

| Account Numbers | Account Name                          | Type    |
|-----------------|---------------------------------------|---------|
| 41100           | Sales Revenue - Residential           | Income  |
| 42100           | Sales Revenue - Commercial            | Income  |
| 51100           | Bad Debts                             | Expense |
| 51200           | Taxes                                 | Expense |
| 51300           | Listing Cost of Sale                  | Expense |
| 51400           | Buyer Cost of Sale                    | Expense |
| 52000           | Bank Charges                          | Expense |
| 61000           | Independent Contractor                | Expense |
| 61100           | Salaries and Wages                    | Expense |
| 61200           | Payroll Taxes                         | Expense |
| 61300           | Insurance                             | Expense |
| 61400           | Other Employee Benefits               | Expense |
| 64100           | Advertising Expense                   | Expense |
| 64101           | Advertising Expense - Radio           | Expense |
| 64102           | Advertising Expense - Billboard       | Expense |
| 64103           | Advertising Expense - Photographer    | Expense |
| 64104           | Advertising Expense - Print Marketing | Expense |
| 64105           | Advertising Expense - Signage         | Expense |
| 64200           | Print and Direct Mail Postage         | Expense |
| 64300           | Internet Lead Generation              | Expense |
| 64400           | Promotional                           | Expense |
| 64500           | Gifts                                 | Expense |
| 65100           | Furniture                             | Expense |
| 65200           | Utilities Expense                     | Expense |
| 65400           | Depreciation Expense                  | Expense |
| 66100           | Telephone Expense                     | Expense |
| 66200           | Internet Expense                      | Expense |
| 66300           | Website Expense                       | Expense |
| 66400           | Other Communication & Technology      | Expense |
| 67100           | Education and Training Expense        | Expense |
| 67200           | Dues and Subscriptions                | Expense |
| 67300           | Coaching                              | Expense |
| 68100           | Automobile Insurance                  | Expense |
| 68200           | Errors and Omissions Expenses         | Expense |
| 68300           | Property and Liability Insurance      | Expense |
| 69100           | Accounting and Tax Preparation        | Expense |
| 69200           | Legal Fees                            | Expense |
| 69300           | Other Professional Fees               | Expense |
| 71000           | Meals and Entertainment               | Expense |
| 72000           | Travel Expense                        | Expense |
| 72100           | Fuel                                  | Expense |
| 72200           | Automobile Expense                    | Expense |
| 73000           | Lodging Expense                       | Expense |

|       |                      |            |
|-------|----------------------|------------|
| 74000 | Charitable Donations | Expense    |
| 75000 | Other Expenses       | Expense    |
| 76000 | Business Development | Expense    |
| 77000 | Office Supplies      | Expense    |
| 78000 | Owner Draw           | Owner Draw |