

# Annual Review 2019

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Fine & Country Office(s):

Owner(s) including all shareholders and directors in the business:

Sales or Rentals Manager(s) excluding all shareholders and directors in the business:

What have you implemented this year that you would not implement again and why?

# Key Indicators Report 2019

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Please complete the following:

Unit Sales per month:

Sales Value per month:

On average, how many Exclusive Instructions / Sole Mandates were signed per month:

Commission percentage (average):

Market share (excluding developments):

Percentage marketing spend:

Number of agents in my business under-performing:

What % of sales in the business relies on the Licensee acting as a sales agent:

What have you implemented this year that you will continue to do in 2020 and why?