DILLARD & COMPANY Realty Group

BUYER AGENT COMMISSION PROJECTIONS

Month	Transaction	Average D & C Closing 2008	3% Commission	Company Split	Buyer Agent Split
Jan	Buyer Closing 1	$ 481,000.00	$ 14,430	$ 7,215	$ 7,215
Jan	Buyer Closing 2	$ 481,000.00	$ 14,430	$ 7,215	$ 7,215
Jan	Listing Closing 1	$ 481,000.00	$ 14,430	$ 10,823	$ 3,608
Feb	Buyer Closing 1	$ 481,000.00	$ 14,430	$ 7,215	$ 7,215
Feb	Buyer Closing 2	$ 481,000.00	$ 14,430	$ 7,215	$ 7,215
Feb	Listing Closing 1	$ 481,000.00	$ 14,430	$ 10,823	$ 3,608
Mar	Buyer Closing 1	$ 481,000.00	$ 14,430	$ 7,215	$ 7,215
Mar	Buyer Closing 2	$ 481,000.00	$ 14,430	$ 7,215	$ 7,215
Mar	Listing Closing 1	$ 481,000.00	$ 14,430	$ 10,823	$ 3,608
Apr	Buyer Closing 1	$ 481,000.00	$ 14,430	$ 7,215	$ 7,215
Apr	Buyer Closing 2	$ 481,000.00	$ 14,430	$ 7,215	$ 7,215
Apr	Listing Closing 1	$ 481,000.00	$ 14,430	$ 10,823	$ 3,608
May	Buyer Closing 1	$ 481,000.00	$ 14,430	$ 7,215	$ 7,215
May	Buyer Closing 2	$ 481,000.00	$ 14,430	$ 7,215	$ 7,215
May	Listing Closing 1	$ 481,000.00	$ 14,430	$ 10,823	$ 3,608
Jun	Buyer Closing 1	$ 481,000.00	$ 14,430	$ 7,215	$ 7,215
Jun	Buyer Closing 2	$ 481,000.00	$ 14,430	$ 7,215	$ 7,215
Jun	Listing Closing 1	$ 481,000.00	$ 14,430	$ 10,823	$ 3,608
Jul	Buyer Closing 1	$ 481,000.00	$ 14,430	$ 7,215	$ 7,215
Jul	Buyer Closing 2	$ 481,000.00	$ 14,430	$ 7,215	$ 7,215
Jul	Listing Closing 1	$ 481,000.00	$ 14,430	$ 10,823	$ 3,608
Aug	Buyer Closing 1	$ 481,000.00	$ 14,430	$ 7,215	$ 7,215
Aug	Buyer Closing 2	$ 481,000.00	$ 14,430	$ 7,215	$ 7,215
Aug	Listing Closing 1	$ 481,000.00	$ 14,430	$ 10,823	$ 3,608
Sept	Buyer Closing 1	$ 481,000.00	$ 14,430	$ 7,215	$ 7,215
Sept	Buyer Closing 2	$ 481,000.00	$ 14,430	$ 7,215	$ 7,215
Sept	Listing Closing 1	$ 481,000.00	$ 14,430	$ 10,823	$ 3,608
Oct	Buyer Closing 1	$ 481,000.00	$ 14,430	$ 7,215	$ 7,215
Oct	Buyer Closing 2	$ 481,000.00	$ 14,430	$ 7,215	$ 7,215
Oct	Listing Closing 1	$ 481,000.00	$ 14,430	$ 10,823	$ 3,608
Nov	Buyer Closing 1	$ 481,000.00	$ 14,430	$ 7,215	$ 7,215
Nov	Buyer Closing 2	$ 481,000.00	$ 14,430	$ 7,215	$ 7,215
Nov	Listing Closing 1	$ 481,000.00	$ 14,430	$ 10,823	$ 3,608
Dec	Buyer Closing 1	$ 481,000.00	$ 14,430	$ 7,215	$ 7,215
Dec	Buyer Closing 2	$ 481,000.00	$ 14,430	$ 7,215	$ 7,215
Dec	Listing Closing 1	$ 481,000.00	$ 14,430	$ 10,823	$ 3,608
	Totals	**$ 17,316,000.00**	**$ 519,480**	**$ 303,030**	**$ 216,450**

Assumptions:

1. Leads to Contacts:	10% of all leads will be converted to contacts
2. Contacts to Appointments	65% of all contacts will be converted to appointments
3. Buyer Appointments to Buyer Agreements	65% of all appointments will be converted to buyer agreements
4. Agreements to Sales	80% of all buyer agreements will be converted to closed contracts

KELLER WILLIAMS REALTY FIRST ATLANTA 404-531-5200

60 Leads per Month — 60 x .10 x .65 x .65 x .80 = 2 Closings per Month

Tools provided to aid Buyer / Listing Conversion (1) Listing Drip (2) E-Newsletter (3) Sophisticated Market Research Reports (4) Website

Buyer Split with Company 50 - 50
Listing Split with Company 75 - 25