

Outgoing Referrals 1/1/21 - 12/31/21

Referral Source	Opps	Closed	Closed \$	GCI	Avg Sale Price
Broker to Broker - Non Network	8	6	\$4,664,900	\$136,632	\$853,980
Realty B2B / OR	49	22	\$11,978,330	\$312,957	\$544,470
Realty B2B / WA	195	76	\$34,594,207	\$956,952	\$455,187
EBGI	21	3	\$1,063,040	\$28,311	\$371,520
Intra Company Referral	18	3	\$2,129,999	\$59,337	\$710,000
Totals:	291	110	\$54,430,476	\$1,494,190	\$587,031