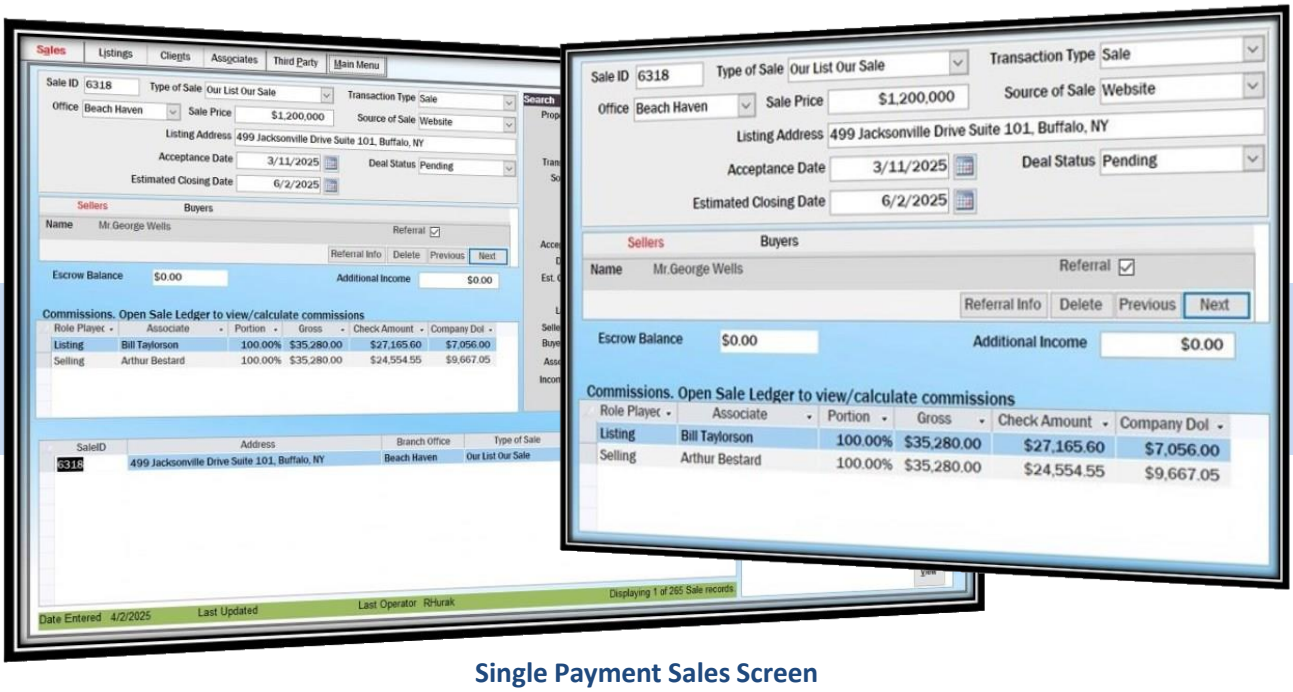


Property Type	Listing Status	Property Address	Zoning	Total Sq Ft	Available Sq Ft Low	Available Sq Ft High	Rental Per Sq Ft	Lease Expiration	Lease Type
Condo	Closed	2883 Derek Druin	Condo	1,000	1,000	1,000	$0.00	12/31/2025	Gross
	Pending	21 Mayfair Ave	Condo	1,000	1,000	1,000	$25.00	04/14/2026	Gross
	Closed	1254 Murphy Rd	Condo	0	1,000	1,000	$0.00		Gross
	Group Totals			2,000	3,000	3,000	$8.33		
Industrial	Closed	100 Grove Rd.	Industrial	0	720	1,000	$0.00		Gross
	Pending	9944 Turner Drive, Suite 232	Industrial	2,500	1,000	1,000	$35.00	05/01/2029	Net
	Group Totals			2,500	1,720	2,000	$17.50		
Medical	Pending	22 Division Street	Medical	20,000	1,000	1,000	$22.00	11/01/2028	Gross
	Closed	679 Albert Street	Medical	800	400	800	$0.00	12/31/2026	Gross

Market Report by Property Type

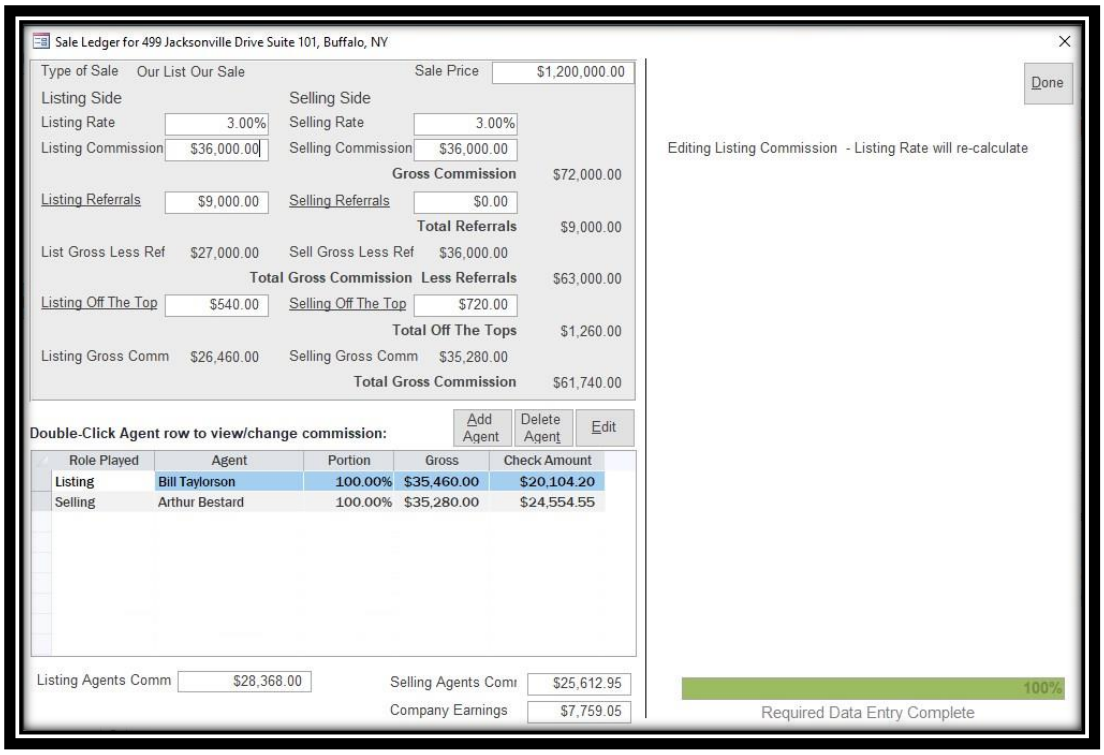
Clients can be entered and managed directly within the SMARTS Commercial application. The system supports detailed client profiles, including individual and corporate information.

Once a client is added, they can be quickly linked to a sale or lease transaction with a single click. Client roster reports are readily available to both brokers and their agents, offering a clear view of client activity and engagement.



Single Payment Sales Screen

The previous image is the data entry screen for a single-payment sale transaction. It serves as the central hub for linking all components of the transaction, including the property listing, buyer and seller details, outside or referral brokers, and the participating agents.



Sales Module Commission Ledger

The Sales Module automatically calculates all commission amounts based on the default rates defined in the Branch Setup and the specific commission plans assigned to each agent involved in the transaction. These amounts and rates can be manually adjusted at any time, if necessary.

If the transaction includes an outside referral broker, their information can be added to the commission ledger, and their share will be calculated accordingly, reducing the gross commission before agent commissions are determined. Off-the-top deductions can also be applied during this stage of the process.

This is the Agent Commission Detail screen, where individual commission portions can be adjusted when multiple agents are involved on the same side of a transaction. It also supports referral splits, customized commission amounts, and rate adjustments for each participating agent.

Off-the-bottom deductions can be applied directly to an agent's commission, with SMARTS Commercial automatically calculating these amounts based on pre-configured deduction settings.

Detail of Agent Commission Calculation

Commission Detail for Bill Taylorson

Done

Sale Price	$1,200,000.00	X Listing Rate	3.00%	= Listing Commission	$36,000.00
				- Listing Referrals	9,000.00
				- Listing Off The Tops	540.00
				= Listing Gross Commission	$26,460.00
				Assigned Listing Portion	100.0%

Role Played	Listing	
Listing Commission	$35,460.00	
Portion Rate	100.00%	Editing this agent's percent of the Deal Side Commisssion
Agent Portion	$35,460.00	
Referral Share	100.00%	
Referral Share Amt	$9,000.00	
Base Comm	$26,460.00	
Agent Rate	80.00%	
Agent Commission	$21,168.00	
Pre-Tax Deductions	$1,063.80	
Additional Income	$0.00	
Taxable Income	$20,104.20	
Post Tax Deductions	$0.00	
Pay to Receivables	$0.00	This Associate has a AR Balance of $88
Pay to Agent	$20,104.20	
Performance	$5,292.00	

Agent Rate Details

Level	Base	Rate	Commission
4	$26,460.00	80.00%	$21,168.00

Agent Commission Detail

Additionally, SMARTS Commercial includes an Agent Accounts Receivable feature, enabling the recording and tracking of all agents' receivable activities for improved financial oversight. If an agent has an outstanding A/R balance, all or part of that balance can be deducted directly from their commission using this Agent Commission Detail screen.

Once the transaction has been fully entered and commissions calculated, the final step is to close the sale when ready. SMARTS Commercial instantly generates all related administrative reports, which can be reviewed or printed at any time. Shown here is the Sales Transaction Details Report.

Hurak Commercial Real Estate

Report Generated : 4/17/2025 8:43:43 AM
Deal Status: Pending

Beach Haven
51 Christina Street
Buffalo, NY. 14221
(716) 234-3242

Transaction Details

Property Details:
499 Jacksonville Drive Suite 101, Buffalo, NY

MLS#:

Sale ID: 6318
Sale Type: Our List Our Sale
Transaction Status: Pending

Sales Price:	$1,200,000	Contract Date:	3/11/2025
Total Commission Rate:	6.00 %	Est Closing Date:	6/2/2025
List Side Rate:	3.00 %	Close Date:	
Sell Side Rate:	3.00 %	Seller:	George Wells
Gross Commission:	$72,000.00	Buyer:	Diane George
Referrals:	$9,000.00		

Off The Tops	Amount	Pct	Side
Off-the-Top Marketing Fee	$720.00	2.00%	S
Off-the-Top Marketing Fee	$540.00	2.00%	L

Escrow Money on Deposit:	$0.00
Company Dollar:	$14,959.05
Non Commissioned Income:	$0.00
Total Company Dollar:	$14,959.05

Our Agents:

Agent Name	Office	Side	GCI	OTT	Referral	OTB	Assoc. Rate	AR Amt	Net Commission
Bill Taylorson	001	Listing	$35,460.00	$540.00	$9,000.00	$1,063.80	80.00 %	$0.00	$20,104.20
Arthur Bestard	001	Selling	$35,280.00	$720.00	$0.00	$1,058.40	72.60 %	$0.00	$24,554.55
			$70,740.00	$1,260.00	$9,000.00	$2,122.20		$0.00	$44,658.75

Broker Referrals: **Total**

Bridgeview Real Estate.....(25% of Listing side) $9,000.00

Report Generated:4/17/2025 8:43:43 AM

Sales Transaction Detail Report

Agent names appear as blue, underlined links, allowing administrators to quickly drill down into each agent's commission details. This information is accessible at any time by broker-owners, managers, and administrative staff.

Agents have their own secure reporting portal, providing 24/7 access to their individual sales activity. Access is restricted to their personal data only, ensuring privacy and security.

In the top right corner of the Commission Statement report (on the next page), agents can instantly view their year-to-date performance statistics for a quick snapshot of their progress.

Hurak Commercial Real Estate

The Beach Haven Office
3457 Riverview Drive
Buffalo NY 14221
Phone: (716)435-4354

Commission Statement

Taylorson, Bill (22)
78 Beachwood Drive
Buffalo, NY. 14221
Property: **499 Jacksonville Drive Suite 101, Buffalo, NY**

Office #:	001	Sale No.:	6318
Office Name:	Beach Haven	Sale Type:	Our List Our Sale
Side:	Listing	Sale Status:	Pending
Sales Price:	$1,200,000.00	List Price:	$1,200,000.00
Acceptance Date:	3/11/2025	Close Date:	
Estimated Closing Date:	6/2/2025		

YTD 1/1/2025 - 4/17/2025	
Commission	$57,766.77
Volume	$2,652,285.71
Units	11.50
Commission Year 12/31/2024 - 12/30/2025	
This Commission	$5,292.00
Performance Total	$18,251.09

Unit Credits	1.00
Volume Credit	$1,200,000.00
Commission Rate	3.00 %
Gross Commission Income	$36,000.00
% of Side Allocation	100.00 %
Adjusted GCI	$36,000.00
Less Referral Fees	$9,000.00
GCI less referrals	$27,000.00
OTT Deductions	$0.00
GCI After Deductions	$26,460.00
Agent Earnings	$21,168.00
Additional Income	$0.00
Agent Gross Earnings	$21,168.00
Less OTB Deductions	$0.00
Less A/R Deductions	$0.00
Agent's Net Earnings	$20,104.20

Referrals

Total		$9,000.00
Total Deductions	($1,063.80)	

Seller	George Wells
Buyer	Diane George

Authorized: _____ *Date* _____

Agent - Received _____ *Date* _____

Report Generated:4/17/2025 8:44:02 AM

Agent Commission Detail Report

SMARTS Commercial eliminates the time-consuming administrative work typically required to generate essential reports. Many of these reports are agent-specific and can be accessed directly through the SMARTS Agent Reporting Portal, giving agents real-time visibility into their sales activity. It's a convenient tool for agents and a significant time-saver for administrative staff.

Hurak Commercial Real Estate

Beach Haven
51 Christina Street 322
Buffalo NY 14221
(716) 234-3242

Sale Invoice

Deal Status: Pending

Sale ID: 6318
MLS #:
Our List Our Sale

Closing Date:	6/2/2025		Primary Seller(s):
Property Address:			George Wells
499 Jacksonville Drive Suite 101, Buffalo, NY			Primary Buyer(s):
			Diane George
Sale Price:	$1,200,000.00		
Total Commission Rate:	6.00%		
List Side Rate:	3.00%	$36,000.00	
Sell Side Rate:	3.00%	$36,000.00	**Remit Payment To:**
Total Commission on Sale:	$72,000.00		**Hurak Commercial Real Estate**
Earnest Money on Deposit:			**51 Christina Street**
Balance Due:			**Buffalo, NY 14221**

Primary Listing Associate:	Primary Listing Office:	Primary Selling Associate:	Primary Selling Office:
Bill . Taylorson	Beach Haven	Arthur . Bestard	Beach Haven
License #: 534-994-994	3457 Riverview Drive	License #: 534534534	3457 Riverview Drive
atwonder@gmail.com	Buffalo, NY 14221	artB123@hotmail.com	Buffalo, NY 14221
	Branch MLS #: 4581		Branch MLS #: 4581
	(716) 435-4354		(716) 435-4354

Hurak Commercial Real Estate

Beach Haven
51 Christina Street 322
Buffalo NY 14221
(716) 234-3242

Closing Payment Distribution

Property Deailts: 499 Jacksonville Drive Suite 101, Buffalo, NY ML#:	Deal Status: Pending Close Date: 6/2/2025 Escrow Balance: $0.00	Sale ID: 6318 Sale Type: Our List Our Sale

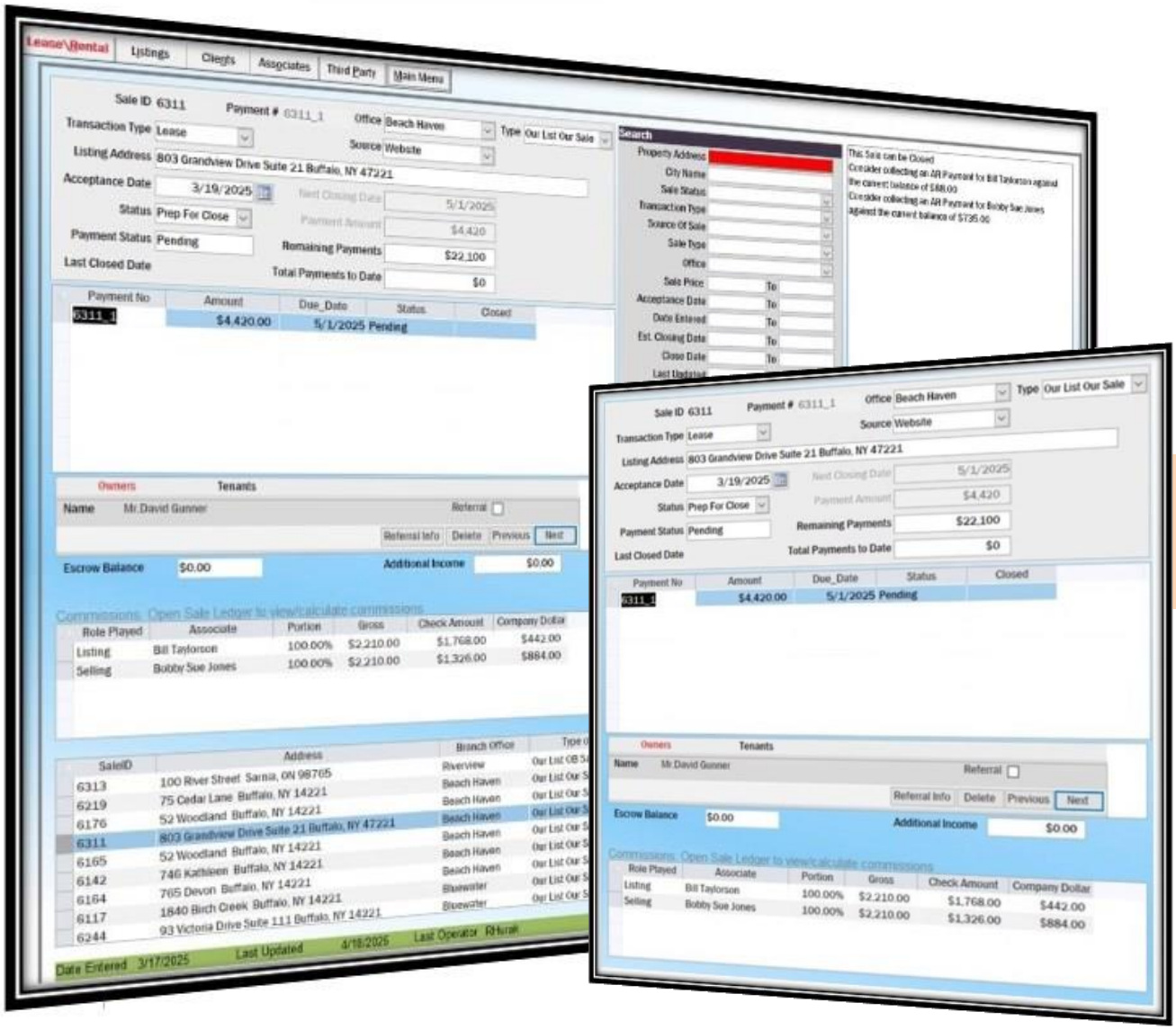
Closing Proceeds	**$72,000.00**
Associate Payments	
Bill Taylorson	$20,104.20
Arthur Bestard	$24,554.55
Total Associate Payments	$44,658.75
Left after Payments	$27,341.25
Company Dollar	$27,341.25

4/17/2025 8:46:04 AM

Invoice

SMARTS Commercial includes a full suite of administrative reports such as invoices, customer statements, commission disbursement details, and more. All reports can be accessed without logging into the main application, thanks to the user-friendly SMARTS Reporting Portal. This convenient tool makes it quick and easy for brokers and agents to generate the reports they need, anytime.

This is the Multi-Payment Lease/Rental Module. This module is used for any transaction that has more than one payment. Leases, rentals and even sales that have a commission payment schedule (condos, new construction, etc.)

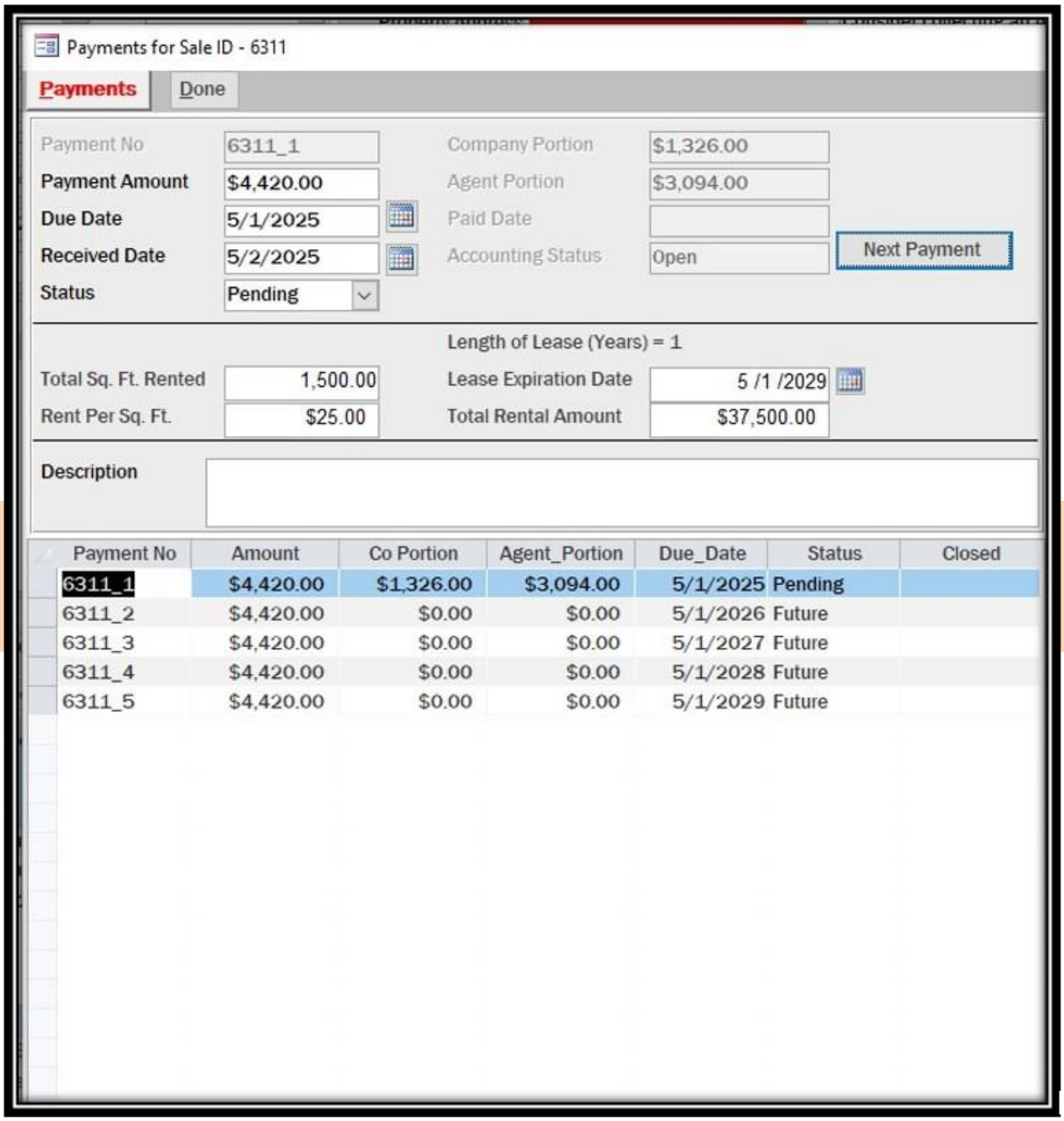


Multi-Payment Transaction Module

Just like the single payment sales transaction module, the multi-payment module is the “hub” that links all the components of the transaction.

Unlike the single payment sales transaction module, the multi-payment module does not have a sale price. Instead, a multi-payment schedule is created with all

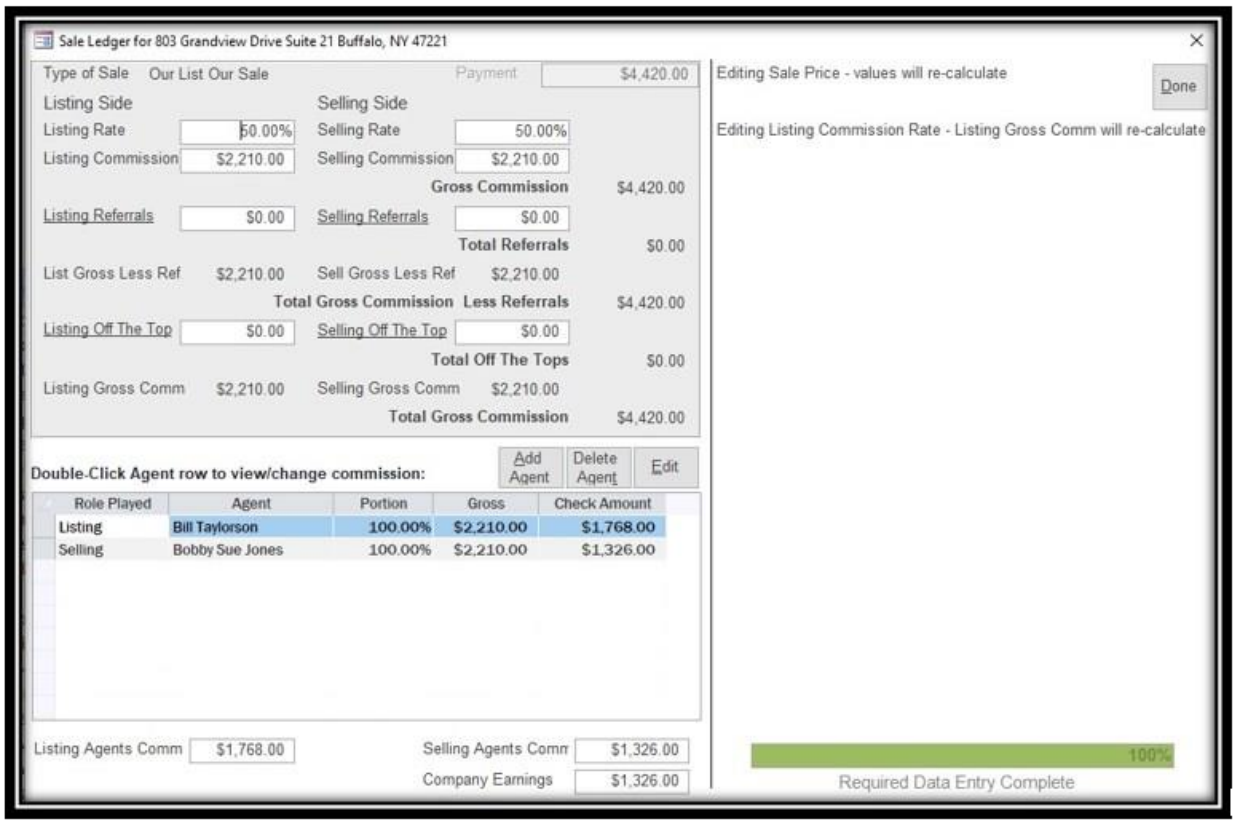
the future payments that will be due and payable based upon the duration of the lease or commission payment agreement.



Multi-Payment Commission Schedule

A simple wizard allows the schedule to be created in seconds. Number of payments, frequency and lease term in years will be entered into the payment schedule wizard and the schedule will be created. There is no practical limited to the number of commission payments within a schedule.

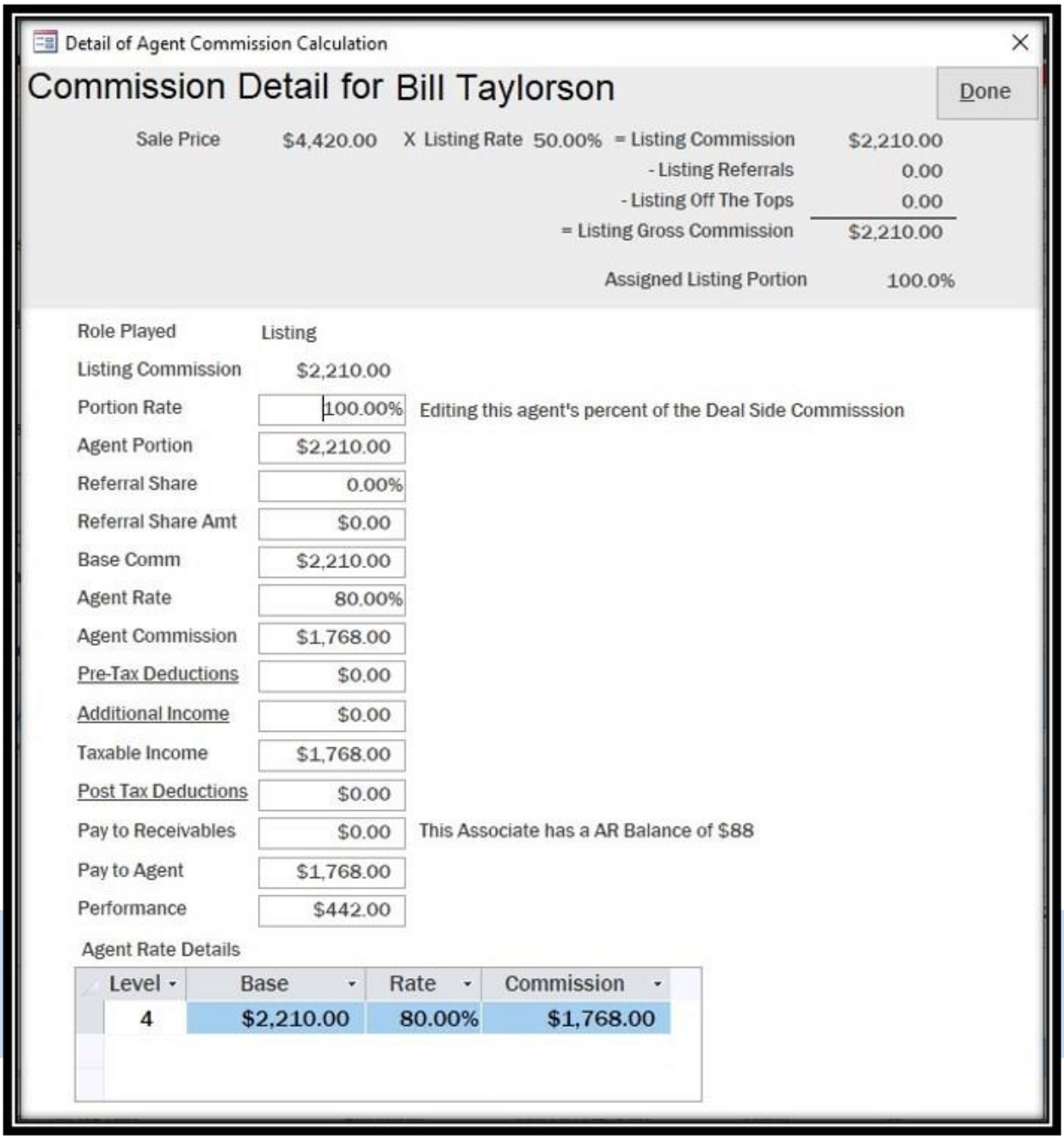
Each time a commission payment is paid, it will be recorded on this payment schedule screen. Commission payments are monitored by SMARTS and when a payment is due, SMARTS will notify the administrator.



Multi-Payment Ledger

The multi-payment module also has a financial ledger where all the commissions will be calculated. The only difference from the single payment module, is that a multi-payment transaction does not have a sale price.

Therefore, this ledger uses the default percentage values entered for the branch office and split the list and sell side of the commission payment accordingly. Default rates can be overwritten at any time. Outside referral brokers and off-the-top deductions can be applied to the transaction for each commission payment.



Agent Commission Detail Screen

The agent commission detail screen displays all the commission calculations for each agent on the lease/rental transaction. All commission values and/or percentage rates can be overwritten if required. Like the single payment agent commission detail screen, items such as portion, referral portion and off-the-bottoms can be adjusted when required.

The multi-payment module has its own set of administrative reports that are available on-line whenever a printed copy is required. This report illustrates the financial details of the lease/rental transaction. A commission statement is also available for each agent to the transaction.

Hurak Commercial Real Estate

Report Generated : 4/18/2025 1:53:37 PM

Beach Haven
51 Christina Street
Buffalo, NY. 14221
(716) 234-3242

Transaction Details

Property Details:
803 Grandview Drive Suite 21
Buffalo, NY 47221

MLS#:

Sale ID: 6311 Payment ID: 1
Sale Type: Our List Our Sale
Payment Status: Pending

Sales Price:	$4,420	Contract Date:	March 19, 2025
Total Commission Rate:	100.00 %	Est Closing Date:	May 1,2025
List Side Rate:	50.00 %	Close Date:	May 3, 2025
Sell Side Rate:	50.00 %	Seller:	David Gunner
Gross Commission:	$4,420.00	Buyer:	George Rogers
Referrals:	$0.00		
Escrow Money on Deposit:	$0.00		
Company Dollar:	$1,326.00		
Non Commissioned Income:	$0.00		
Total Company Dollar:	$1,326.00		

Our Agents:

Agent Name	Office	Side	GCI	OTT	Referral	OTB	Assoc. Rate	AR Amt	Net Commission
Bill Taylorson	001	Listing	$2,210.00	$0.00	$0.00	$0.00	80.00 %	$0.00	$1,768.00
Bobby Sue Jones	001	Selling	$2,210.00	$0.00	$0.00	$0.00	60.00 %	$0.00	$1,326.00
			$4,420.00	$0.00	$0.00	$0.00		$0.00	[illegible]

Relocation Referrals:

Broker Referrals:

Business Partners:

Hurak Commercial Real Estate

The Beach Haven Office
3457 Riverview Drive
Buffalo NY 14221
Phone: (716)435-4354

Commission Statement

Taylorson, Bill (22)
78 Beachwood Drive
Buffalo, NY. 14221
Property: **803 Grandview Drive Suite 21 Buffalo, NY 47221**

Office #:	001	Payment No: 1	
Office Name:	Beach Haven	Sale No.:	6311
Side:	Listing	Sale Type:	Our List Our Sale
Sales Price:	$4,420.00	Payment:	Pending
Acceptance Date:	3/19/2025	List Price:	$4,420.00
Due Date:	5/1/2025	Paid Date:	

YTD 1/1/2025 - 4/18/2025	
Commission	$62,238.02
Volume	$3,017,285.71
Units	12.50
Commission Year 12/31/2024 - 12/30/2025	
This Commission	$442.00
Performance Total	$18,251.09

Unit Credits	1.00
Volume Credit	$4,420.00
Commission Rate	50.00 %
Gross Commission Income	$2,210.00
% of Side Allocation	100.00 %
Adjusted GCI	$2,210.00
Less Referral Fees	$0.00
GCI less referrals	$2,210.00
OTT Deductions	$0.00
GCI After Deductions	$2,210.00
Agent Earnings	$1,768.00
Additional Income	$0.00
Agent Gross Earnings	$1,768.00
Less OTB Deductions	$0.00
Less A/R Deductions	$0.00
Agent's Net Earnings	$1,768.00

Seller	David Gunner Enterprises
Buyer	Joseph Bunting

Authorized: _____ Date

Agent - Received _____ Date

Invoices and statements are automatically created, eliminating the need to create them manually. A huge time saver. SMARTS can also monitor all up-and-coming commission payments and through automation, each property owner can be sent an invoice and statement informing them that the commission payment is due and payable.

Hurak Commercial Real Estate

Beach Haven
51 Christina Street 322
Buffalo NY 14221
(716) 234-3242

Sale Invoice

Sale ID: 6311 Payment ID: 1

Deal Status: Pending

MLS #:

Commercial Our List Our Sale

Closing Date:		5/1/2025	Primary Seller(s):
Property Address:			David Gunner
803 Grandview Drive Suite 21 Buffalo, NY 47221			Primary Buyer(s):
			Joseph Bunting
Sale Price:		$4,420.00	
Total Commission Rate:	100.00%		
List Side Rate:	50.00%	$2,210.00	
Sell Side Rate:	50.00%	$2,210.00	
Total Commission on Sale:		$4,420.00	
Earnest Money on Deposit:		$0.00	
Balance Due:		$4,420.00	

Remit Payment To:

Hurak Commercial Real Estate
51 Christina Street
Buffalo, NY 14221

Primary Listing Associate:	Primary Listing Office:	Primary Selling Associate:	Primary Selling Office:
Bill . Taylorson	Beach Haven	Bobby Sue . Jones	Beach Haven
License #: 534-994-994	3457 Riverview Drive	License #: 545646545644	3457 Riverview Drive
atwonder@gmail.com	Buffalo, NY 14221	suebb884@hotmail.com	Buffalo, NY 14221
	Branch MLS #: 4581		Branch MLS #: 4581
	(716) 435-4354		(716) 435-4354

Hurak Commercial Real Estate

Beach Haven
51 Christina Street 322
Buffalo NY 14221
(716) 234-3242

Lease-Rental S

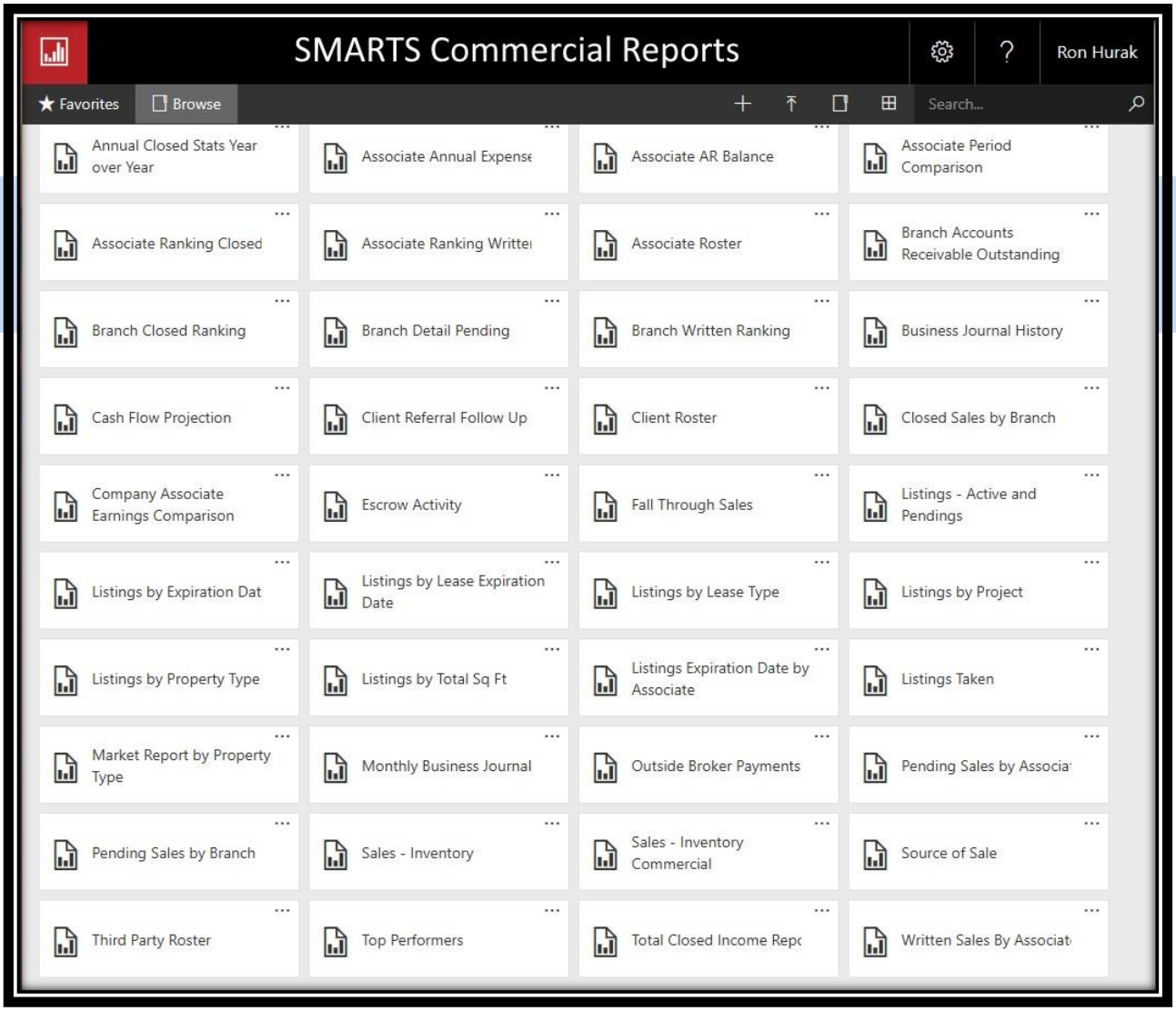
Owner:	David Gunner 803 Grandview Drive Buffalo, NY 47221	Leaser:	Joseph Bunting 803 Grandview Drive, Suite 21 Buffalo, NY 47221
Statement Date:	4/18/2025	Original Agreement Date:	3/19/2025 3/19/2025
Property:	803 Grandview Drive Suite 21 Buffalo, NY 47221	Project Name:	
Total Commission:	$22,100.00	Number of Payments:	5
Commission Paid to Date:		Commissions Still to Pay	$22,100.00
Upcoming Commission:	$4,420.00	Commission Due Date:	5/1/2025

Payment History	Status	Due Date	Amount	Received
	Pending	5/1/2025	$4,420.00	5/2/2025
			$4,420.00	
	Future	5/1/2026	$4,420.00	
		5/1/2027	$4,420.00	
		5/1/2028	$4,420.00	
		5/1/2029	$4,420.00	
			$17,680.00	

4/18/2025 8:44:12 AM

SMARTS Commercial On-Line Reports

SMARTS Commercial goes beyond just administrative reports and forms. SMARTS comes with over 40 business intelligence reports for both single and multi-payment transactions. All on-line and available 24/7 from any internet connected device.



Many of the reports can filter the sale transaction data by office, dates, single or multi-payment deals and even by agent. This added flexibility provides a variety of options when producing SMARTS Commercial reports. Some reports are also sortable, providing multiple perspectives using the same data. All on-line and available 24/7 via the SMARTS Reporting Portal.

Hurak Commercial Real Estate

51 Christina Street
Buffalo, NY 14221
(716) 234-3242
Report Basis: Closed Business

Business Journal History

Ofc	Period	Trans	In-Hse	List Side Only	Buy Side Only	Total Sales Volume	Volume Inhouse Only	Volume List Side Only	Volume Buy Side Only	Gross Commission Income	Co-Op Comms Paid	Referrals Paid	Service Fees Paid	Comms Paid to Agents	Gross Company Dollar
Branch: 001															
001	Mar-24	12	10	1	1	$3,451,633.33	$2,909,133.33	$192,500.00	$350,000.00	$138,216.67	$16,275.00	$3,762.50	$317.25	$63,065.76	$52,646.26
001	Apr-24	26	24	1	1	$4,746,126.67	$4,485,226.67	$145,900.00	$115,000.00	$204,967.33	$7,827.00	$4,775.00	$1,690.50	$96,209.68	$90,977.79
001	May-24	24	21	3	0	$5,004,626.67	$4,594,626.67	$410,000.00	$0.00	$210,463.33	$11,725.00	$1,575.00	$3,429.00	$97,842.17	$89,031.78
001	Jun-24	13	10	1	2	$4,239,033.33	$3,790,033.33	$150,000.00	$299,000.00	$303,356.67	$13,470.00	$3,250.00	$0.00	$158,806.74	$129,862.68
001	Jul-24	8	8	0	0	$4,102,800.00	$4,102,800.00	$0.00	$0.00	$129,570.00	$0.00	$4,637.50	$310.50	$63,936.00	$58,607.77
001	Aug-24	6	5	0	1	$2,419,400.00	$1,939,400.00	$0.00	$480,000.00	$92,334.00	$12,000.00	$2,962.50	$0.00	$41,277.67	$33,099.75
001	Sep-24	5	5	0	0	$4,010,000.00	$4,010,000.00	$0.00	$0.00	$107,300.00	$0.00	$5,750.00	$4,953.13	$49,264.31	$45,279.56
001	Oct-24	9	8	1	0	$2,501,360.00	$1,501,360.00	$1,000,000.00	$0.00	$126,880.00	$25,000.00	$500.00	$75.00	$51,752.50	$48,832.50
001	Nov-24	9	8	0	1	$1,210,400.00	$985,400.00	$0.00	$225,000.00	$83,200.00	$6,750.00	$0.00	$0.00	$38,537.91	$37,850.00
001	Dec-24	6	6	0	0	$125,013.33	$125,013.33	$0.00	$0.00	$62,506.67	$0.00	$0.00	$0.00	$32,095.00	$31,253.33
001	Jan-25	11	10	0	1	$54,985.38	$46,685.38	$0.00	$8,300.00	$28,670.21	$0.00	$0.00	$0.00	$20,790.91	$14,246.95
001	Feb-25	24	23	1	0	$2,620,300.00	$2,385,300.00	$235,000.00	$0.00	$116,350.00	$7,050.00	$0.00	$0.00	$65,493.62	$53,347.05
		153	138	8	7	$34,485,678.71	$30,874,978.71	$2,133,400.00	$1,477,300.00	$1,603,814.87	$100,097.00	$27,212.50	$10,775.38	$779,072.26	$685,035.42
		153	138	8	7	$34,485,678.71	$30,874,978.71	$2,133,400.00	$1,477,300.00	$1,603,814.87	$100,097.00	$27,212.50	$10,775.38	$779,072.26	$685,035.42

Statistical Summary

		Volume	Adjusted GCI	%
Listing Side Only:	8	$2,133,400.00	$61,352.00	4.13 %
Buying Side Only:	7	$1,477,300.00	$49,970.00	3.37 %
Both Sides:	138	$30,874,978.71	$1,372,655.86	92.50 %
Total Listing Units:	146	$17,570,889.36	$743,123.68	50.08 %
Total Buying Units:	145	$16,914,789.36	$740,854.18	49.92 %
Total Revenue Units:	291	$34,485,678.71	$1,483,977.86	100.00 %

Average Sale Volume:	$118,507.49	
Averge Commission:	$5,099.58	4.30 %
Average Referral Fee:	$93.51	0.08 %
Avg Agent Commission:	$2,677.22	52.50 %
Avg Retained Ofc Dollar:	$2,354.07	46.16 %

Business Journal History 3/18/2025 3:02:43 PM Page 1 Of 1

Annual Business History Journal Report

This annual business history journal can be produced throughout the year. The report is sorted by branch office and month. Each month has a “drill down” option that will display the report for a single month.

Hurak Commercial Real Estate

51 Christina Street
Buffalo, NY 14221
(716) 234-3242
For the Month Ending 03/31/24

Monthly Business Journal

	Sale No	Branch	Property Address	Closed	Price Sold	Gross Commission	Co-Broke		Office Gross	Referrals Paid	Adjusted GCI	Service Fee	Agent Comms	Net Office Dollar
LB	45	001	123 Mayfair Dr. Buf	03/15/24	$470,000.00	$14,100.00	6.00 %	$0.00	$14,100.00	$1,762.50	$12,337.50	$317.25	$6,401.04	$5,619.21
LB	22	001	1256 River Rd. Buff	03/21/24	$2,400,000.00	$72,000.00	6.00 %	$0.00	$72,000.00	$2,000.00	$70,000.00	$0.00	$39,004.26	$30,995.74
B	44	001	784 Riverbend Drive	03/22/24	$350,000.00	$21,000.00	3.00 %	$10,500.00	$10,500.00	$0.00	$10,500.00	$0.00	$5,839.63	$3,360.47
L	66	001	839 Norman Drive Bu	03/08/24	$192,500.00	$11,550.00	3.00 %	$5,775.00	$5,775.00	$0.00	$5,775.00	$0.00	$2,887.50	$2,887.50
LB	6120	001	450 Cameron Buffalo	03/01/24	$2,500.00	$1,250.00	100%	$0.00	$1,250.00	$0.00	$1,250.00	$0.00	$2,875.00	$625.00
LB	6122	001	89 Hagle Buffalo, N	03/01/24	$13,600.00	$6,800.00	100%	$0.00	$6,800.00	$0.00	$6,800.00	$0.00	$5,100.00	$3,400.00
LB	6126	001	84 Pine Grove Buffa	03/04/24	$8,000.00	$4,000.00	100%	$0.00	$4,000.00	$0.00	$4,000.00	$0.00	$4,000.00	$2,000.00
LB	6135	001	976 Hagle Buffalo,	03/04/24	$2,000.00	$1,000.00	100%	$0.00	$1,000.00	$0.00	$1,000.00	$0.00	$6,300.00	$500.00
LB	6141	001	498 Baseline Buffal	03/29/24	$2,083.33	$1,041.67	100%	$0.00	$1,041.67	$0.00	$1,041.67	$0.00	$1,562.50	$520.83
LB	6173	001	444 Caledonia Buffa	03/03/24	$8,000.00	$4,000.00	100%	$0.00	$4,000.00	$0.00	$4,000.00	$0.00	$6,400.00	$2,000.00
LB	6176	001	52 Woodland Buffalo	03/14/24	$4,600.00	$2,300.00	100%	$0.00	$2,300.00	$0.00	$2,300.00	$0.00	$4,164.83	$1,150.00
LB	6178	001	1276 Indian Road Bu	03/27/24	$2,083.33	$1,041.67	100%	$0.00	$1,041.67	$0.00	$1,041.67	$0.00	$1,562.50	$520.83
					$3,455,366.67	$140,083.33		$16,275.00	$123,808.33	$3,762.50	$120,045.83	$317.25	$86,097.26	$53,579.59

Monthly Statistical Summary

		Volume	Adjusted GCI	%
Listing Side Only:	2	$443,400.00	$11,420.25	7.37 %
Buying Side Only:	2	$675,000.00	$20,250.00	13.08 %
Both Sides:	13	$3,478,133.33	$123,204.17	79.55 %
Total Listing Units:	15	$2,182,466.67	$71,141.08	45.93 %
Total Buying Units:	15	$2,414,066.67	$83,733.33	54.07 %
Total Revenue Units:	30	$4,596,533.33	$154,874.42	100.00 %

Average Sale Volume:	$153,217.78	
Averge Commission:	$5,162.48	3.37 %
Average Referral Fee:	$125.42	0.08 %
Avg Agent Commission:	$2,869.91	55.59 %
Avg Retained Ofc Dollar:	$1,785.99	34.60 %

Monthly Business Journal Report

Hurak Commercial Real Estate

51 Christina Street 322
Buffalo NY 14221
(716) 234-3242

Agent Sales Ranking - Closed

All Offices

From 1/1/2025 To 3/18/2025
Sale Type Single

Assoc Name	Comp$	RK	Agent Income	RK	List Units	Buy Units	Total Units	RK	Listing Side Volume	Buyer Side Volume	Total Sales Volume	RK	List GCI	BuyGCI	Total GCI	RK
Aaron Taylorson (22)	21,833	1	50,767	1	3.00	3.00	6.00	1	1,115,000	1,305,000	2,420,000	1	33,450	39,150	72,600	1
Arthur Bestard (45)	9,577	2	9,577	4	2.00	1.00	3.00	2	500,500	230,000	730,500	3	13,788	6,900	20,688	3
West James (27)	8,475	3	15,675	2	2.50	0.00	2.50	3	805,000	0	805,000	2	24,150	0	24,150	2
Samual Einstein (68)	6,079	4	7,046	5	1.50	1.00	2.50	4	340,000	115,000	455,000	5	9,675	3,450	13,125	5
Bobby Sue Jones (20)	4,125	5	4,125	8	1.00	0.00	1.00	13	275,000	0	275,000	6	8,250	0	8,250	6
Mike Tilerson (66)	3,675	6	3,675	9	0.00	1.00	1.00	6	0	245,000	245,000	9	0	7,350	7,350	8
Wesley Alberts (53)	3,634	7	11,471	3	0.00	1.50	1.50	5	0	503,500	503,500	4	0	15,105	15,105	4
Brenden Peters (67)	3,300	8	3,300	12	0.00	1.00	1.00	10	0	220,000	220,000	10	0	6,600	6,600	9
William Donaldson (55)	3,180	9	3,180	13	1.00	0.00	1.00	8	212,000	0	212,000	11	6,360	0	6,360	10
Bill Smith (64)	3,069	10	3,069	14	0.00	1.00	1.00	11	0	245,500	245,500	7	0	6,138	6,138	11
Harry Burns (56)	3,000	11	3,000	15	0.00	1.00	1.00	9	0	200,000	200,000	13	0	6,000	6,000	12
Bob Argent (12)	2,625	12	2,625	16	0.00	1.00	1.00	7	0	210,000	210,000	12	0	5,250	5,250	13
Patrick O'Shea (18)	1,725	13	1,725	19	0.50	0.00	0.50	17	115,000	0	115,000	18	3,450	0	3,450	18
Earle McCoy (28)	1,470	14	5,880	6	1.00	0.00	1.00	12	245,000	0	245,000	8	7,350	0	7,350	7
Judy Icann (51)	1,313	15	1,813	18	0.50	0.00	0.50	18	105,000	0	105,000	19	2,625	0	2,625	19
Betty White (57)	1,037	16	2,420	17	0.50	0.00	0.50	19	115,250	0	115,250	17	3,458	0	3,458	17
Julie Western (16)	900	17	3,600	10	0.75	0.00	0.75	15	150,000	0	150,000	15	4,500	0	4,500	15
Tony Ditmer (26)	825	18	3,300	11	0.00	0.50	0.50	16	0	137,500	137,500	16	0	4,125	4,125	16
Fred Jones (54)	496	19	4,462	7	0.75	0.00	0.75	14	165,250	0	165,250	14	4,958	0	4,958	14
Totals	80,337		140,709		15.00	12.00	27.00		4,143,000	3,411,500	7,554,500		122,013	100,068	222,080	

Associate Ranking Closed Page 1 Of 1 3/18/2025 2:5

Agent Ranking Report - Single Payment

Hurak Commercial Real Estate

51 Christina Street 322
Buffalo NY 14221
(716) 234-3242

Agent Sales Ranking - Closed

All Offices

From 1/1/2024 To 3/21/2024
Sale Type Multi

Assoc Name	Comp$	RK	Agent Income	RK	List Units	Buy Units	Total Units	RK	Listing Side Volume	Buyer Side Volume	Total Sales Volume	RK	List GCI	BuyGCI	Total GCI	RK	GCI %
West James (27)	2,800	1	2,800	1	0.00	2.00	2.00	1	0	11,200	11,200	1	0	5,600	5,600	1	15.37 %
Judy Icann (51)	2,000	2	2,000	2	0.00	2.00	2.00	3	0	8,000	8,000	2	0	4,000	4,000	2	10.98 %
Arthur Bestard (45)	1,850	3	1,850	3	1.50	0.00	1.50	7	7,400	0	7,400	3	3,700	0	3,700	3	10.15 %
Fred Jones (54)	1,800	4	1,800	4	2.00	0.00	2.00	6	7,200	0	7,200	4	3,600	0	3,600	4	9.88 %
Sue Grimes (13)	1,625	5	1,625	5	0.00	2.00	2.00	4	0	6,500	6,500	5	0	3,250	3,250	5	8.92 %
Amy Cecile (19)	1,200	6	1,200	6	2.00	0.00	2.00	2	4,800	0	4,800	6	2,400	0	2,400	6	6.59 %
Patrick O'Shea (18)	1,100	7	1,100	7	1.00	0.00	1.00	15	4,400	0	4,400	7	2,200	0	2,200	7	6.04 %
Fred Peterson (59)	1,000	8	1,000	8	1.00	0.00	1.00	14	4,000	0	4,000	8	2,000	0	2,000	8	5.49 %
John Zinner (58)	1,000	9	1,000	9	0.00	1.00	1.00	10	0	4,000	4,000	9	0	2,000	2,000	9	5.49 %
Jeanette Brown (60)	750	10	750	10	1.00	0.00	1.00	16	3,000	0	3,000	10	1,500	0	1,500	10	4.12 %
Mike Tilerson (66)	575	11	575	11	0.00	1.00	1.00	8	0	2,300	2,300	11	0	1,150	1,150	11	3.16 %
Earle McCoy (28)	563	12	563	12	1.00	1.00	2.00	5	1,250	1,000	2,250	12	625	500	1,125	12	3.09 %
Bill Smith (64)	563	13	563	13	0.00	1.00	1.00	12	0	2,250	2,250	13	0	1,125	1,125	13	3.09 %
Lex Luther (38)	550	14	550	14	0.00	1.00	1.00	13	0	2,200	2,200	14	0	1,100	1,100	14	3.02 %
Bob Argent (12)	313	15	313	15	0.00	1.00	1.00	9	0	1,250	1,250	15	0	625	625	15	1.72 %
Biff Loman (34)	281	16	281	16	0.50	0.00	0.50	17	1,125	0	1,125	16	563	0	563	16	1.54 %
Billy Joe Williams (75)	250	17	250	17	1.00	0.00	1.00	11	1,000	0	1,000	17	500	0	500	17	1.37 %
Totals	18,219		18,219		11.00	12.00	23.00		34,175	38,700	72,875		17,088	19,350	36,438		

Associate Ranking Closed Page 1 Of 1 3/21/2025 10:11:04 AM

Agent Ranking Report - Multi-Payment

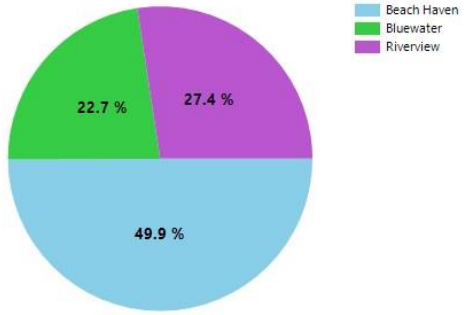
Hurak Commercial Real Estate

51 Christina Street 322
Buffalo NY 14221
(716) 234-3242

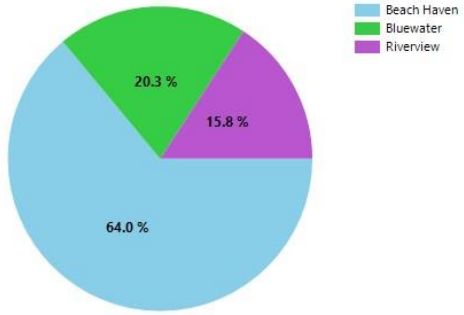
Branch Closed Ranking - Sales

From 1/1/2025 To 3/25/2025

Portion of Total Company Dollar



Portion of Total Volume



Office	List Units	Sell Units	Total Units	Listing Volume	Selling Volume	Total Volume	Listing GCI	Selling GCI	Total GCI	Listing Co Dollar	Selling Co Dollar	Total Co Dollar
Beach Haven	42	40.5	82.5	$3,177,036	$1,947,561	$5,124,596	$121,255	$92,105	$213,361	$44,781	$31,866	$76,647
Bluewater	19.5	16.5	36	$802,424	$821,999	$1,624,423	$49,362	$50,905	$100,267	$15,447	$19,382	$34,829
Riverview	17.5	19	36.5	$395,030	$868,545	$1,263,575	$44,283	$45,060	$89,343	$20,097	$22,010	$42,107
Totals	79	76	155	$4,374,490	$3,638,105	$8,012,595	$214,900	$188,070	$402,970	$80,325	$73,258	$153,583

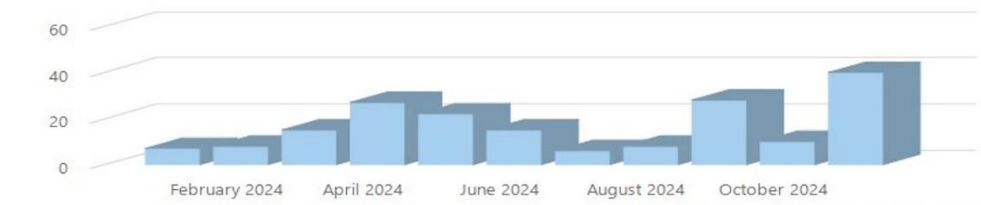
Branch Office Ranking Report

Listings Taken

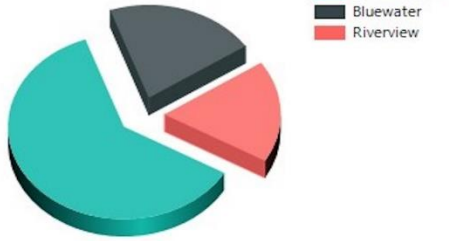
All Offices

Properties Listed From: 1/1/2024 To: 12/31/2024

Property Listings Taken By Month



Property Listings Taken by Office



Listing Month	Beach Haven	Bluewater	Riverview
January 2024	2	3	2
February 2024	4	2	2
March 2024	6	7	2
April 2024	14	8	5
May 2024	8	5	9
June 2024	8	4	3
July 2024	3	2	1
August 2024	5	1	2
September 2024	17	4	7
October 2024	10		
November 2024	37	3	
Totals	114	39	33

Listings Taken by Month Report

Hurak Commercial Real Estate

51 Christina Street
Buffalo, NY 14221
(716) 234-3242

Cash Flow Projection

Projections By					
Next 7 Days:	$3,225.00	Next 30 Days:	$42,129.25	Total Pendings:	$62,424.10
8 to 14 Days:	$38,904.25	Next 31 to 60 Days:	$0.00	Red	- Greater than two weeks past the estimated closing date
15 to 21 Days:	$0.00	Over 60 Days:	$12,338.25	Yellow	- One week past the estimated closing date
22 to 28 Days:	$0.00	Overdue:	$7,956.60	Green	- Closing within one week of the estimated closing date

Sale No		Contract Date	Estimated Close	Days to Close	Address - Lister/Buyer	Listing Side	Selling Side	Units	Volume	GCI	Company Dollar
43	I	9/7/2024	3/11/2025	-7	509 Murphy - Norman/Wong	Sue Grimes	Patrick O'Shea	2	$480,000.00	$13,200.00	$4,731.60
6286	L	12/18/2024	3/31/2025	13	8345 Allen - Jacks/Westerly	Earle McCoy	Young and	1	$500,000.00	$15,000.00	$7,500.00
6274	I	11/20/2024	4/1/2025	14	45 Carling - Hathaway/Jenn	Billy Joe Williams	Sally Jonas	2	$980,000.00	$29,400.00	$10,290.00
6307	I	2/4/2025	4/1/2025	14	793 Birchw - Inness/Edwards	Patrick O'Shea	Patrick O'Shea	2	$990,000.00	$29,700.00	$8,890.50
6299	I	2/5/2025	5/30/2025	73	78 Rosewoo - West/Riveres	Sally Jonas	Charles Peterson	2	$1,130,000.00	$33,900.00	$12,338.25
		Beach Haven	001		**Branch Totals**			**9**	**$4,080,000.00**	**$121,200.00**	**$43,750.35**
87	L	1/7/2025	3/26/2025	8	7309 Beach - Mathers/Summers	William Donaldson	Reliable R	1	$215,000.00	$6,450.00	$3,225.00
13	I	1/15/2025	3/31/2025	13	21 Mayfair - Belrose/Quaid	Julie Western	Julie Western	2	$300,000.00	$7,500.00	$3,281.25
		Bluewater	002		**Branch Totals**			**3**	**$515,000.00**	**$13,950.00**	**$6,506.25**
92	L	11/4/2024	2/28/2025	-18	902 Wester - Penner/Douglas	Brenden Peters	Norman Rea	1	$215,000.00	$6,450.00	$3,225.00
80	I	1/15/2025	4/1/2025	14	839 Lakevi - Olsen/Bestard	Mike Tilerson	Aaron Taylorson	2	$730,000.00	$18,250.00	$8,942.50
		Riverview	003		**Branch Totals**			**3**	**$945,000.00**	**$24,700.00**	**$12,167.50**
Total					**Grand Total**			**15**	**$5,540,000.00**	**$159,850.00**	**$62,424.10**

Cash Flow Projection 3/18/2025 3:05:01 PM Page 1 Of 1

Branch Office Cash Flow Projection Report

Associate Cash Flow Projection

Projections for Weese, Paul

Projections By					
Next 7 Days:	$0.00	Overdue:	$3,666.60		
8 to 14 Days:	$0.00	Next 30 Days:	$7,638.75	Red	- Greater than two weeks over the estimated closing date
15 to 21 Days:	$0.00	Beyond 30 Days:	$13,851.61	Yellow	- One week over the estimated closing date
22 to 28 Days:	$0.00	Total Pendings:	$25,156.96	Green	- Closing within one week of the estimated closing date

Number		Contract Date	Estimated Close	Days	Seller/Buyer/Property Address	Office Involved	Units	Volume	GCI	Income
S109-001-1711-1076	Listing	11/25/19	01/31/20	-81	Buccino/Sandoval/39870 Main Street	Steamboat Springs	1	$180,000.00	$5,400.00	$3,666.60
S109-001-1711-1184	Selling	03/07/20	05/22/20	31	Gontkof, III/Peetz/27140 Sunset Lane	Steamboat Springs	1	$525,000.00	$13,125.00	$7,638.75
S109-001-1711-1202	Selling	01/13/20	08/31/20	132	Lyman/Yarbrough/2575 Copper Ridge Dr	Steamboat Springs	1	$405,000.00	$12,150.00	$8,249.85
S109-001-1711-1192	Listing	01/09/20	08/31/20	132	Buccino/Haack/39870 Main Street Unit 2	Steamboat Springs	1	$165,000.00	$4,125.00	$2,800.88
S109-001-1711-1089	Listing	01/10/20	12/30/20	253	Buccino/Haack/39870 Main Street	Steamboat Springs	1	$165,000.00	$4,125.00	$2,800.88
Total							5	$1,440,000.00	$38,925.00	$25,156.96

Agent Cash Flow Projection Report

SMARTS Commercial is also integrated with QuickBooks, eliminating double entry of financial data. Fast, easy and efficient! An additional fee of $99 per month is required for the QuickBooks integration option.

SMARTS Commercial is affordably priced, starting at just $29 per month, with a scalable $10 fee for each written transaction entered. You only pay for what you use, making it a cost-effective solution for growing brokerages.

Our full-service data entry option is included at no additional cost. Let our team of experienced SMARTS back-office administrators handle the heavy lifting, helping you reduce overhead and free up your time to focus on building your business.

To learn more about SMARTS Commercial, visit www.smartsrealtybackoffice.com and select the *Commercial* page. While you're there, explore additional SMARTS Commercial reports, complete our discovery questionnaire, and schedule a personal consultation with a SMARTS representative. Simply scan the QR code to get started.

SCAN ME