

RE/MAX Take Me Home

Profit and Loss

January - September, 2024

	TOTAL			
	JAN - SEP, 2024	JAN - SEP, 2023 (PY)	CHANGE	% CHANGE
Income				
5% Brokerage Fee				
Alexis Hall	911.15	714.40	196.75	27.54 %
Aubrey A. Vessecchia	4,851.84	3,447.12	1,404.72	40.75 %
Cindy Modecki	910.38		910.38	
Diane B. Shay	4,712.32	6,472.49	-1,760.17	-27.19 %
Gabriel Jimmie	1,128.00		1,128.00	
Jacob Haring	1,105.39	3,548.38	-2,442.99	-68.85 %
Jessica D. Conner	869.05	5,199.74	-4,330.69	-83.29 %
Jonathan L. Conner	2,641.11	4,691.04	-2,049.93	-43.70 %
Justin M. Hill	1,473.03	1,063.68	409.35	38.48 %
Katelyn McCabe	38.98		38.98	
Kevin A McMillen	961.33	3,794.06	-2,832.73	-74.66 %
Mahala Abshire	484.88		484.88	
Shannon R Muma-Wallace	1,003.07		1,003.07	
Tyler W. Cook	2,964.90	1,906.46	1,058.44	55.52 %
Total 5% Brokerage Fee	24,055.43	30,837.37	-6,781.94	-21.99 %
Commission Income				
Alexis Hall	10,386.96	8,144.14	2,242.82	27.54 %
Aubrey A. Vessecchia	64,436.22	45,846.56	18,589.66	40.55 %
Cindy Modecki	21,103.78		21,103.78	
Diane B. Shay	65,620.03	94,321.39	-28,701.36	-30.43 %
Gabriel Jimmie	12,859.20		12,859.20	
Jacob Haring	13,800.56	41,369.18	-27,568.62	-66.64 %
Justin M. Hill	16,149.51	11,838.26	4,311.25	36.42 %
Katelyn McCabe	444.38		444.38	
Kevin A McMillen	12,517.59	45,105.53	-32,587.94	-72.25 %
Mahala Abshire	5,527.57		5,527.57	
Shannon R Muma-Wallace	23,386.37		23,386.37	
Tyler Cook	37,055.22	24,046.21	13,009.01	54.10 %
Total Commission Income	283,287.39	270,671.27	12,616.12	4.66 %
Rental Income	1,000.00	0.00	1,000.00	
Sales of Product Income	398.99	525.00	-126.01	-24.00 %
Services	887.74	3,843.47	-2,955.73	-76.90 %
Alexis Hall	6,924.64	5,429.43	1,495.21	27.54 %
Aubrey A. Vessecchia	26,111.99	19,648.50	6,463.49	32.90 %
Cindy Modecki	14,301.85		14,301.85	
Diane B. Shay	23,813.65	31,630.86	-7,817.21	-24.71 %
Gabriel Jimmie	8,572.80		8,572.80	
Jacob Haring	7,201.80	26,049.94	-18,848.14	-72.35 %
Jessica D. Conner	16,511.70	96,814.89	-80,303.19	-82.95 %

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Jonathan L. Conner	51,573.64	86,115.68	-34,542.04	-40.11 %
Justin M. Hill	11,837.71	7,892.18	3,945.53	49.99 %
Katelyn McCabe	296.26		296.26	
Kevin A McMillen	5,747.75	26,456.36	-20,708.61	-78.27 %
Mahala Abshire	3,685.05		3,685.05	
Shannon R Muma-Wallace	11,451.31		11,451.31	
Tyler Cook	19,277.81	12,176.33	7,101.48	58.32 %
Total Services	208,195.70	316,057.64	-107,861.94	-34.13 %
Uncategorized Income	121.54		121.54	
Total Income	\$517,059.05	\$618,091.28	\$ -101,032.23	-16.35 %
GROSS PROFIT	\$517,059.05	\$618,091.28	\$ -101,032.23	-16.35 %
Expenses				
Advertising	52,034.37	53,302.22	-1,267.85	-2.38 %
Advertising & Marketing	1,375.00		1,375.00	
Bank Charges & Fees	55.99	26.08	29.91	114.69 %
Car & Truck	9,231.96	4,276.07	4,955.89	115.90 %
Contractors				
Alexis Hall	10,386.96	8,144.14	2,242.82	27.54 %
Aubrey Vessechia	64,436.22	45,846.56	18,589.66	40.55 %
Cindy Modecki	21,103.78		21,103.78	
Diane Shay	65,620.03	94,271.39	-28,651.36	-30.39 %
Gabriel Jimmie	12,859.20		12,859.20	
Jacob Haring	13,589.28	40,213.80	-26,624.52	-66.21 %
Justin M. Hill	16,149.49	11,838.26	4,311.23	36.42 %
Kara Crum	2,125.00	250.00	1,875.00	750.00 %
Kevin A McMillen	12,517.59	45,105.53	-32,587.94	-72.25 %
Mahala Abshire	5,527.57		5,527.57	
Shannon R Muma-Wallace	13,532.78		13,532.78	
Tyler L Cook	37,055.22	24,046.21	13,009.01	54.10 %
Total Contractors	274,903.12	269,715.89	5,187.23	1.92 %
Dues & subscriptions	400.00		400.00	
Health Insurance	6,387.93	8,103.87	-1,715.94	-21.17 %
Insurance	3,622.07	3,412.93	209.14	6.13 %
Job Supplies	12,351.70	5,180.58	7,171.12	138.42 %
Legal & Professional Services	3,201.50	2,005.33	1,196.17	59.65 %
Meals & Entertainment	2,934.51	1,517.76	1,416.75	93.34 %
MLS Fees	346.48	660.14	-313.66	-47.51 %
Office Supplies & Software	7,873.99	6,903.91	970.08	14.05 %
Other Business Expenses	3,883.38	3,316.89	566.49	17.08 %
QuickBooks Payments Fees	31.40		31.40	
Referral Fee Expense	-7,909.72	0.00	-7,909.72	

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	JAN - SEP, 2024	JAN - SEP, 2023 (PY)	CHANGE	% CHANGE
Rent & Lease	17,182.11	16,899.04	283.07	1.68 %
Repairs & Maintenance	5,304.78	3,107.08	2,197.70	70.73 %
Taxes & Licenses	3,697.05	662.46	3,034.59	458.08 %
Telephone	1,745.56	1,997.33	-251.77	-12.61 %
Travel	8,106.01	20.60	8,085.41	39,249.56 %
Uncategorized Expense	20.74		20.74	
Utilities	4,626.96	4,880.46	-253.50	-5.19 %
Total Expenses	\$411,406.89	\$385,988.64	\$25,418.25	6.59 %
NET OPERATING INCOME	\$105,652.16	\$232,102.64	\$ -126,450.48	-54.48 %
NET INCOME	\$105,652.16	\$232,102.64	\$ -126,450.48	-54.48 %