

Agent Income Report

SUMMARY

Learn how to download an *Agent Income* report.

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Introduction

The *Agent Income* report lists a specific agent's transaction and commission figures for your chosen time period.

Who Can Do This?

Only admins with permission to *Enter Financial Data* or *View Financial Reports* have access to run the *Agent Income* report.

Download an Agent Income Report

To download an *Agent Income* report:

- 1 Click **[Reports]** from the top menu.
- 2 Click **[Agent Income]** from the *Financials* section of the left menu.
- 3 Start typing the agent's name then select the agent when they appear in the dropdown menu.
- 4 Choose your desired ***Closing Period*** range from the dropdown menu. By default, the *Last Month* is chosen.
- 5 Optionally, select a Label.
- 6 Select your desired ***Transaction Status*** to report on *Closed* or *Pending* transactions.
- 7 Optionally, check **[Include Deduction Details]** to include a breakdown of deduction amounts on the report. To continue to view deduction totals only, leave the option unchecked.
- 8 Click **[Download Agent Income]**.

View the Download

To view the downloaded *Agent Income* report:

- 1 Open the document from the saved location on your computer.

Agent Income													
Report generated by Agent Income Pipeline for Monica Hernandez on 12/20/2023 12:43:00 PM													
Malibu Buchanan (PP User ID: 163379) - Jan 6, 2013 to Feb 16, 2023													
Location	Close Date	Status	Label	Transaction	Site	MLS / Trans ID	Agent Role	Sale Price	Commission	Volume	Gross Commission	Referral Commission	Net Comm
Dallas	2018-06-04	Closed	Residential	6732 Branch Crossing Lane, Anglen TX 76226	Listing	73373325	Listing	\$547,899.00	\$547,899.00	\$547,899.00	\$17,036.97		\$1
Piano	2018-06-21	Closed	Land and Lot	4212 Santa Fe Way, Plano TX 75226	Listing	73235176	Listing	\$56,000.00	\$56,000.00	\$56,000.00	\$1,680.00		\$
Piano	2018-07-17	Closed	Residential	8257 Meadow Lane, Frisco TX 76273	Listing	7345676453	Listing	\$423,000.00	\$423,000.00	\$423,000.00	\$12,690.00		\$1
Dallas	2018-11-20	Warranty	Single Family Residence	1111 Main Street	Listing	5456456	Listing	\$567,800.00	\$567,800.00	\$567,800.00	\$17,034.00		\$1
Dallas	2019-01-30	Closed	Townhouse (Retrofit)	2125 Kingsley Road, Richardson TX 76148	Listing	53464576	Listing	\$376,999.00	\$376,999.00	\$376,999.00	\$11,309.97	\$236.20	\$1
Dallas	2019-02-13	Closed	Residential	1347 Navarro Lane, Anglen TX 76226 (#2)	Listing	6156784434	Listing	\$543,789.00	\$543,789.00	\$108,757.80	\$21,751.56		\$1
Dallas	2019-07-18	Closed	Duplex	363 Crane Lane, Dallas TX 75215 (Jones) (#3)	Listing	6547875	Listing	\$437,899.00	\$437,899.00	\$437,899.00	\$13,136.97		\$1
Dallas	2020-01-07	Warranty	Single Family Residence	1235 W 15th Street Dallas TX 76253 (#3)	Listing & Buying	345346456	Listing	\$545,000.00	\$545,000.00	\$545,000.00	\$35,425.00	\$307.88	\$1
Dallas	2020-02-13	Closed	Single Family Residence	1235 W 15th Street Dallas TX 76253 (#2)	Listing	345346456	Listing	\$500,000.00	\$500,000.00	\$500,000.00	\$15,000.00	\$727.50	\$1
Allen	2020-10-13	Closed	Single Family Residence	2356 Nebraska Ave Allen TX 75036	Listing		Listing	\$160,000.00	\$160,000.00	\$160,000.00	\$3,000.00		\$
Allen	2020-11-06	Closed	Commercial	6410 Mission Ct Allen TX 75036	Listing		Listing	\$540,000.00	\$540,000.00	\$540,000.00	\$36,200.00		\$1
Dallas	2020-12-08	Closed	Single Family Residence	4437 Chase Road Plano TX 75055	Listing	5183816	Listing	\$450,000.00	\$450,000.00	\$450,000.00	\$18,000.00		\$1
Allen	2021-01-07	Closed	Single Family Residence	6729 Westcott Ln Allen TX 75036	Listing		Listing	\$145,000.00	\$145,000.00	\$14,300.00	\$4,350.00		\$
Dallas	2021-01-12	Closed	Single Family Residence	673 Clarence Road Dallas TX 75036 (#2)	Listing	345456 / 76171818 / 0736262	In-house Referral	\$565,750.00	\$565,750.00		\$17,072.50	\$900.00	\$1
John's Team - South	2021-02-03	Closed	Single Family Residence	9914 Washington Place North Park TX 76234	Listing	5069012	Listing	\$400,000.00	\$400,000.00	\$400,000.00	\$16,000.00		\$1
Allen	2021-02-09	Closed	Condo	4717 Glenview Parkway Dallas TX 75203	Listing & Buying		Listing	\$5,000,000.00	\$5,000,000.00	\$5,000,000.00	\$300,000.00	\$4,500.00	\$25
Dallas	2021-02-19	Closed	Single Family Residence	2088 Cliff Lane Dallas TX 76234	Listing & Buying		Listing	\$450,000.00	\$450,000.00	\$450,000.00	\$36,000.00	\$1,080.00	\$1
Dallas	2021-03-01	Closed	Single Family Residence	5112 Cambridge Pl Dallas TX 76234	Listing & Buying		Listing & Buying	\$5,788,000.00	\$5,788,000.00	\$11,576,000.00	\$347,280.00		\$34
Allen	2021-04-21	Closed	Land and Lot	5788 Berry Chapel Rd Burmeadow TX 76233 (#3)	Listing		Listing	\$500,000.00	\$500,000.00	\$250,000.00	\$12,500.00	\$2,205.00	\$1
Cashwell/Barber - TC	2021-05-07	Closed	Single Family Residence	6357 Nebraska Lane Plano TX 75055	Listing	2138491	In-house Deduction Recipient	\$450,000.00	\$450,000.00		\$18,360.00	\$1,836.00	\$1
Dallas	2021-05-13	Closed	Single Family Residence	3902 McNeel Rd Dallas TX 76234 (#2)	Listing		Listing	\$400,000.00	\$400,000.00	\$400,000.00	\$12,000.00		\$1
Dallas	2023-07-23	Closed	Single Family Residence	8723 Branch Crossing Dallas TX 67733	Buying	467758768	In-house Deduction Recipient	\$999,999.00	\$999,999.00		\$43,299.96	\$6,733.14	\$1
Totals								\$19,876,135.00	\$19,876,135.00	\$22,821,654.80	\$999,126.99	\$18,515.22	\$98

Column Definitions

Sale Price

Amount entered as *Sale Price* on the transaction.

Commission Basis

The basis amount on which commissions will be calculated (most commonly *Sale Price*).

Volume

Amount of *Sales Volume* allocated to the agent on the transaction.

Commission Type

The type of commission (Listing, Selling, In-House Referral, or In-house Deduction).

Transaction Gross Commission

Total commission before any off the top *Referral* or *Franchise Fees* have been subtracted.

Franchise Fee

Amount of off-the-top *Franchise Fees* being collected and paid to brokerage. When calculated as a percentage, this is calculated as (Gross Commission - *Referral Commission*) x *Franchise Fee* percentage.

Commission Produced by Agent

Transaction Net Commission (Transaction *Gross Commission* - Off the Top *Referral - Franchise Fee*).

Broker's Split of Commission

Broker's share of transaction's Net Commission. This is sometimes referred to as Broker Gross Commission.

Agent's Split of Commission

Agent's share of transaction's Net Commission. This is sometimes referred to as Agent's Gross Commission.

Referral Commission Produced by Agent

Total amount of *In-House Referral Commission* on transaction before *Broker/Agent Split, Fees, or Deductions*. When calculated as a percentage, this is calculated as $\text{Gross Commission} \times \text{Referral Commission percentage}$.

Broker's Split of Referral Commission

Broker share of *Referral Commission* produced by agent.

Agent's Split of Referral Commission

Agent's share of *Referral Commission* produced by agent (before *Fees* and *Deductions*).

Referral Commission

Total amount of *Referral Commission* being paid to in-house or external recipients. When calculated as a percentage, this is calculated as $\text{Gross Commission} \times \text{Referral Commission percentage}$.

Agent Fees

Agent Fees paid to broker (broken down by custom *Agent Fee* name).

Total Agent Fees

Total of all *Agent Fees* paid to Broker from Agent's Split of Commission or Referral.

Agent Taxes

Total of all *Agent Taxes* paid to Broker from Agent(s) Split of Commission or Referral.

Net Commission

Calculated as: Agent Split of Commission - Total Agent Fees - Agent Taxes.

Agent Deductions

If you opted to "Include deduction details", *Agent Deductions* will be broken down by custom *Agent Deduction* name.

Deductions from Agent

Total *Deductions* paid to external or in-house recipients from Agent's Net Commission.

Deductions to Agent

Total *Deductions* paid to agent.

Client Fees

Total *Client Fees* collected from *Buyer* or *Seller* and paid to agent.

Amount Paid to Agent

Calculated as: Agent's Net Commission - Deductions from Agent + Client Fees OR amount of Deductions to Agent.

Buyer Lead Source

The *Lead Source* set for the *Buyer* on the transaction.

Seller Lead Source

The *Lead Source* set for the *Seller* on the transaction.