

# REALedger™ – Agent

Real Estate Accounting Ledger



## Your Complete Real Estate Accounting Solution

**Agent**, together with **Sales**, make up the heart of REALedger. Here you will maintain the records pertaining to your agents including incentive splits, MTD/YTD earnings for multiple accumulation periods, pre/post-split deductions, charges, payments, and 1099 data. With a click of a button you can apply late fees to unpaid agent AR balances and generate monthly statements.

The screenshot shows the 'Agent Maintenance' screen for Agnes C. Porter. It includes fields for Name (First: Agnes, Middle: C, Last: Porter), Office (BB), and various ID numbers (MLS ID: 448572, Internet ID: 66419). Below this is a summary table for Calendar and Anniversary earnings, and a section for Commission Level Incentive Ranges.

	Calendar				Anniversary				100% Date
	Agent	Office	Gross	Adjust. Gross	Agent	Office	Gross	Adjust. Gross	
Month to Date:	7,306.37	2,245.60	9,625.00	9,514.00	7,306.37	2,245.60	9,625.00	9,514.00	
Year to Date:	25,724.03	0.00	26,437.50	23,583.62	25,724.03	0.00	26,437.50	23,583.62	
Previous Year:	20,049.00	0.00	20,574.25	18,220.21	20,049.00	0.00	20,574.25	18,220.21	

  

	Commission Level Incentive Range		% Commission for this Range
	Lower Bounds	Upper Bounds	
	0.00	20,000.00	70.00%
	20,000.01	40,000.00	85.00%
	40,000.01	9,999,999.999.00	100.00%
	0.00	0.00	0.00%

Sample Agent Maintenance Screen

## REALedger Agent will help you:

- ◆ Track current and historical 1099 data
- ◆ Track calendar, anniversary and rolling earnings
- ◆ Manage multiple incentive plans
- ◆ Manage one-time and recurring charges
- ◆ Track earnings and unpaid charges
- ◆ Track agent credit balances
- ◆ Monitor agent profitability
- ◆ Track agent retirement contributions
- ◆ Increase cash flow by collecting AR balances from closing commissions
- ◆ Track license and insurance renewal dates

## Agent related reports include:

- Monthly Statements
- Agent Activity
- Agent Rankings by Gross Commission, Adjusted Gross Commission, Units, Company \$, Volume, Profitability
- Charge Ledger
- Income Ledger
- Desk Fee Billing
- Late Payment Notices
- Monthly Aging
- Current and Historical 1099s
- And many more...

Or, create your own custom reports – the database is open!



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