



Drexanne Evers International

Real Estate Management Consulting • Speaking

DEI Standard – High Commission Expenses by Category

CATEGORY	DEI STD. % OF GCI	EXPENSE ITEMS INCLUDED
GENERAL & ADMINISTRATIVE	0.30%	Bank Fees, Contributions, Other Expenses, Miscellaneous Expenses, Insurance, Bad Debts, Farm & Auction, Petty Cash, Taxes (Not Income), Ledger Adjustment
ADVERTISING & PROMOTIONS	1.26%	Advertising, Promotions, Signs, Marketing, Kiosks, Brochures, Flyers
OCCUPANCY	2.70%	Rent, Utilities, Janitorial, Repair & Maint - Facility, Depreciation - Bldg & Leasehold Improvements, R E Taxes, Property Insurance, Supplies - Bldg.
COMMUNICATIONS	0.80%	Telephone, Equipment, Unit Calls, Mail, Postage, Fax Print Copies, Long Distance
PROFESSIONAL FEES & EXPENSES	0.80%	Legal, Accounting, Consulting
SALARIES & WAGES	5.20%	Salaries, Wages, S S Taxes, Unemployment Taxes, Health Insurance, Retirement Benefits; Employee Benefits
OFFICE SUPPLIES	0.70%	Stationery, Forms
OFFICE EXPENSES	0.70%	Equipment, Furniture, Depreciation - Equipment, Depreciation-Sect. 179, Equipment-Lease, Equip.-Maint.
TECHNOLOGY	0.74%	Technology, Consulting - Computers, Software; Web Development, Internet Access
TRAINING, RECRUITING, & EDUCATION	0.40%	Training, Recruiting, Education
TRAVEL & ENTERTAINMENT	0.40%	Auto, Meals, Travel, Entertainment, Auto Insurance, Fuel, Auto-Service
AGENT EXPENSES	1.00%	Relo, MLS, Dues & Subscriptions, E & O Insurance, Licenses, Awards, Permits, Gifts, Filing Fees, Listing Expenses, Selling Expenses
TOTAL FIXED EXPENSES	15.00%	

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