

Description	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
2009 Mo Recruiting								
X Recruited	3	1	1	0	0	1	2	0
X # of A Prospects	70	25	23	20	19	18	17	18
Conversion %		4%	4%	0%	0%	6%	12%	0%
X Goal		2	2	2	2	2	3	2
% of Goal		50%	50%	0%	0%	50%	67%	0%
2009 YTD Recruiting								
# Recruited	3	4	5	5	5	6	8	8
YTD Goal	4	6	8	10	12	14	17	19
% of Goal			63%	50%	42%	43%	47%	42%
2010 Monthly Recruiting								
X Recruited			1	0	0	0	2	0
X # of A Prospects		2	18	18	18	19	19	19
Conversion %	9%	10%	6%	0%	0%	0%	11%	0%
X Goal			1	1	1	1	1	1
% of Goal			100%	0%	0%	0%	200%	0%
2010 YTD Recruiting								
# Recruited		4		5	5	5	7	7
YTD Goal		5		7	8	9	10	11
% of Goal		80%		71%	63%	56%	70%	64%
Number of Offices								
X # Offices 2006	10		11	11	12	12	12	13
X # Offices 2007	14	4	14	14	14	13	13	13
X # Offices 2008	12	8		13	13	13	13	13
X # Offices 2009	11				11	10	10	10
X # Offices 2010	9				9	9	9	9
AAOS Monthly								
X AAOS 2006	325	328	326		329	335	332	330
X AAOS 2007	324	319	321		331	334	330	327
X AAOS 2008	328	335	337		339	341	340	341
X AAOS 2009	342	343	351		349	351	349	350
X AAOS 2010	352	351			357	361	362	363
X 2009 Goal	355	355				355	355	355
% of Goal	96%	97%	99%		99%	99%	98%	99%
X 2010 Goal	375	375	375	375	375	375	375	375
% of Goal	94%	94%	94%	95%	96%	96%	97%	97%
% Change 2007	0%	-2%	-2%	1%		0%	-1%	-1%
% Change 2008	1%	5%	5%	3%		2%	4%	4%
% Change 2009	4%	2%	4%	3%		3%	2%	3%
% Change 2010	3%	2%	0%		3%		4%	4%
AAOS/Office 2006	33	30	30		27		28	25
AAOS/Office 2007	23	23	23		24		25	25
AAOS/Office 2008	27	28	26	26		26	26	26
AAOS/Office 2009	31	31	32	32		35	35	35
AAOS/Office 2010	39	39	39	40		40	40	40
AAOS YTD								
AAOS YTD 2006	325	651	977	1,304		1,786	2,300	2,630
AAOS YTD 2007	324	643	964	1,293		1,924	2,288	2,615
AAOS YTD 2008	328	663	1,000	1,339		1,664	2,020	2,703
AAOS YTD 2009	342	685	1,036	1,385		1,735	2,086	2,785
AAOS YTD 2010	352	703	1,055	1,412		1,772	2,133	2,858
2009 YTD Goal	355	710	1,065	1,420		1,775	2,130	2,850
% of Goal	96%	96%	97%	98%		98%	98%	98%
2010 YTD Goal	375	750	1,125	1,500		1,875	2,250	2,812
% of Goal	94%	94%	94%	94%		95%	96%	97%
% Change 2007	0%	-1%	-1%	-1%		-1%	-1%	-1%
% Change 2008	1%	3%	4%	4%		3%	3%	3%
% Change 2009	4%	3%	4%	3%		3%	3%	3%
% Change 2010	3%	3%	2%	2%		2%	2%	2%
Total AOS								
X AOS 2006	350	353	356	360	361	352		345
X AOS 2007	342	344	346	356	358	359	351	352

X	AOS 2008	353	361	363	369	371	372	367	369
X	AOS 2009	369	370	378	382	385	390	391	392
X	AOS 2010	411	414	420	421	421	425	427	449
	% Change 2008		-3%	-3%	-1%	-1%	2%	1%	2%
	% Change 2009		5%	5%	4%	4%	4%	5%	5%
	% Change 2010		2%	4%	4%	4%	5%	7%	6%
	% Active 2006		92%	92%	91%	91%	95%	95%	96%
	% Active 2007		93%	93%	92%	92%	93%	94%	93%
	% Active 2008		93%	93%	92%	92%	91%	93%	92%
	% Active 2009		93%	93%	91%	91%	90%	89%	89%
	% Active 2010		84%	85%	86%	85%	85%	81%	81%
X	2009 Goal % Active		90%	90%	90%	90%	90%	90%	90%
X	2010 Goal % Active		90%	90%	90%	90%	90%	90%	90%
Monthly Production									
X	2006 Producers	217	443	236	241	240	233	221	215
	2006 AAOS			326	327	329	335	332	330
	Production %			72%	74%	73%	70%	67%	65%
X	2007 Producers	221	448	227	249	251	225	211	205
	2007 AAOS			319	329	331	334	330	327
	Production %			71%	76%	76%	67%	64%	63%
X	2008 Producers	112	243	112	138	143	156	151	153
	2008 AAOS			328	337	339	341	340	342
	Production %			34%	41%	42%	46%	44%	45%
X	2009 Producers	99	220	99	248	145	139	121	125
	2009 AAOS			342	349	350	351	349	350
	Production %			29%	42%	41%	40%	35%	36%
X	2010 Producers	137	268	137	151	159	143	123	118
	2010 AAOS			352	351	360	361	362	363
	Production %			39%	37%	43%	44%	40%	34%
X	YTD Goal	40%	40%	40%	40%	40%	40%	40%	40%
YTD Productivity									
	YTD 2006 Producers	217	443	607	920	1,393	1,614	1,829	1,829
	% Productivity	67%	68%	71%	73%	71%	70%	70%	70%
	YTD 2007 Producers	221	448	607	1,189	1,414	1,625	1,830	1,830
	% Productivity	68%	70%	71%	73%	72%	71%	70%	70%
	YTD 2008 Producers	112	243	381	524	680	831	984	1,124
	% Productivity	34%	37%	38%	39%	41%	42%	42%	42%
	YTD 2009 Producers	99	220	361	509	793	914	1,039	1,039
	% Productivity	29%	32%	35%	37%	38%	38%	37%	37%
	YTD 2010 Producers	137	268	419	556	740	1,006	1,124	1,124
	% Productivity	39%	38%	40%	44%	42%	40%	39%	39%
Monthly Listings									
X	2006 Listings	305	319	331	327	321	285	291	291
X	2007 Listings	295	307	340	331	314	326	339	339
X	2008 Listings	289	291	295	306	277	311	342	342
X	2009 Listings	272	269	281	303	275	261	261	261
X	2010 Listings	249	261	281	258	313	321	321	321
X	2009 Goal	300	300	300	300	300	300	300	300
	% of Goal	91%	90%	94%	101%	105%	103%	107%	87%
X	2010 Goal	300	300	300	300	300	300	300	300
	% of Goal	83%	87%	94%	86%	90%	92%	107%	107%
	% of change 2007	-3%	-4%	3%	1%	-5%	-2%	-4%	-4%
	% of change 2008	-2%	-5%	-13%	-8%	0%	0%	0%	0%
	% of change 2009	-6%	-8%	-5%	-1%	5%	5%	5%	5%
	% of change 2010	-8%	-3%	0%	-15%	-14%	-14%	-14%	-14%
X	Total Inventory	2473	2170	2104	2055	2027	1778	1788	1822
	% New	10%	12%	13%	13%	13%	15%	15%	18%
	PPP 2006	0.94	0.98	1.02	1.00	0.95	0.96	0.96	0.96
	PPP 2007	0.91	0.96	1.06	1.01	0.90	0.94	0.94	0.94
	PPP 2008	0.88	0.87	0.88	0.90	0.88	0.93	0.93	0.93
	PPP 2009	0.80	0.78	0.80	0.87	0.90	0.88	0.88	0.88
	PPP 2010	0.71	0.74	0.80	0.72	0.75	0.76	0.86	0.88

POP 2006	31	29	30	30	26	27	24	22
POP 2007	21	22	24	24	21	24	25	26
POP 2008	24	24	23	24	23	24	25	26
POP 2009	25	24	26	28	29	31	28	26
POP 2010	28	29	31	29	30	31	35	36
YTD								
2006 YTD List		624	955	1,282	1,596	1,917	2,202	2,493
2007 YTD List		602	942	1,273	1,572	1,886	2,212	2,551
2008 YTD List	289	580	875	1,181	1,480	1,797	2,118	2,460
2009 YTD List	272	441	822	1,125	1,440	1,750	2,026	2,287
2010 YTD List	272	441	791	1,049	1,320	1,595	1,908	2,229
2009 Goal			900	1,200	1,500	1,800	2,100	2,400
% of Goal			91%	94%	96%	97%	96%	95%
2010 Goal		600	900	1,200	1,500	1,800	2,100	2,400
% of Goal	83%	85%	88%	87%	88%	89%	91%	93%
% of Change 2007	-3%		-1%	-1%	-2%	-2%	0%	2%
% of Change 2008			-7%	-7%	-6%	-5%	-4%	-4%
% of Change 2009		-7%	-6%	-5%	-3%	-3%	-4%	-7%
% of Change 2010		-6%		-7%	-8%	-9%	-6%	-3%
PPP 2006		1.91		3.92	4.85	5.72	6.63	7.55
PPP 2007		1.85		3.87	4.75	5.65	6.70	7.80
PPP 2008	0.78	1.85	2.60	3.48	4.34	5.29	6.19	7.21
PPP 2009	0.80	1.85	2.34	3.22	4.11	4.99	5.81	6.53
PPP 2010	0.71	1.85	2.25	3.04	3.67	4.42	5.27	6.14
POP 2006	31	27	27	117	133	160	184	192
POP 2007	21	22	24	91	112	145	170	196
POP 2008	24	24	23	114	114	138	163	189
POP 2009	25	24	26	75	131	175	203	229
POP 2010	28	25	28	88	147	177	212	248
Leads Monthly								
X 2009 Leads	2,198	2,209	2,308	2,389	2,587	2,546	2,267	2,144
X "A" Leads	271	285	297	314	317	311	289	290
% "A" Leads	12%	13%	13%	13%	12%	12%	13%	14%
X 2010 Leads	1,870	1,960	1,960	2,059	2,059	2,231	2,341	2,341
X "A" Leads	192	211	211	251	251	268	245	281
% "A" Leads	10%	11%	11%	12%	12%	13%	11%	12%
PPP 2009	6.43	6.44	6.58	7.13	7.39	7.25	6.50	6.13
PPP 2010	5.31	5.58	5.99	5.85	6.70	6.70	6.16	6.45
POP 2009	200	201	210	226	255	255	227	214
POP 2010	208	218	234	232	229	229	248	260
YTD Leads								
2009 Leads	2,198	4,407	6,715	9,109	11,791	11,791	16,604	18,748
"A" YTD Leads	271	556	853	1,168	1,484	1,484	2,084	2,374
% "A" Leads	12%	13%	13%	13%	13%	13%	13%	13%
2010 Leads	1,870	3,830	5,940	8,029	10,090	10,090	13,340	16,681
"A" YTD Leads	192	403	662	904	1,155	1,155	1,448	1,929
% "A" Leads	10%	11%	11%	11%	12%	12%	11%	12%
PPP 2009	6.43	12.85	19.13	26.37	32.78	32.78	47.58	53.57
PPP 2010	5.31	10.91	16.88	22.49	27.42	33.31	39.31	45.95
POP (P Yr)	200	401	610	837	1,072	1,434	1,875	1,875
POP (C Yr)	208	426	660	892	1,117	1,345	1,853	1,853
Total Units Opened (TUO) Monthly								
X All Open 2006	586	610	641	653	649	635	603	590
X Our List 2006	247	258	268	265	254	254	248	248
% List Open 2006	42%	42%	42%	41%	39%	40%	41%	42%
X All Open 2007	422	434	460	476	479	485	485	472
X Our List 2007	201	199	227	221	242	242	189	176
% List Open 2007	48%	46%	49%	46%	51%	46%	47%	45%
X All Open 2008	291	341	359	372	406	393	393	393
X Our List 2008	92	113	126	114	96	101	101	101
% List Open 2008	32%	33%	35%	31%	24%	26%	26%	26%
X All Open 2009	229	280	326	342	335	321	321	289
X Our List 2009	106	105	110	118	123	121	108	102

	% of Goal	66%	65%	79%	92%	97%	95%	91%	79%
X	2010 Goal	225	225	225	225	225	225	225	225
	% of Goal	100%	88%	84%	96%	104%	102%	92%	79%
	% Change 2006		-20%	-26%	-25%	-26%	-27%	-34%	-37%
	% Change 2007		-36%	-27%	-27%	-27%	-21%	-15%	-8%
	% Change 2008		-21%	-18%	-9%	-8%	-17%	-18%	-30%
	% Change 2009		1%	-21%	-22%	-20%	-20%	-25%	-26%
	% Change 2010								
	PPP 2006	1.46	1.48	1.63	1.70	1.77	1.77	1.78	1.75
	PPP 2007	1.05	1.20	1.23	1.27	1.31	1.31	1.18	1.12
	PPP 2008	0.78	0.74	0.86	0.90	0.93	1.01	0.98	0.99
	PPP 2009	0.58	1.15	0.68	0.79	0.83	0.81	0.78	0.68
	PPP 2010	0.70	1.26	0.53	0.61	0.65	0.63	0.57	0.49
	POP 2006	48	87	48	50	49	50	49	44
	POP 2007	24	52	28	30	31	34	30	28
	POP 2008	21	42	22	23	24	27	26	26
	POP 2009	18	36	22	25	26	29	27	24
	POP 2010	27	49	21	24	26	25	23	20
YTD Sides Closed									
	Sides Closed 2006		957		2,045		2,628		3,222
	Sides Closed 2007		724		1,538		1,971		2,407
	Sides Closed 2008		507		1,097		1,413		1,758
	Sides Closed 2009	1,199		632	909	1,200	1,485	1,758	1,996
	Sides Closed 2010	247		632	849	1,082	1,311	1,517	1,694
	2009 Goal	300		900	900	1,500	1,800	2,100	2,400
	% of Goal	66%		70%	90%	80%	83%	84%	83%
	2010 Goal	225		900	900	1,125	1,350	1,575	1,800
	% of Goal	110%		100%	100%	96%	97%	96%	94%
	% Change 2007	-28%	-28%	-25%	-25%	-25%	-25%	-27%	-28%
	% Change 2008	-25%	-31%	-29%	-29%	-28%	-27%	-25%	-23%
	% Change 2009	-22%	-22%	-20%	-20%	-15%	-16%	-16%	-18%
	% Change 2010	24%	13%	0%	0%	-10%	-12%	-14%	-15%
	PPP 2006	1.46	2.94	4.57	6.25	7.99	9.62	11.48	13.31
	PPP 2007	1.05	2.27	3.09	4.67	5.99	7.21	8.48	9.68
	PPP 2008	0.78	1.50	2.00	2.70	3.41	5.17	6.12	7.13
	PPP 2009	0.58	1.15	1.57	2.15	2.77	4.23	5.04	5.70
	PPP 2010	0.70	1.26	1.63	2.24	3.01	3.63	4.19	4.67
	POP 2006	48	87	135	186	219	269	318	338
	POP 2007	24	52	80	110	135	185	215	243
	POP 2008	21	42	61	84	105	135	161	187
	POP 2009	18	36	57	83	105	149	176	200
	POP 2010	27	49	70	96	126	161	169	188
Cancelled Units Monthly									
X	2006 CUO	7	5	4	6	9	7	8	5
	Ratio 2006	1.2%	0.8%	0.6%	1.1%	1.4%	1.1%	1.3%	0.8%
X	2007 CUO	7	6	8	6	7	7	8	10
	Ratio 2007	2%	1%	2%	1%	1%	1%	2%	3%
X	2008 CUO	19	23	27	25	27	27	30	29
	Ratio 2008	7%	7%	8%	7%	7%	7%	7%	8%
X	2009 CUO	14	15	25	30	30	20	20	23
	Ratio 2009	6%	5%	8%	9%	7%	7%	7%	8%
X	2010 CUO	20	14	19	21	19	20	20	12
	Ratio 2010	7%	6%	7%	8%	7%	8%	7%	6%
Cancelled Units YTD									
	2006 CUO YTD	7	12	16	23	32	47	50	55
	Ratio 2006	1%	1%	1%	1%	1%	1%	1%	1%
	2007 CUO YTD	7	13	21	27	37	44	52	60
	Ratio 2007	2%	2%	2%	2%	2%	2%	2%	3%
	2008 CUO YTD	19	42	69	94	126	156	191	220
	Ratio 2008	7%	7%	7%	7%	7%	7%	7%	8%
	2009 CUO YTD	14	29	54	84	111	133	153	176
	Ratio 2009	6%	6%	6%	7%	7%	7%	7%	7%
	2010 CUO YTD	20	34	53	74	93	113	133	155
	Ratio 2010	7%	7%	7%	7%	7%	7%	7%	7%
Remainder Opens									

X 2007	1,537	1,741	1,822	1,854	1,861	1,753	1,727	1,714
% 2006 Closed	23%	26%	27%	28%	28%	26%	26%	26%
X 2008	1,009	1,145	1,112	1,201	1,257	1,291	1,280	1,221
% 2007 Closed	20%	28%	27%	29%	30%	31%	31%	29%
X 2009	1,010	1,044	1,059	1,104	1,104	1,075	1,028	1,035
% 2008 Closed	29%	30%	30%	31%	31%	29%	29%	29%
X 2010	1,025	1,049	1,063	1,081	1,081	1,097	1,079	1,057
% 2009 Closed	33%	34%	34%	35%	35%	36%	35%	34%
X 2010 Goal	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000	1,500,000
Gross Commission Income								
X Monthly 2006	3,407,340	6,844,604	10,756,906	10,756,906	10,756,906	10,756,906	10,756,906	10,756,906
X Monthly 2007	2,433,620	5,080,588	7,809,684	7,809,684	7,809,684	7,809,684	7,809,684	7,809,684
X Monthly 2008	1,534,260	2,984,104	4,734,684	4,734,684	4,734,684	4,734,684	4,734,684	4,734,684
X Monthly 2009	1,034,198	2,241,588	3,707,664	3,707,664	3,707,664	3,707,664	3,707,664	3,707,664
X Monthly 2010	1,248,344	2,549,923	3,796,399	3,796,399	3,796,399	3,796,399	3,796,399	3,796,399
X 2009 Goal	1,666,667	3,333,333	5,000,000	6,666,667	6,666,667	6,666,667	6,666,667	6,666,667
% of Goal	62%	67%	74%	80%	80%	85%	86%	85%
X 2010 Goal	1,500,000	3,000,000	4,500,000	6,000,000	6,000,000	9,000,000	10,500,000	12,000,000
% of Goal	83%	85%	84%	80%	90%	90%	92%	92%
% Change 2007	-29%	-26%	-27%	-26%	-26%	-26%	-30%	-32%
% Change 2008	-37%	-41%	-39%	-39%	-39%	-37%	-34%	-32%
% Change 2009	-33%	-25%	-22%	-19%	-19%	-20%	-20%	-22%
% Change 2010	21%	14%	2%	-2%	-2%	-8%	-12%	-3%
PPP 2006	10,484	20,996	32,996	44,960	62,960	80,960	98,960	116,960
PPP 2007	7,511	15,927	24,329	32,847	41,365	49,883	58,401	66,919
PPP 2008	4,678	8,908	14,050	19,415	24,780	31,145	36,510	42,875
PPP 2009	3,024	6,535	10,563	15,260	19,517	24,214	28,911	32,692
PPP 2010	3,546	7,265	10,785	14,634	18,849	23,068	27,287	30,432
POP 2006	340,734	622,237	977,875	1,336,544	1,571,766	1,926,540	2,281,314	2,428,298
POP 2007	173,830	362,899	557,831	771,902	1,000,246	1,284,055	1,567,904	1,735,757
POP 2008	127,855	248,675	364,206	506,272	653,536	813,800	974,064	1,134,328
POP 2009	94,018	203,781	337,060	484,147	620,945	781,209	941,473	1,101,737
POP 2010	138,705	283,325	421,822	580,495	753,977	927,450	1,100,923	1,269,406
YTD Gross Commission Income								
YTD 2006	3,407,340	6,844,604	10,756,906	10,756,906	10,756,906	10,756,906	10,756,906	10,756,906
YTD 2007	2,433,620	5,080,588	7,809,684	7,809,684	7,809,684	7,809,684	7,809,684	7,809,684
YTD 2008	1,534,260	2,984,104	4,734,684	4,734,684	4,734,684	4,734,684	4,734,684	4,734,684
YTD 2009	1,034,198	2,241,588	3,707,664	3,707,664	3,707,664	3,707,664	3,707,664	3,707,664
YTD 2010	1,248,344	2,549,923	3,796,399	3,796,399	3,796,399	3,796,399	3,796,399	3,796,399
2009 Goal	1,666,667	3,333,333	5,000,000	6,666,667	6,666,667	6,666,667	6,666,667	6,666,667
% of Goal	62%	67%	74%	80%	80%	85%	86%	86%
2010 Goal	1,500,000	3,000,000	4,500,000	6,000,000	6,000,000	9,000,000	10,500,000	12,000,000
% of Goal	83%	85%	84%	80%	90%	90%	92%	92%
% Change 2007	-29%	-26%	-27%	-26%	-26%	-26%	-30%	-32%
% Change 2008	-37%	-41%	-39%	-39%	-39%	-37%	-34%	-32%
% Change 2009	-33%	-25%	-22%	-19%	-19%	-20%	-20%	-22%
% Change 2010	21%	14%	2%	-2%	-2%	-8%	-12%	-3%
PPP 2006	10,484	20,996	32,996	44,960	62,960	80,960	98,960	116,960
PPP 2007	7,511	15,927	24,329	32,847	41,365	49,883	58,401	66,919
PPP 2008	4,678	8,908	14,050	19,415	24,780	31,145	36,510	42,875
PPP 2009	3,024	6,535	10,563	15,260	19,517	24,214	28,911	32,692
PPP 2010	3,546	7,265	10,785	14,634	18,849	23,068	27,287	30,432
POP 2006	340,734	622,237	977,875	1,336,544	1,571,766	1,926,540	2,281,314	2,428,298
POP 2007	173,830	362,899	557,831	771,902	1,000,246	1,284,055	1,567,904	1,735,757
POP 2008	127,855	248,675	364,206	506,272	653,536	813,800	974,064	1,134,328
POP 2009	94,018	203,781	337,060	484,147	620,945	781,209	941,473	1,101,737
POP 2010	138,705	283,325	421,822	580,495	753,977	927,450	1,100,923	1,269,406
Average \$/ Side								
Monthly 2006	7,173	7,131	7,340	7,109	7,134	7,167	7,131	7,332
Monthly 2007	7,158	6,893	6,909	7,153	7,383	6,168	6,168	6,168
Monthly 2008	6,017	5,870	6,036	6,055	6,058	6,026	6,026	6,026
Monthly 2009	5,197	6,192	6,160	5,841	5,171	5,851	5,851	5,851
Monthly 2010	5,054	6,607	6,630	6,581	6,701	6,733	6,733	6,733
\$ Changed 2007	(16)	(238)	(431)	44	249	(999)	(830)	(1,172)

% Profit Goal	-48%	46%	54%	75%	10%	73%	10%	-43%
Profit/person	(72)	81	114	173	22	174	21	(86)
Profit/office	(43)	2,538	3,627	5,484	700	6,116	732	(3,010)
2009 Profit Before Tax								
Net Income	60,000	1,350,352	2,239,997	3,219,769	4,152,638	5,193,180	6,163,067	7,049,712
% of GCI	60%	60%	60%	60%	61%	61%	61%	62%
Net Volume	477,556	576,431	638,182	571,913	627,028	563,259	524,431	
Agent Participation	98,875	150,125	200,875	253,000	304,750	356,625	408,655	
Adj Net Income	2,805	1,111	1,617,792	2,306,724	2,930,762	3,609,540	4,224,674	4,801,135
Operating Exp	487,474	1,574,650	2,203,259	2,819,593	3,437,215	4,045,025	4,651,589	
Profit B-4 Tax	(24,000)	43,142	103,465	111,169	172,325	179,649	149,546	
% of GCI	2%	1%	2%	2%	2%	2%	2%	1%
% of GRD	2%	1%	2%	2%	2%	2%	2%	1%
Goal Profit \$	112,071	185,383	266,281	341,520	424,899	501,556	572,110	
Goal Profit %	5%	5%	5%	5%	5%	5%	5%	5%
% Profit Goal	-210%	23%	39%	33%	41%	36%	26%	
Profit/Person		123	296	318	491	515	427	
Profit/Office		295	3,888	9,406	10,106	17,233	14,955	
2010 Profit Before Tax (PB)								
X C & F Paid	80,000	851,105	939,641	1,029,932	1,019,332	890,008	908,267	
C & FP % of GCI	66%	66%	66%	66%	66%	66%	66%	
Net Income	439,504	450,474	433,943	488,418	531,398	571,000	460,687	
X Agents Participation	92,760	189,067	283,195	379,065	477,364	669,363	766,464	
Adj Net Income	532,264	1,079,045	1,607,116	2,191,404	2,438,873	3,995,676	4,553,464	
X Operating Exp 2010	570,971	1,147,305	1,726,947	2,309,423	3,450,995	4,003,790	4,553,051	
Profit B-4 Tax 2010	(38,707)	(68,260)	(119,831)	(118,299)	(122,999)	(122,999)	(8,114)	413
% of GCI	-3%	-3%	-3%	-3%	-1%	0%	0%	1%
% of GRD	-2%	-2%	-3%	-2%	-1%	0%	0%	0%
X Goal - Profit \$	62,417	127,496	189,820	261,223	339,685	438,885	552,333	
X Goal - Profit %	5%	5%	5%	5%	5%	5%	5%	5%
% Profit Goal	-62%	-45%	-83%	-45%	74%	62%	6%	12%
Profit/person	(110)	(194)	(340)	(331)	133	11	23	
Profit/office	(4,301)	(7,584)	(13,315)	(13,115)	5,353	445	947	
2010 YTD Profit Before Tax								
C & F Paid	808,840	1,659,945	2,472,400	3,442,051	4,461,383	6,351,391	7,259,658	
C & FP % of GCI	65%	65%	65%	65%	65%	66%	66%	66%
Net Income	439,504	450,474	433,943	488,418	531,398	571,000	460,687	
Agent Participation	92,760	189,067	283,195	379,065	477,364	669,363	766,464	
Adj Net Income	532,264	1,079,045	1,607,116	2,191,404	2,438,873	3,995,676	4,553,464	
Operating Exp	570,971	1,147,305	1,726,947	2,309,423	3,450,995	4,003,790	4,553,051	
Profit B-4 Tax	(38,707)	(68,260)	(119,831)	(118,299)	(122,999)	(122,999)	(8,114)	413
% of GCI	-3%	-3%	-3%	-3%	-1%	0%	0%	0%
% of GRD	-3%	-2%	-3%	-2%	-1%	0%	0%	0%
Goal Profit \$	62,417	127,496	189,820	261,223	339,685	438,885	552,333	
Goal Profit %	5%	5%	5%	5%	5%	5%	5%	5%
% Profit Goal	-62%	-54%	-63%	-45%	74%	62%	6%	0%
Profit/Person	(110)	(194)	(340)	(331)	133	11	23	1
Profit/Office	(4,301)	(7,584)	(13,315)	(13,115)	5,353	445	947	46
2009 Market Share								
Our Listings Taken	272	269	281	303	310	310	261	
X Market Listings Taken	3,151	4,251	6,241	5,157	5,846	4,684	4,351	
Market Share %	8.6%	6.3%	4.5%	5.9%	5.4%	6.6%	6.0%	
Our TUO	229	280	326	342	335	327	305	
X Market TUO	2,431	3,515	4,110	4,351	4,581	4,351	4,351	
Market Share %	9.4%	8.0%	7.9%	7.9%	7.3%	7.5%	7.5%	
Our AAOS	342	343	351	349	350	349	350	
X Market AAOS	8,549	8,610	8,635	8,651	8,641	8,641	8,651	
Market Share %	4.0%	4.0%	4.1%	4.0%	4.1%	4.1%	4.0%	
X Our Volume	31,683,524	38,739,680	45,104,056	47,317,752	46,349,260	44,412,276	42,100,000	
X Market Volume	309,040,875	446,844,375	522,483,750	553,120,875	582,359,625	540,408,375	525,000,000	
Market Share %	10.3%	8.7%	8.6%	8.6%	8.0%	8.2%	8.0%	
2010 Market Share								
Our Listings Taken	249	261	281	258	271	275	313	321

X	Market Listings Taken	2,894	3,182	3,325	3,521	3,844	3,861	4,213	4,179
	Market Share %	8.6%	8.2%	8.5%	7.3%	7.0%	7.1%	7.4%	7.7%
	Our TUOs	106	105	110	118	123	121	108	102
X	Market Volume	1,296	1,296	1,328	1,352	1,394	1,383	1,329	1,339
	Market Share %	8.1%	8.1%	8.3%	8.7%	8.8%	8.7%	8.1%	7.6%
		351	352	357	360	361	362	362	363
X	Market Volume	8,561	8,561	8,566	8,595	8,589	8,593	8,611	8,599
	Market Share %	4.1%	4.1%	4.1%	4.2%	4.2%	4.2%	4.2%	4.2%
X	Our Volume	27,749	26,399	26,633,396	30,307,739	30,911,411	31,754,743	28,153,402	24,367,059
X	Market Volume	354,391,187	311,537,726	311,537,726	337,254,772	340,329,324	352,948,839	336,443,252	309,877,372
	Market Share %	8.5%	8.5%	8.5%	9.0%	9.1%	9.0%	8.4%	7.9%

DRAFT

Sep	Oct	Nov	Dec
1		1	2
		16	18
	0%	9%	11%
2		2	4
			50%
9		10	12
20	22		28
45%	41%		3%
1			
20			
5%			
1	2		
100%	50%		
8	9		13
12	14	6	
67%	64%	9%	
14	14		
13	12	12	12
12	12	12	12
10	10	10	10
9	9	9	
325	332	327	
328	321	323	323
345	346	342	339
351	353	355	357
367	368	365	366
355	355	355	355
99%	99%	100%	101%
375	375	375	375
98%	98%	97%	98%
1%	-3%	-1%	1%
5%	8%	6%	4%
2%	2%	4%	5%
5%	4%	3%	3%
23	24	23	23
25	27	27	27
29	29	29	28
35	35	36	36
41	41	41	41
2,955	3,287	3,614	3,935
2,943	3,264	3,587	3,912
3,048	3,394	3,736	4,075
3,136	3,489	3,844	4,201
3,225	3,593	3,958	4,324
3,195	3,550	3,905	4,260
98%	98%	98%	99%
3,375	3,750	4,125	4,500
96%	96%	96%	96%
0%	-1%	-1%	-1%
4%	4%	4%	4%
3%	3%	3%	3%
3%	3%	3%	3%
341	349	352	340
353	349	348	349

DRAFT

370		369	363
400		403	405
440		435	427
		-1%	3%
	7%	5%	4%
	7%	6%	12%
		6%	5%
95%		3%	94%
93%	92%	93%	93%
93%	93%	93%	93%
88%	88%		88%
83%	84%		8%
90%	90%		
90%			
229			
325	332		
70%	70%		7%
209	110		106
328	321		325
64%	34%		
125	131	110	
345	346	342	
36%	38%	32%	7%
139	147	141	126
351	353	355	37
40%	42%	40%	
139	161	138	
367	368	365	
38%	44%	38%	2%
40%	40%	40%	40%
2,058	2,291	2,518	2,737
70%	70%	70%	70%
2,039	2,149	2,254	2,360
69%	66%	63%	60%
1,249	1,380	1,490	1,580
41%	41%	40%	39%
1,178	1,325	1,466	1,592
38%	38%	38%	38%
1,263	1,424	1,562	1,667
39%	40%	39%	39%
318	317	292	272
341	338	328	301
348	333	308	305
281	259	241	227
331	299	267	247
300	300	300	300
94%	86%	80%	76%
300	300	300	300
110%	100%	89%	82%
7%	7%	12%	11%
2%	-1%	-6%	1%
-19%	-22%	-22%	-26%
18%	15%	11%	9%
1908	2015	2050	2077
17%	15%	13%	12%
0.98	0.95	0.89	0.85
1.04	1.05	1.02	0.93
1.01	0.96	0.90	0.90
0.80	0.73	0.68	0.64
0.90	0.81	0.73	0.67

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23		21	19
26		27	25
29		26	25
28		24	23
33		30	27
2,892		3,588	3,859
2,808	3,144	3,449	3,754
2,568	2,827	3,065	3,295
2,560	2,859		3,373
2,700	3,000		3,000
95%	94%		
2,700			
95%			
3%			
-3%	-3%		
-9%	-10%		-12%
0%	1%		2%
8.65	9.42	10.08	11.57
8.82	10.06	10.02	
8.14	9.08	10.08	
7.32	8.01	8.61	
6.98	7.77	8.51	7.22
201	223	244	264
222	269	297	322
234	262	287	317
257	283	307	337
284	318	347	387
2,308	2,127	1,979	1,864
291	298	251	241
13%	14%	13%	13%
2,386	2,145	2,005	1,855
276	237	219	227
12%	11%	11%	12%
6.58	6.03	5.57	5.22
6.50	5.83	5.49	5.07
231	213	198	186
265	238	223	206
21,056	23,183	25,162	27,026
2,665	2,963	3,214	3,455
13%	13%	13%	13%
19,067	21,212	23,217	25,072
2,205	2,442	2,661	2,888
12%	12%	11%	12%
59.99	65.67	70.88	75.70
51.95	57.64	63.61	68.50
2,106	2,318	2,516	2,703
2,119	2,357	2,580	2,786
627	652	613	594
258	257	237	220
41%	39%	39%	37%
399	274	254	202
164	153	131	92
41%	56%	52%	46%
358	341	286	262
111	107	99	98
31%	31%	35%	37%
321	340	326	311
110	101	94	89

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34%		29%	29%
235		257	231
89		87	83
		34%	36%
325		325	325
			96%
250		250	250
94%		93%	92%
-36%	-58%	-59%	-66%
-10%	24%		30%
-10%	0%		9%
-27%	-20%		
1.93			
1.22			
1.04			
0.91			
0.64	0.74		
45	47		42
31	23		17
30	28		22
32	34	33	
26	30	29	
5,603	6,255	6,868	7,462
2,277	2,534	2,771	2,991
41%	41%	40%	40%
3,918	4,192	4,446	
1,828	1,981	2,112	
47%	47%	48%	
3,289	3,630	3,916	4,178
965	1,072	1,171	1,269
29%	30%	30%	30%
2,748	3,088	3,414	3,725
1,003	1,104	1,198	1,287
36%	36%	35%	35%
2,236	2,508	2,765	2,996
929	1,048	1,135	1,218
42%	42%	41%	41%
2925	3250	3575	3900
94%	95%	95%	96%
2,250	2,500	2,750	3,000
99%	100%	101%	100%
-30%	-33%	-35%	-38%
-16%	-13%	-12%	-10%
-16%	-15%	-13%	-11%
-19%	-19%	-19%	-20%
17.24	18.84	21.00	23.25
11.95	13.06	13.76	14.30
9.53	10.49	11.45	12.32
7.83	8.75	9.62	10.43
6.09	6.82	7.58	8.19
400	447	491	533
301	349	371	387
274	303	326	348
275	309	341	373
248	279	307	333
544	570	593	557
357	244	191	183
309	276	259	243
246	273	289	277
169	200	231	198
300	300	300	300

UNREWEVEN

82%		96%	92%
225		225	225
75%		103%	88%
		58%	-67%
	13%		33%
			14%
			-29%
1.67		1.81	1.74
1.09	0.78	0.59	0.56
0.90	0.80	0.7	0.72
0.70	0.77		0.78
0.46	0.54		0.54
39			
27			
26			
25			
19	22		
4,935	5,505		6,655
3,522	3,766		4,140
2,739	3,015		2,739
2,242	2,515	2,804	
1,863	2,063	2,294	
2,700	3,000	3,300	3,600
83%	84%	85%	86%
2,025	2,250	2,475	2,700
92%	92%	93%	
-29%	-32%	-35%	
-22%	-20%	-17%	
-18%	-17%	-14%	-12%
-17%	-18%	-18%	-19%
15.18	16.58	18.65	20.73
10.74	11.73	12.25	12.74
7.94	8.71	9.57	10.37
6.39	7.12	7.90	8.63
5.08	5.61	6.28	6.81
353	393	436	475
271	314	330	345
228	251	273	293
224	252	280	308
207	229	255	277
6	7	11	5
1.0%	1.1%	1.8%	0.8%
11	10	11	14
3%	4%	4%	7%
30	33	27	19
8%	10%	9%	7%
20	24	22	25
6%	7%	7%	8%
10	16	21	16
4%	6%	8%	7%
61	68	79	84
1%	1%	1%	1%
73	83	94	108
2%	2%	2%	2%
250	283	310	329
8%	8%	8%	8%
196	220	242	267
7%	7%	7%	7%
153	169	190	206
7%	7%	7%	7%

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1,757	1,757	1,636	1,407
26%		25%	21%
1,151		1,009	971
		24%	23%
	078	49	981
	1%		28%
		9	998
		4%	32%
34%			
36%		36%	36%
3,898,688	4,066,540	4,241,000	4,664,000
2,199,264	1,501,088		1,616,000
1,869,068	1,674,352		1,448,000
1,414,692	1,650,000		1,616,000
1,325,738	1,325,738		1,360,000
1,666,667	1,666,667	1,666,667	1,666,667
85%	99%		
1,500,000	1,500,000	1,500,000	1,500,000
88%	92%		91%
-44%	-63%		-71%
-15%	12%		
-24%	-1%	9%	
-6%	-16%	-14%	
11,996	12,249	12,970	12,970
6,705	4,676	3,671	3,556
5,418	4,839	4,582	4,338
4,030	4,683	4,824	4,824
3,612	3,770	4,021	4,021
278,478	290,467	303,067	285,000
169,174	125,091	98,819	96,000
155,756	139,529	130,585	122,553
141,469	165,315	171,238	161,685
147,304	154,156	163,089	151,514
35,467,860	39,534,400	43,777,336	47,741,000
23,615,394	25,116,482	26,302,314	27,458,130
16,514,918	18,189,270	19,756,288	21,226,924
12,856,884	14,510,030	16,222,408	17,839,262
12,372,396	13,759,796	15,227,593	16,591,219
15,000,000	16,666,667	18,333,334	20,000,000
86%	87%	88%	89%
13,500,000	15,000,000	16,500,000	18,000,000
92%	92%	92%	92%
-33%	-36%	-40%	-42%
-30%	-28%	-25%	-23%
-22%	-20%	-18%	-16%
-4%	-5%	-6%	-7%
109,132	119,080	133,876	148,726
71,998	78,244	81,431	84,487
47,869	52,570	57,767	62,616
36,629	41,105	45,697	49,970
33,712	37,391	41,719	45,331
2,533,419	2,823,886	3,126,953	3,410,071
1,816,569	2,093,040	2,191,860	2,288,178
1,376,243	1,515,773	1,646,357	1,768,910
1,285,688	1,451,003	1,622,241	1,783,926
1,374,711	1,528,866	1,691,955	1,843,469
7,167	7,134	7,155	7,116
6,160	6,152	6,209	6,316
6,049	6,066	6,050	6,052
5,751	6,055	5,925	5,837
7,845	6,937	6,354	6,887
(1,006)	(982)	(946)	(800)

DRAFT

-14%		-13%	-11%
(112)		(158)	(264)
-2%		-3%	-4%
(72)		(125)	(215)
0%		2%	-4%
82		9	1,050
			18%
7,187	7,187	7,179	7,174
6,705	6,669	6,647	6,632
6,030	6,033	6,033	6,036
5,735	5,769	5,769	5,760
6,641	6,670	6,670	6,670
(482)			
-7%			
(676)			
-11%			
(295)	(264)		
-5%	-4%		-4%
907	900	868	868
16%	16%	15%	15%
1,148,822	1,028,098	971,551	971,551
61%	61%	62%	62%
720,246	646,254	595,467	558,842
39,750	36,520	36,970	37,110
759,996	682,774	632,437	632,437
738,716	663,656	614,728	595,467
21,280	19,118	17,709	16,643
1.1%	1.1%	1.1%	1.1%
1.1%	1.1%	1.1%	1.1%
38,000	34,139	31,622	29,708
5%	5%	5%	5%
56%	56%	56%	56%
62	55	52	49
1,773	1,593	1,476	1,386
9,764,246	10,792,344	11,763,895	12,675,689
59%	59%	60%	60%
720,246	646,254	595,467	558,842
336,050	372,570	409,540	444,850
7,086,722	7,769,496	8,401,933	8,996,085
6,888,290	7,551,946	8,166,674	8,744,189
198,432	217,550	235,259	251,896
1%	1%	1%	1%
1%	1%	1%	1%
354,336	388,475	420,097	449,804
5%	5%	5%	5%
56%	56%	56%	56%
575	629	688	743
16,536	18,129	19,605	20,991
898,815	1,061,888	1,087,427	1,058,112
64%	64%	64%	65%
515,877	591,258	624,951	558,742
51,900	52,250	53,375	52,625
567,777	643,508	678,326	611,367
598,138	582,390	605,576	585,360
-30,361	61,119	72,750	26,006
-2%	4%	4%	2%
-2%	4%	4%	2%
70,735	82,657	85,619	80,843
5%	5%	5%	5%

DRAFT

-43%		85%	32%
(86)		205	73
(3,036)		7,275	2,601
	415	10,002	11,155,954
			63%
			558,742
460,555	512,000	180	618,805
5,368,912	6,012,420	6,090,746	6,021,113
5,249,727	5,832,117	6,437,600	6,053
119,185	180,304		60
1%	1%		
1%			
642,844	700,000		891
5%			
19%			
340	511		
11,918	18,030		27,906
878,016	909,180		904,530
66%	66%	66%	
447,722	478,220	494,340	
96,982	97,534	96,840	
544,704	575,754	591,186	600
542,643	540,594	538,581	441
2,061	35,160	52,605	9
0%	3%	4%	
0%	2%	2%	
66,287	69,370	73,390	68,100
5%	5%	5%	5%
3%	51%	72%	35%
6	96	144	65
229	3,907	5,845	2,624
8,137,674	9,046,854	10,020,311	10,924,849
66%	66%	66%	66%
447,722	478,220	494,340	459,088
863,446	960,980	1,057,826	1,153,798
5,098,168	5,673,922	6,265,108	6,820,168
5,095,694	5,636,288	6,174,869	6,706,310
2,474	37,634	90,239	113,858
0%	0%	1%	1%
0%	0%	1%	1%
618,620	687,990	761,380	829,561
5%	5%	5%	5%
0%	5%	12%	14%
7	102	247	311
275	4,182	10,027	12,651
281	259	241	227
3,751	3,952	3,428	4,245
7.5%	6.6%	7.0%	5.3%
321	340	326	311
3,925	4,261	4,106	3,479
8.2%	8.0%	7.9%	8.9%
351	353	355	357
8,668	8,549	8,535	8,539
4.0%	4.1%	4.2%	4.2%
44,412,276	47,041,040	45,104,056	43,028,716
498,965,625	541,679,625	521,975,250	442,267,875
8.9%	8.7%	8.6%	9.7%
331	299	267	247

DRAFT

4,036	3,413	3,298	
8.2%	7.8%	7.5%	
110	94	89	
1,118	201	995	
2.6%	0.5%	8.9%	
158	5	366	
0.3%	0.0%	3.3%	
8,542	7	4,300	
4.3%	0.0%	4.3%	
24,110,723	28,733,400	2,032,077	466,066
289,630,530	367,232,558	390,260,800	4,670,000
8.3%	7.8%	8.3%	3.3%

PREVIEW

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