

**Table 6. Estimated Sales and Commissions of Electronic Markets, Agents, Brokers, and Commission Merchants for the United States: 2004 through 2010**

[Estimates are shown in millions of dollars and are based on data from the Annual Wholesale Trade Survey. Estimates have been adjusted using the final results of the 2007 Economic Census.]

| <b>2002<br/>NAICS<br/>CODE</b> | <b>Data Item</b>  | <b>2004<sup>r</sup></b> | <b>2005<sup>r</sup></b> | <b>2006<sup>r</sup></b> | <b>2007<sup>r</sup></b> | <b>2008<sup>r</sup></b> | <b>2009<sup>r</sup></b> | <b>2010</b>    |
|--------------------------------|---|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----------------|
| <b>4251</b>                    | <b>Total sales</b>  | <b>532,345</b>          | <b>543,667</b>          | <b>596,870</b>          | <b>626,717</b>          | <b>646,519</b>          | <b>576,988</b>          | <b>623,643</b> |
| 4251                           | Sales on own account  | 6,642                   | 7,289                   | 8,687                   | 10,468                  | 8,838                   | 8,513                   | 9,109          |
| 4251                           | Sales made on the account of others                                 | 525,703                 | 536,378                 | 588,183                 | 616,249                 | 637,681                 | 568,475                 | 614,534        |
| <b>4251</b>                    | <b>Commissions received for sales made on the account of others</b> |                         |                         |                         |                         |                         |                         |                |
| 4251                           | Amount  | 19,694                  | 21,064                  | 22,745                  | 24,909                  | 25,911                  | 23,343                  | 24,921         |
| 4251                           | As a percent of sales on the account of others                      | 3.7                     | 3.9                     | 3.9                     | 4.0                     | 4.1                     | 4.1                     | 4.1            |
| <b>4251</b>                    | <b>Operating Expenses</b>   |                         |                         |                         |                         |                         |                         |                |
| 4251                           | Amount  | 15,275                  | 15,967                  | 18,628                  | 20,162                  | 20,615                  | 18,610                  | 20,376         |
| 4251                           | As a percent of total sales   | 2.9                     | 2.9                     | 3.1                     | 3.2                     | 3.2                     | 3.2                     | 3.3            |

Notes:

Estimates have not been adjusted for price changes. Table 6A provides estimated measures of sampling variability. Additional information on confidentiality protection, sampling error, sample design, and definitions may be found at

[http://www.census.gov/wholesale/www/how\\_surveys\\_are\\_collected/annual\\_methodology.html](http://www.census.gov/wholesale/www/how_surveys_are_collected/annual_methodology.html).

Footnotes:

<sup>r</sup> Revised data.