

	PALL SPERA COMPANY REALTORS, LLC		
	Jan - Nov 24	Jan - Nov 23	\$ Change
Ordinary Income/Expense			
Interest Income	8,876.13	3,533.13	5,343.00
Appraisal Fees	775.00	-	775.00
Commission Income	2,667,092.74	2,595,188.02	71,904.72
Referral Income	1,400.00	2,875.00	(1,475.00)
Rental Income	34,750.00	30,250.00	4,500.00
Total Income	2,712,893.87	2,631,846.15	81,047.72
Gross Profit	2,712,893.87	2,631,846.15	81,047.72
Expense			
Advertising	108,938.53	100,861.31	8,077.22
Marketing	31,794.00	29,700.00	2,094.00
Advertising & Marketing - Other	20,892.10	13,041.88	7,850.22
Total Advertising & Marketing	161,624.63	143,603.19	18,021.44
Commissions Paid			
Outside Commissions Paid			
Referral Fees	27,710.25	37,047.91	(9,337.66)
Total Outside Commissions Paid	27,710.25	37,047.91	(9,337.66)
In House Commissions Paid			
Selling Broker	555,742.82	498,217.63	57,525.19
Office Managers (2)	30,196.42	31,094.36	(897.94)
Listing Broker	387,732.94	493,925.11	(106,192.17)
In-House Assists	1,425.00	3,955.45	(2,530.45)
Appraisal	100.00	-	100.00
Morrisville Commissions			
Commissions Morrisville	376,081.49	348,759.57	27,321.92
Manager Comm. N Demers	6,925.96	5,826.50	1,099.46
Total Morrisville Commissions	383,007.45	354,586.07	28,421.38
Total In House Commissions Paid	1,358,204.63	1,381,778.62	(23,573.99)
Total Commissions Paid	1,385,914.88	1,418,826.53	(32,911.65)
Morrisville Office			
Morrisville Office - Water	330.00	330.00	-
Cost of Doing Business	30.00	-	30.00
Electricity	1,482.05	1,441.21	40.84
Fuel Oil	1,703.26	1,629.18	74.08
Liability Insurance	292.13	280.16	11.97
Dues & Subscriptions - Mssville	925.25	228.00	697.25
Rental Exp - Morrisville	19,965.00	18,480.00	1,485.00
Maintenance/Repairs- Morrisvill	5,521.85	6,834.45	(1,312.60)
Printing & Postage	834.27	617.28	216.99
Computer Support	2,860.00	3,694.94	(834.94)
Advertising - Morrisville	32,634.33	26,276.66	6,357.67
Office Supplies/Equipment	8,213.36	3,721.84	4,491.52
Total Morrisville Office	74,791.50	63,533.72	11,257.78
Automobile Expense			
Fuel	2,050.84	1,829.73	221.11

Total Automobile Expense	2,050.84	1,829.73	221.11
Bank Service Charges	784.80	314.20	470.60
Donations	6,200.00	10,900.00	(4,700.00)
Dues/Subscriptions/Memberships	18,359.53	20,547.54	(2,188.01)
Education	5,413.20	2,742.88	2,670.32
Equipment			
Computer	-	1,763.71	(1,763.71)
Total Equipment	-	1,763.71	(1,763.71)
Insurance			
Worker's Comp	1,149.00	1,489.00	(340.00)
Errors & Omissions	7,658.00	10,496.00	(2,838.00)
Health Insurance	23,519.94	20,639.36	2,880.58
Liability Insurance	5,097.30	4,673.10	424.20
Total Insurance	37,424.24	37,297.46	126.78
Licenses and Permits	3,206.00	561.00	2,645.00
Maintenance & Repairs			
Materials	2,546.32	1,015.46	1,530.86
Building	6,495.20	15,300.59	(8,805.39)
Maintenance & Repairs - Other	61,610.43	53,514.00	8,096.43
Total Maintenance & Repairs	70,651.95	69,830.05	821.90
Office			
Postage and Delivery	5,821.52	2,846.61	2,974.91
Cable TV &/or Satellite	1,579.52	1,364.56	214.96
Gifts	883.21	-	883.21
Internet	1,574.45	1,575.55	(1.10)
Computer Support	9,654.07	6,802.38	2,851.69
Research	1,142.08	172.25	969.83
Staff	1,148.23	1,649.43	(501.20)
Supplies	15,824.23	17,125.54	(1,301.31)
Total Office	37,627.31	31,536.32	6,090.99
Payroll Expenses			
Bonus	-	-	-
Employee Benefit	23,500.00	30,500.00	(7,000.00)
Gross	269,156.52	270,952.66	(1,796.14)
Gross Payroll Reimbursed	-	(1,278.70)	1,278.70
940 - FUTA	252.00	336.00	(84.00)
941 - Company	20,590.47	20,727.88	(137.41)
SUTA	417.76	428.78	(11.02)
Payroll Expenses - Other	542.33	-	542.33
Total Payroll Expenses	314,459.08	321,666.62	(7,207.54)
Professional Fees			
Accounting	49,148.75	51,645.00	(2,496.25)
Legal Fees	1,248.64	7,551.42	(6,302.78)
Total Professional Fees	50,397.39	59,196.42	(8,799.03)
Property Taxes	26,842.17	23,622.83	3,219.34
Reimbursable	6,356.19	6,287.46	68.73
Telephone	23,061.92	20,354.89	2,707.03

Travel & Ent			
Travel	1,450.00	1,419.00	31.00
Meals	140.00	-	140.00
Total Travel & Ent	1,590.00	1,419.00	171.00
Utilities			
Electric	4,236.11	4,311.68	(75.57)
Oil	4,219.01	6,985.64	(2,766.63)
Sewage	1,983.12	1,386.38	596.74
Water	1,178.64	891.84	286.80
Utilities - Other	475.98	121.45	354.53
Total Utilities	12,092.86	13,696.99	(1,604.13)
Village Office			
Dues & Subscriptions	(73.00)	(134.00)	61.00
Postage	1,048.36	1,247.36	(199.00)
Advertising	908.00	921.56	(13.56)
Supplies	1,437.80	280.95	1,156.85
Utilities	5,118.07	5,411.40	(293.33)
Maintenance & Repair	15,893.24	9,697.75	6,195.49
Office	5,409.20	3,517.04	1,892.16
Computers	-	834.95	(834.95)
Total Village Office	29,741.67	21,777.01	7,964.66
Waterbury Office			
Utilities	1,352.64	1,383.90	(31.26)
Dues & Subscriptions	360.00	507.00	(147.00)
Office Expense	1,990.28	3,885.81	(1,895.53)
Advertising & Marketing	-	1,325.00	(1,325.00)
Computer Support	2,860.00	2,860.00	-
Maintenance & Repairs	-	24.87	(24.87)
Rent	16,547.00	15,902.00	645.00
Total Waterbury Office	23,109.92	25,888.58	(2,778.66)
Total Expense	2,291,700.08	2,297,196.13	(5,496.05)
Net Ordinary Income	421,193.79	334,650.02	86,543.77
Other Income/Expense			
Other Income			
Employee Retention Cred. Refund	49,952.18	-	49,952.18
Total Other Income	49,952.18	-	49,952.18
Net Other Income	49,952.18	-	49,952.18
Net Income	471,145.97	334,650.02	136,495.95

	PALL SPERA COMPANY REALTORS, LLC		
	Jan - Dec 23	Jan - Dec 22	\$ Change
Ordinary Income/Expense			
Interest Income	5,123.45	174.32	4,949.13
Commission Income	2,788,935.52	4,985,864.31	(2,196,928.79)
Miscellaneous Income	900.00	1,500.00	(600.00)
Referral Income	2,875.00	15,000.00	(12,125.00)
Rental Income	33,000.00	33,000.00	-
Total Income	2,830,833.97	5,035,538.63	(2,204,704.66)
Gross Profit	2,830,833.97	5,035,538.63	(2,204,704.66)
Expense			
Advertising	125,613.45	120,209.17	5,404.28
Marketing	35,100.00	29,700.00	5,400.00
Advertising & Marketing - Other	16,711.88	27,267.01	(10,555.13)
Total Advertising & Marketing	177,425.33	177,176.18	249.15
Commissions Paid			
Outside Commissions Paid			
Referral Fees	37,047.91	92,402.16	(55,354.25)
Total Outside Commissions Paid	37,047.91	92,402.16	(55,354.25)
In House Commissions Paid			
Selling Broker	531,820.90	1,289,909.89	(758,088.99)
Office Managers (2)	34,475.53	68,481.94	(34,006.41)
Listing Broker	564,036.03	1,282,733.59	(718,697.56)
In-House Assists	6,955.45	18,131.31	(11,175.86)
Morrisville Commissions			
Commissions Morrisville	372,040.03	502,982.88	(130,942.85)
Manager Comm. N Demers	6,190.30	8,917.19	(2,726.89)
Total Morrisville Commissions	378,230.33	511,900.07	(133,669.74)
Total In House Commissions Paid	1,515,518.24	3,171,156.80	(1,655,638.56)
Total Commissions Paid	1,552,566.15	3,263,558.96	(1,710,992.81)
Morrisville Office			
Morrisville Office - Water	360.00	360.00	-
Electricity	1,695.34	1,698.96	(3.62)
Fuel Oil	1,808.38	2,230.79	(422.41)
Liability Insurance	305.16	316.65	(11.49)
Dues & Subscriptions - Mssville	773.00	802.00	(29.00)
Morrisville Staff Misc	1,200.00	1,344.05	(144.05)
Rental Exp - Morrisville	20,625.00	20,283.40	341.60
Maintenance/Repairs- Morrisvill	7,224.95	6,794.36	430.59
Printing & Postage	617.28	1,036.40	(419.12)
Computer Support	3,980.94	3,788.64	192.30
Advertising - Morrisville	29,698.31	28,493.49	1,204.82
Office Supplies/Equipment	4,064.32	3,985.40	78.92
Total Morrisville Office	72,352.68	71,134.14	1,218.54
Automobile Expense			
Fuel	1,940.10	1,473.36	466.74

Total Automobile Expense	1,940.10	1,473.36	466.74
Bank Service Charges	330.20	693.50	(363.30)
Donations	10,900.00	16,310.00	(5,410.00)
Dues/Subscriptions/Memberships	23,618.20	20,587.72	3,030.48
Education	3,117.13	1,145.20	1,971.93
Equipment			
Computer	1,763.71	-	1,763.71
Total Equipment	1,763.71	-	1,763.71
Insurance			
Worker's Comp	1,489.00	1,626.00	(137.00)
Errors & Omissions	10,496.00	11,521.00	(1,025.00)
Health Insurance	20,787.02	20,979.66	(192.64)
Liability Insurance	5,207.00	4,509.70	697.30
Total Insurance	37,979.02	38,636.36	(657.34)
Licenses and Permits	609.00	2,768.00	(2,159.00)
Maintenance & Repairs			
Materials	1,015.46	1,307.64	(292.18)
Building	15,516.09	36,344.58	(20,828.49)
Maintenance & Repairs - Other	58,238.82	101,358.67	(43,119.85)
Total Maintenance & Repairs	74,770.37	139,010.89	(64,240.52)
Office			
Postage and Delivery	3,148.11	4,512.69	(1,364.58)
Cable TV &/or Satellite	1,364.56	1,288.69	75.87
Internet	1,713.50	1,807.25	(93.75)
Computer Support	8,251.42	5,571.75	2,679.67
Research	193.25	282.00	(88.75)
Staff	1,649.43	6,971.21	(5,321.78)
Supplies	19,614.09	17,653.09	1,961.00
Total Office	35,934.36	38,086.68	(2,152.32)
Payroll Expenses			
Bonus	18,900.00	32,100.00	(13,200.00)
Employee Benefit	30,500.00	26,500.00	4,000.00
Gross	295,359.12	338,645.80	(43,286.68)
Gross Payroll Reimbursed	(1,278.70)	(51,513.39)	50,234.69
940 - FUTA	336.00	351.27	(15.27)
941 - Company	24,040.82	28,362.05	(4,321.23)
SUTA	428.78	956.95	(528.17)
Payroll Expenses - Other	-	-	-
Total Payroll Expenses	368,286.02	375,402.68	(7,116.66)
Professional Fees			
Accounting	60,965.00	66,100.00	(5,135.00)
Legal Fees	9,054.42	55,908.55	(46,854.13)
Total Professional Fees	70,019.42	122,008.55	(51,989.13)
Property Taxes	45,024.65	33,627.80	11,396.85
Reimbursable	6,418.54	(6,734.34)	13,152.88
Telephone	22,251.49	19,739.81	2,511.68
Travel & Ent			

Travel	1,419.00	306.04	1,112.96
Meals	-	169.03	(169.03)
Total Travel & Ent	1,419.00	475.07	943.93
Utilities			
Electric	4,728.31	3,875.30	853.01
Oil	7,932.78	8,648.99	(716.21)
Sewage	1,537.31	1,321.24	216.07
Water	983.09	900.19	82.90
Utilities - Other	121.45	-	121.45
Total Utilities	15,302.94	14,745.72	557.22
Village Office			
Dues & Subscriptions	51.00	378.50	(327.50)
Postage	1,247.36	1,997.68	(750.32)
Advertising	921.56	-	921.56
Computer support	-	1,701.04	(1,701.04)
Supplies	280.95	660.17	(379.22)
Utilities	5,950.37	5,175.57	774.80
Maintenance & Repair	11,893.50	11,378.00	515.50
Rental Expense	-	4,066.40	(4,066.40)
Office	3,881.18	6,956.17	(3,074.99)
Computers	834.95	-	834.95
Village Office - Other	-	588.56	(588.56)
Total Village Office	25,060.87	32,902.09	(7,841.22)
Waterbury Office			
Postage & Delivery	-	58.00	(58.00)
Utilities	1,469.77	1,722.08	(252.31)
Dues & Subscriptions	677.00	972.50	(295.50)
Office Expense	4,055.54	10,052.73	(5,997.19)
Advertising & Marketing	1,325.00	967.50	357.50
Computer Support	3,146.00	3,150.29	(4.29)
Maintenance & Repairs	24.87	2,887.96	(2,863.09)
Rent	17,379.00	16,356.00	1,023.00
Total Waterbury Office	28,077.18	36,167.06	(8,089.88)
Total Expense	2,575,166.36	4,398,915.43	(1,823,749.07)
Net Ordinary Income	255,667.61	636,623.20	(380,955.59)
Other Income/Expense			
Non-Taxable PPP Loan Forgiveness	-	100,245.00	(100,245.00)
Total Other Income	-	100,245.00	(100,245.00)
Net Income	255,667.61	736,868.20	(481,200.59)