

Kentucky Association of Realtors
Financial Dashboard
7/31/2024

CASH FLOW		
	Current Year	Prior Year
Central Bank		
Operating	\$111,064	\$310,136
Sweep	\$0	\$0
KAR-NAR Cash Account	\$52,180	\$24,284
Escrow	\$119,483	\$118,772
Morgan Stanley		
Investments	\$3,460,903	\$3,193,451
Total Bank Balances	\$3,743,631	\$3,646,643

Equity		
Prior Years	\$	3,966,228
Current income (loss)		181,794
	\$	4,148,023

Total Net Income (Loss)		
	Current Year	Prior Year
Total Income	\$	1,436,399
Total Expenses		1,204,605
NAR RRF Contribution - BOD Approved		50,000
Net Income (Loss)	\$	181,794
		\$233,737

Working Capital Reserve		
Current Assets		3,923,643
Current Liabilities		(1,039,234)
Working Capital Reserve		2,884,409
Budgeted Operating Expenses		2,442,786

Months of Reserve: 14.2

Kentucky Association of Realtors Inc.
Budget vs. Actuals: Summary
January - July 2024

	Jul 2024			Total			Annual Budget
	Actual	Budget	over Budget	Actual	Budget	over Budget	
Income							
40000 Membership Dues Income	162,407	181,927	(19,520)	1,081,836	1,090,215	(8,379)	2,021,849
41000 Fee Income	5,350	3,488	1,862	37,450	24,414	13,036	41,853
43000 Other Events and Education	28,850	1,000	27,850	62,090	7,000	55,090	12,000
44000 Building Income	4,201	4,421	(220)	32,460	30,947	1,513	53,052
45000 Convention Income							30,000
49000 Other Income	3,360	13,977	(10,617)	31,865	76,838	(44,973)	146,723
Total Income	204,167	204,812	(645)	1,245,701	1,229,414	16,286	2,305,477
Gross Profit	204,167	204,812	(645)	1,245,701	1,229,414	16,286	2,305,477
Expenses							
50000 Personnel Expenses	94,552	103,538	(8,985)	641,019	724,763	(83,744)	1,242,452
51000 Staff Travel	3,063	8,817	(5,754)	49,245	61,817	(12,572)	105,900
52000 Leadership travel	2,369	17,483	(15,114)	60,053	122,383	(62,331)	209,800
527004 NAR Convention							
53000 Convention				(1,265)		(1,265)	60,000
54000 Meeting Expenses	24	13,183	(13,159)	74,858	92,283	(17,425)	158,200
55000 Bank/Professional Services	9,347	7,221	2,126	73,637	76,289	(2,652)	139,930
56000 Building/Equipment/Technology Expenses	11,053	15,646	(4,593)	79,313	103,892	(24,579)	175,340
57000 Events/Committees	13,973	18,542	(4,569)	104,992	129,792	(24,800)	222,500
58000 Public Relations, Marketing and Contributions	12,279	7,946	4,333	120,611	55,621	64,990	95,350
59000 Other Expenses	1,689	2,776	(1,087)	23,718	19,434	4,284	33,316
Total Expenses	148,350	195,153	(46,803)	1,226,180	1,386,274	(160,094)	2,442,786
Net Operating Income	55,817	9,660	46,157	19,520	(156,860)	176,380	(137,310)
Other Income							
410004 Unrealized Gain / Loss on Investment	56,125		56,125	220,536		220,536	
410006 Long Term Capital Gains Distribution		2,083	(2,083)		14,583	(14,583)	25,000
415004 Dividend Income*	2,633	2,773	(140)	21,578	19,411	2,167	33,276
415006 Realized Gains/Losses on Investments				(51,416)		(51,416)	
Total Other Income	58,759	4,856	53,902	190,698	33,994	156,704	58,276
Other Expenses							
565000 Depreciation Expense	4,066	4,066		28,464	28,464		48,796
569014 OPERATING RESERVE-CENTENNIAL EXP				(40)		(40)	
Total Other Expenses	4,066	4,066		28,424	28,464	(40)	48,796
Net Other Income	54,692	790	53,902	162,274	5,530	156,744	9,480
Net Income	110,509	10,450	100,060	181,794	(151,330)	333,124	(127,830)

Kentucky Association of Realtors Inc.
Budget vs. Actuals: Detail
 January - July 2024

	Jul 2024			Total			Annual Budget
	Actual	Budget	over Budget	Actual	Budget	over Budget	
Income							
40000 Membership Dues Income							
400003 KAR Dues Current Year	162,292	181,798	(19,506)	1,081,148	1,089,317	(8,169)	2,020,309
400005 NAR Institute Affiliate Dues	114	128	(14)	688	898	(210)	1,540
Total 40000 Membership Dues Income	162,407	181,927	(19,520)	1,081,836	1,090,215	(8,379)	2,021,849
41000 Fee Income							
400007 Arbitration Fee		188	(188)	1,000	1,314	(314)	2,253
405002 New Member Fees	5,350	3,300	2,050	36,450	23,100	13,350	39,600
Total 41000 Fee Income	5,350	3,488	1,862	37,450	24,414	13,036	41,853
43000 Other Events and Education							
402200 CE/PLE Classroom	27,030		27,030	49,604		49,604	
413000 Summer Events & Sponsors	1,820	1,000	820	6,390	7,000	(610)	12,000
414000 February Lunch & Sponsors				6,096		6,096	
Total 43000 Other Events and Education	28,850	1,000	27,850	62,090	7,000	55,090	12,000
44000 Building Income							
419802 Lease Income	3,722	3,721	1	26,052	26,047	5	44,652
419825 Tenant Utilities	479	700	(221)	6,408	4,900	1,508	8,400
Total 44000 Building Income	4,201	4,421	(220)	32,460	30,947	1,513	53,052
45000 Convention Income							
406001 Convention-Registration							30,000
Total 45000 Convention Income							30,000
49000 Other Income							
400100 NAR Grants				976		976	
410000 Interest Income	3,308	377	2,931	25,492	2,638	22,853	4,523
415008 Advertising Income		1,250	(1,250)		8,750	(8,750)	15,000
415090 Sponsorship Income	52	6,250	(6,198)	1,072	43,750	(42,678)	75,000
415150 Leadership KYR		1,250	(1,250)	3,750	8,750	(5,000)	15,000
419803 Miscellaneous Income		1,350	(1,350)	575	9,450	(8,875)	16,200
419822 KRI		3,500	(3,500)		3,500	(3,500)	21,000
Total 49000 Other Income	3,360	13,977	(10,617)	31,865	76,838	(44,973)	146,723
Total Income	204,167	204,812	(645)	1,245,701	1,229,414	16,286	2,305,477
Gross Profit	204,167	204,812	(645)	1,245,701	1,229,414	16,286	2,305,477
Expenses							
50000 Personnel Expenses							
500000 Salaries and Wages	72,433	74,016	(1,583)	476,662	518,112	(41,450)	888,192
508200 Professional Fees-Bookkeeping Bruin	7,500	7,500		52,500	52,500		90,000
508300 No Boss Bookkeeping	1,200	1,200		8,400	8,400		14,400
Total 500000 Salaries and Wages	81,133	82,716	(1,583)	537,562	579,012	(41,450)	992,592
502000 Payroll Tax Expense	5,423	5,921	(498)	39,444	41,449	(2,005)	71,055
506002 Workers Comp. Insurance	114	116	(2)	797	812	(15)	1,392
507000 Insurance-Employees	4,398	9,035	(4,637)	35,148	63,248	(28,100)	108,425
507100 CEO Life Insurance	77	58	19	537	406	131	696

Kentucky Association of Realtors Inc.
Budget vs. Actuals: Detail
 January - July 2024

	Jul 2024			Total			Annual Budget
	Actual	Budget	over Budget	Actual	Budget	over Budget	
517001 CEO Vehicle Expenses	1,000		1,000	7,000		7,000	
522000 Retirement Plan & Related Administrative Exp.	1,308	4,441	(3,133)	10,714	31,087	(20,373)	53,292
531110 Cell Phone-REIMBURSEMENT	780	650	130	5,370	4,550	820	7,800
533001 Staff Training/Development/Recognition	320	600	(281)	4,448	4,200	248	7,200
Total 50000 Personnel Expenses	94,552	103,538	(8,985)	641,019	724,763	(83,744)	1,242,452
51000 Staff Travel							
51100 In-state Staff Travel							
512001 CEO Instate Travel		1,500	(1,500)	821	10,500	(9,679)	18,000
533100 Staff Travel-INSTATE	44	1,200	(1,156)	1,393	8,400	(7,007)	14,400
Total 51100 In-state Staff Travel	44	2,700	(2,656)	2,214	18,900	(16,686)	32,400
51200 Out-of-state Staff Travel							
512101 CEO Outstate Travel	59	1,000	(941)	15,062	7,000	8,062	12,000
527017 AE meeting meals & AEI dinner		500	(500)	2,561	3,500	(939)	6,000
533120 Staff Travel-OUT OF STATE	2,722	2,917	(195)	22,570	20,417	2,153	35,000
Total 51200 Out-of-state Staff Travel	2,781	4,417	(1,636)	40,193	30,917	9,276	53,000
51300 Other Staff Travel							
512102 CEO Entertainment	238	500	(262)	5,287	3,600	1,687	6,100
512401 Professional Standards Director Travel		200	(200)		1,400	(1,400)	2,400
512701 Governmental Aff. Travel		500	(500)	51	3,500	(3,449)	6,000
527026 Reimb AE Registration Convention		500	(500)	1,500	3,500	(2,000)	6,000
Total 51300 Other Staff Travel	238	1,700	(1,462)	6,838	12,000	(5,162)	20,500
Total 51000 Staff Travel	3,063	8,817	(5,754)	49,245	61,817	(12,572)	105,900
52000 Leadership travel							
52100 In-state Leadership Travel							
509001 President Instate Travel	1,074	1,250	(176)	4,573	8,750	(4,177)	15,000
510001 Pres.Elect Instate Travel	399	1,000	(601)	993	7,000	(6,007)	12,000
512300 Treasurer's In-State Travel		500	(500)	611	3,500	(2,889)	6,000
512302 Treasurer Elect In-State Travel	723	500	223	723	3,500	(2,777)	6,000
527012 PP Chair Travel to KYR Meetings		375	(375)		2,625	(2,625)	4,500
527019 Imm Past President's Travel (In-State Meetings)		375	(375)	758	2,625	(1,867)	4,500
Total 52100 In-state Leadership Travel	2,197	4,000	(1,803)	7,660	28,000	(20,341)	48,000
52200 Out-of-state Leadership Travel							
505118 FPC Travel to Washington		1,000	(1,000)	8,539	7,000	1,539	12,000
509101 President Outstate Travel	112	2,000	(1,888)	10,537	14,000	(3,463)	24,000
510101 Pres.Elect Out/st. Travel		1,250	(1,250)	8,867	8,750	117	15,000
512301 Treasurer's Out-of-State Travel		750	(750)	3,812	5,250	(1,438)	9,000
512303 Treasurer-Elect Travel Out-of-State		750	(750)	6,590	5,250	1,340	9,000
527011 President-Elect Elect to NAR Convention		750	(750)		5,250	(5,250)	9,000
527025 AE/Board President Elects-NAR L Summit		400	(400)		2,800	(2,800)	4,800
Total 52200 Out-of-state Leadership Travel	112	6,900	(6,788)	38,345	48,300	(9,955)	82,800
52300 Other Leadership Travel Expenses							
505006 Board of Directors Retreat		2,083	(2,083)	5,363	14,583	(9,220)	25,000

Kentucky Association of Realtors Inc.
Budget vs. Actuals: Detail
 January - July 2024

	Jul 2024			Total			Annual Budget
	Actual	Budget	over Budget	Actual	Budget	over Budget	
505030 Reimb PP Registration Conv		500	(500)		3,500	(3,500)	6,000
509111 President Entertainment	60	500	(440)	2,812	3,500	(688)	6,000
512725 Leadership Retreat				(72)		(72)	
520001 NAR Directors Travel		2,500	(2,500)	5,945	17,500	(11,555)	30,000
527014 Region Directors Travel		167	(167)		1,167	(1,167)	2,000
527027 KYR/Local President-Elects Conference		833	(833)		5,833	(5,833)	10,000
Total 52300 Other Leadership Travel Expenses	60	6,583	(6,523)	14,049	46,083	(32,035)	79,000
Total 52000 Leadership travel	2,369	17,483	(15,114)	60,053	122,383	(62,331)	209,800
527004 NAR Convention							
53000 Convention							60,000
550002 Convention-Speaker Fees				(1,200)		(1,200)	
550004 Convention-InstalIt Dinner				(65)		(65)	
Total 53000 Convention				(1,265)		(1,265)	60,000
54000 Meeting Expenses							
505002 Past Presidents Meetings	16	500	(484)	16	3,500	(3,484)	6,000
505020 Meeting Expenses In-State		7,500	(7,500)	55,767	52,500	3,267	90,000
505021 Meeting Expenses Out-of-State		2,500	(2,500)	18,509	17,500	1,009	30,000
505022 Meetings Prior To Convention		833	(833)		5,833	(5,833)	10,000
505025 Supplies for In-State Meetings		200	(200)	509	1,400	(891)	2,400
527006 ROTY Travel to NAR Convention		400	(400)		2,800	(2,800)	4,800
527013 AE Meetings & Training		1,000	(1,000)		7,000	(7,000)	12,000
539005 Other Meeting Expenses	8	250	(242)	58	1,750	(1,692)	3,000
Total 54000 Meeting Expenses	24	13,183	(13,159)	74,858	92,283	(17,425)	158,200
55000 Bank/Professional Services							
508000 Professional Fees-Legal	5,566	3,607	1,959	44,871	25,246	19,625	43,279
508100 Professional Fees- Audit/Tax Returns					25,000	(25,000)	25,000
508500 Professional Fees-Other	8	229	(222)	77	1,606	(1,529)	2,754
539150 Bank & Credit Card Fees	695	791	(96)	7,662	6,275	1,387	37,762
539160 Morgan Stanley Consulting Services	2,584	2,164	420	17,240	15,148	2,092	25,968
539175 Outside Payroll Service	495	346	149	3,126	2,422	704	4,152
539700 Prof Standards Hearing/Mileage Expenses		85	(85)	661	592	69	1,015
Total 55000 Bank/Professional Services	9,347	7,221	2,126	73,637	76,289	(2,652)	139,930
56000 Building/Equipment/Technology Expenses							
505123 Website Design/Hosting	127	1,000	(873)	992	7,000	(6,008)	12,000
505185 Electronic Collaboration Systems	366	292	74	2,559	2,042	517	3,500
506001 Building Property Insurance & Bonds	491	247	244	2,415	1,726	689	2,959
516000 Utilities	1,676	2,914	(1,238)	10,160	14,765	(4,605)	22,550
519001 Leased Equipment & Expenses	132	286	(154)	861	2,002	(1,141)	3,432
524000 Property Taxes	1,381	1,278	102	9,665	8,949	717	15,340
525001 General Cleaning	513	488	25	3,774	3,416	358	5,856
525101 Repairs/Maint-Building		126	(126)	4,449	881	3,568	1,510
525102 Repairs/Maint.-Grounds	736	604	132	5,578	4,231	1,347	7,252

Kentucky Association of Realtors Inc.
Budget vs. Actuals: Detail
 January - July 2024

	Jul 2024			Total			Annual Budget
	Actual	Budget	over Budget	Actual	Budget	over Budget	
525103 Elevator Maintenance	163	155	8	1,125	1,085	40	1,860
525108 BLDG Expenses-Old Rosebud		1,250	(1,250)	252	8,750	(8,498)	15,000
531100 Telephone	668	647	21	4,635	4,529	106	7,765
535002 Small Office Equipment		72	(72)	374	503	(129)	862
535004 Printer Copies/Scans	379	123	256	2,641	859	1,782	1,473
539800 Computer/Maint&Suppt	1,978	2,506	(528)	12,996	17,542	(4,546)	30,072
539830 Computer Software Renewal	202	268	(66)	1,522	1,874	(352)	3,213
539835 Computer Software Upgrades	49	89	(40)	188	624	(436)	1,069
539840 Member Data Base Fees	1,699	1,784	(85)	11,893	12,488	(595)	21,408
539850 Website and Internet Access	222	1,236	(1,014)	1,311	8,652	(7,341)	14,832
565001 Internet Access	272	282	(10)	1,925	1,975	(50)	3,386
Total 56000 Building/Equipment/Technology Expenses	11,053	15,646	(4,593)	79,313	103,892	(24,579)	175,340
57000 Events/Committees							
505017 Pres Circle Recognition		833	(833)	7,275	5,833	1,442	10,000
505111 LKYR Alumni Recognition		83	(83)		583	(583)	1,000
505128 KHC Housing Conference		83	(83)	2,000	583	1,417	1,000
505137 KYR Statewide Statistics	2,730	2,917	(187)	19,110	20,417	(1,307)	35,000
512715 Advocacy Travel		1,000	(1,000)		7,000	(7,000)	12,000
527001 Legislative Expense		83	(83)	350	583	(233)	1,000
527016 Lobbyist Group	11,243	10,000	1,243	74,210	70,000	4,210	120,000
528000 YPN PROGRAM		208	(208)		1,458	(1,458)	2,500
535005 Awards & Recognition		417	(417)	1,975	2,917	(942)	5,000
539001 KREC Selection Committee		83	(83)		583	(583)	1,000
539004 Strategic Planning				72		72	
539008 Allied Industry Collaboration		333	(333)		2,333	(2,333)	4,000
539900 Leadership Conference*		2,500	(2,500)		17,500	(17,500)	30,000
Total 57000 Events/Committees	13,973	18,542	(4,569)	104,992	129,792	(24,800)	222,500
58000 Public Relations, Marketing and Contributions							
505106 AE/RCE Scholarships		238	(238)		1,663	(1,663)	2,850
505108 Leadership KYR & Scholarship		3,333	(3,333)	20,116	23,333	(3,217)	40,000
505124 Promote Realtor Image	9,477	792	8,685	21,338	5,542	15,797	9,500
505180 Member Tech Hotline	2,802	2,500	302	18,616	17,500	1,116	30,000
527009 Miscellaneous Sponsorships				250		250	
530000 KY Realtor Magazine		542	(542)	3,791	3,792	(1)	6,500
539500 Contributions		542	(542)	6,500	3,792	2,708	6,500
569010 NAR RRF Contribution - Board Approved				50,000		50,000	
Total 58000 Public Relations, Marketing and Contributions	12,279	7,946	4,333	120,611	55,621	64,990	95,350
59000 Other Expenses							
505700 Other Member Services	41	125	(84)	285	875	(590)	1,500
518000 Memberships & Subscriptions	178	258	(81)	1,192	1,808	(616)	3,100
531000 Office Postage	127	217	(89)	187	1,516	(1,329)	2,599
535001 Office Supplies & Services	796	766	30	7,483	5,365	2,118	9,198

Kentucky Association of Realtors Inc.
Budget vs. Actuals: Detail
 January - July 2024

	Jul 2024			Total			Annual Budget
	Actual	Budget	over Budget	Actual	Budget	over Budget	
535050 Leadership Directory		208	(208)	5,080	1,458	3,621	2,500
539100 Other Admin Expense	16	167	(150)	120	1,167	(1,047)	2,000
569012 Special Projects Expense	280		280	6,980		6,980	
570007 Miscellaneous Leadership Development		900	(900)	1,640	6,300	(4,660)	10,800
581000 Arbitration Refunds	250	135	115	750	944	(194)	1,619
Total 59000 Other Expenses	1,689	2,776	(1,087)	23,718	19,434	4,284	33,316
Total Expenses	148,350	195,153	(46,803)	1,226,180	1,386,274	(160,094)	2,442,786
Net Operating Income	55,817	9,660	46,157	19,520	(156,860)	176,380	(137,310)
Other Income							
410004 Unrealized Gain / Loss on Investment	56,125		56,125	220,536		220,536	
410006 Long Term Capital Gains Distribution		2,083	(2,083)		14,583	(14,583)	25,000
415004 Dividend Income*	2,633	2,773	(140)	21,578	19,411	2,167	33,276
415006 Realized Gains/Losses on Investments				(51,416)		(51,416)	
Total Other Income	58,759	4,856	53,902	190,698	33,994	156,704	58,276
Other Expenses							
565000 Depreciation Expense	4,066	4,066		28,464	28,464		48,796
569014 OPERATING RESERVE-CENTENNIAL EXP				(40)		(40)	
Total Other Expenses	4,066	4,066		28,424	28,464	(40)	48,796
Net Other Income	54,692	790	53,902	162,274	5,530	156,744	9,480
Net Income	110,509	10,450	100,060	181,794	(151,330)	333,124	(127,830)

Kentucky Association of Realtors Inc.
Profit and Loss: Summary
January - July, 2024

	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024	Total
Income								
40000 Membership Dues Income	141,266	146,589	154,595	157,258	159,193	160,528	162,407	1,081,836
41000 Fee Income	2,550	8,550	5,900	6,450	3,650	5,000	5,350	37,450
43000 Other Events and Education	7,321	6,096	1,750	7,798	6,586	3,689	28,850	62,090
44000 Building Income	6,437	3,722	3,722	3,722	4,571	6,087	4,201	32,460
49000 Other Income	3,969	8,740	3,788	4,209	3,549	4,250	3,360	31,865
Total Income	161,543	173,697	169,754	179,437	177,550	179,554	204,167	1,245,701
Gross Profit	161,543	173,697	169,754	179,437	177,550	179,554	204,167	1,245,701
Expenses								
50000 Personnel Expenses	82,875	85,681	89,533	99,141	95,350	93,887	94,552	641,019
51000 Staff Travel	4,588	847	12,474	4,591	20,947	2,735	3,063	49,245
52000 Leadership travel	8,114	1,456	1,048	15,228	28,802	3,035	2,369	60,053
53000 Convention	(1,265)							(1,265)
54000 Meeting Expenses	470	55,361	9,619	8	9,193	183	24	74,858
55000 Bank/Professional Services	13,681	12,946	14,804	10,483	8,794	3,582	9,347	73,637
56000 Building/Equipment/Technology Expenses	11,718	11,400	10,458	10,600	13,513	10,571	11,053	79,313
57000 Events/Committees	13,667	13,899	22,299	12,786	13,029	15,339	13,973	104,992
58000 Public Relations, Marketing and Contributions	65,086	4,086	12,634	4,876	3,833	17,817	12,279	120,611
59000 Other Expenses	1,027	7,370	6,017	3,976	2,284	1,354	1,689	23,718
Total Expenses	199,961	193,047	178,887	161,689	195,745	148,502	148,350	1,226,180
Net Operating Income	(38,418)	(19,350)	(9,133)	17,747	(18,195)	31,051	55,817	19,520
Other Income								
410004 Unrealized Gain / Loss on Investment	3,775	58,580	59,371	(92,097)	114,635	20,147	56,125	220,536
415004 Dividend Income*		3,500	3,953	3,685	3,938	3,869	2,633	21,578
415006 Realized Gains/Losses on Investments	56		8	(172)	(51,308)			(51,416)
Total Other Income	3,831	62,080	63,332	(88,584)	67,265	24,016	58,759	190,698
Other Expenses								
565000 Depreciation Expense	4,066	4,066	4,066	4,066	4,066	4,066	4,066	28,464
569014 OPERATING RESERVE-CENTENNIAL EXP	(40)							(40)
Total Other Expenses	4,026	4,066	4,066	4,066	4,066	4,066	4,066	28,424
Net Other Income	(196)	58,013	59,266	(92,650)	63,198	19,950	54,692	162,274
Net Income	(38,614)	38,663	50,133	(74,903)	45,003	51,002	110,509	181,794

Kentucky Association of Realtors Inc.
Profit and Loss: Detail
January - July, 2024

	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024	Total
Income								
40000 Membership Dues Income								
400003 KAR Dues Current Year	141,211	146,492	154,494	157,154	159,084	160,419	162,292	1,081,148
400005 NAR Institute Affiliate Dues	55	97	100	104	109	109	114	688
Total 40000 Membership Dues Income	141,266	146,589	154,595	157,258	159,193	160,528	162,407	1,081,836
41000 Fee Income								
400007 Arbitration Fee	250			250	500			1,000
405002 New Member Fees	2,300	8,550	5,900	6,200	3,150	5,000	5,350	36,450
Total 41000 Fee Income	2,550	8,550	5,900	6,450	3,650	5,000	5,350	37,450
43000 Other Events and Education								
402200 CE/PLE Classroom	7,321		1,750	7,798	4,586	1,119	27,030	49,604
413000 Summer Events & Sponsors					2,000	2,570	1,820	6,390
414000 February Lunch & Sponsors		6,096						6,096
Total 43000 Other Events and Education	7,321	6,096	1,750	7,798	6,586	3,689	28,850	62,090
44000 Building Income								
419802 Lease Income	3,722	3,722	3,722	3,722	3,722	3,722	3,722	26,052
419825 Tenant Utilities	2,715				849	2,365	479	6,408
Total 44000 Building Income	6,437	3,722	3,722	3,722	4,571	6,087	4,201	32,460
49000 Other Income								
400100 NAR Grants		976						976
410000 Interest Income	3,789	3,819	3,768	4,009	3,549	3,250	3,308	25,492
415090 Sponsorship Income			20			1,000	52	1,072
415150 Leadership KYR		3,750						3,750
419803 Miscellaneous Income	180	195		200				575
Total 49000 Other Income	3,969	8,740	3,788	4,209	3,549	4,250	3,360	31,865
Total Income	161,543	173,697	169,754	179,437	177,550	179,554	204,167	1,245,701
Gross Profit	161,543	173,697	169,754	179,437	177,550	179,554	204,167	1,245,701
Expenses								
50000 Personnel Expenses								
500000 Salaries and Wages	60,535	61,350	66,804	73,166	70,625	71,749	72,433	476,662
508200 Professional Fees-Bookkeeping Bruin	7,500	7,500	7,500	7,500	7,500	7,500	7,500	52,500
508300 No Boss Bookkeeping	1,200	1,200	1,200	1,200	1,200	1,200	1,200	8,400
Total 500000 Salaries and Wages	69,235	70,050	75,504	81,866	79,325	80,449	81,133	537,562
502000 Payroll Tax Expense	5,054	4,830	5,174	7,723	5,628	5,612	5,423	39,444
506002 Workers Comp. Insurance	114	114	114	114	114	114	114	797
507000 Insurance-Employees	5,490	5,260	5,260	5,260	5,486	3,995	4,398	35,148
507100 CEO Life Insurance	77	77	77	77	77	77	77	537
517001 CEO Vehicle Expenses	1,000	1,000	1,000	1,000	1,000	1,000	1,000	7,000
522000 Retirement Plan & Related Administrative Exp.	393	3,084	925	1,133	2,603	1,267	1,308	10,714
531110 Cell Phone-REIMBURSEMENT	750	750	750	780	780	780	780	5,370
533001 Staff Training/Development/Recognition	762	517	729	1,188	339	593	320	4,448
Total 50000 Personnel Expenses	82,875	85,681	89,533	99,141	95,350	93,887	94,552	641,019
51000 Staff Travel								
51100 In-state Staff Travel								
512001 CEO Instate Travel	223	25	60	37	470	5		821
533100 Staff Travel-INSTATE	18	59	602	188	35	447	44	1,393
Total 51100 In-state Staff Travel	241	84	662	225	505	452	44	2,214
51200 Out-of-state Staff Travel								
512101 CEO Outstate Travel	2,118	158	3,551	3,651	4,393	1,131	59	15,062
527017 AE meeting meals & AEI dinner			2,561					2,561
533120 Staff Travel-OUT OF STATE	1,048		3,401		15,384	15	2,722	22,570
Total 51200 Out-of-state Staff Travel	3,166	158	9,513	3,651	19,777	1,146	2,781	40,193
51300 Other Staff Travel								
512102 CEO Entertainment	1,180	605	798	664	665	1,137	238	5,287
512701 Governmental Aff. Travel				51				51
527026 Reimb AE Registration Convention			1,500					1,500

Kentucky Association of Realtors Inc.
Profit and Loss: Detail
January - July, 2024

	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024	Total
535002 Small Office Equipment				194	180			374
535004 Printer Copies/Scans	97	1,084	176	536		368	379	2,641
539800 Computer/Maint&Suppt	1,628	1,628	1,878	2,120	1,970	1,792	1,978	12,996
539830 Computer Software Renewal	284	202	202	227	202	202	202	1,522
539835 Computer Software Upgrades	23	23	23	23	23	23	49	188
539840 Member Data Base Fees	1,699	1,699	1,699	1,699	1,699	1,699	1,699	11,893
539850 Website and Internet Access	114	114	213	213	213	222	222	1,311
565001 Internet Access	272	282	282	272	272	272	272	1,925
Total 56000 Building/Equipment/Technology Expenses	11,718	11,400	10,458	10,600	13,513	10,571	11,053	79,313
57000 Events/Committees								
505017 Pres Circle Recognition			7,275					7,275
505128 KHC Housing Conference						2,000		2,000
505137 KYR Statewide Statistics	2,730	2,730	2,730	2,730	2,730	2,730	2,730	19,110
527001 Legislative Expense		350						350
527016 Lobbyist Group	10,544	10,620	10,912	10,000	10,299	10,593	11,243	74,210
535005 Awards & Recognition	393	199	1,311	56		16		1,975
539004 Strategic Planning			72					72
Total 57000 Events/Committees	13,667	13,899	22,299	12,786	13,029	15,339	13,973	104,992
58000 Public Relations, Marketing and Contributions								
505108 Leadership KYR & Scholarship	3,272	1,062	9,610	175	382	5,616		20,116
505124 Promote Realtor Image	477	477	477	477	477	9,477	9,477	21,338
505180 Member Tech Hotline	2,547	2,547	2,547	2,724	2,724	2,724	2,802	18,616
527009 Miscellaneous Sponsorships					250			250
530000 KY Realtor Magazine	3,791							3,791
539500 Contributions	5,000			1,500				6,500
569010 NAR RRF Contribution - Board Approved	50,000							50,000
Total 58000 Public Relations, Marketing and Contributions	65,086	4,086	12,634	4,876	3,833	17,817	12,279	120,611
59000 Other Expenses								
505700 Other Member Services	41	41	41	41	41	41	41	285
518000 Memberships & Subscriptions	161	161	161	177	177	177	178	1,192
531000 Office Postage		49	6	5				127
535001 Office Supplies & Services	1,003	1,661	543	1,787	573	1,120	796	7,483
535050 Leadership Directory	50	5,030						5,080
539100 Other Admin Expense	22	16	16	16	16	16	16	120
569012 Special Projects Expense			5,000	1,700			280	6,980
570007 Miscellaneous Leadership Development		412			1,228			1,640
581000 Arbitration Refunds	(250)		250	250	250		250	750
Total 59000 Other Expenses	1,027	7,370	6,017	3,976	2,284	1,354	1,689	23,718
Total Expenses	199,961	193,047	178,887	161,689	195,745	148,502	148,350	1,226,180
Net Operating Income	(38,418)	(19,350)	(9,133)	17,747	(18,195)	31,051	55,817	19,520
Other Income								
410004 Unrealized Gain / Loss on Investment	3,775	58,580	59,371	(92,097)	114,635	20,147	56,125	220,536
415004 Dividend Income*		3,500	3,953	3,685	3,938	3,869	2,633	21,578
415006 Realized Gains/Losses on Investments	56		8	(172)	(51,308)			(51,416)
Total Other Income	3,831	62,080	63,332	(88,584)	67,265	24,016	58,759	190,698
Other Expenses								
565000 Depreciation Expense	4,066	4,066	4,066	4,066	4,066	4,066	4,066	28,464
569014 OPERATING RESERVE-CENTENNIAL EXP	(40)							(40)
Total Other Expenses	4,026	4,066	4,066	4,066	4,066	4,066	4,066	28,424
Net Other Income	(196)	58,013	59,266	(92,650)	63,198	19,950	54,692	162,274
Net Income	(38,614)	38,663	50,133	(74,903)	45,003	51,002	110,509	181,794

Kentucky Association of Realtors Inc.

Balance Sheet
As of July 31, 2024

	7/31/2024	7/31/2023	Change
ASSETS			
Current Assets			
Bank Accounts			
100003 Operating Account -9871	111,064	310,136	(199,072)
100017 KAR-NAR Cash Account -8201	52,180	24,284	27,896
100020 Morgan Stanley			
100023 Morgan Stanley/GSM Invs Stmt		48,075	(48,075)
100026 MSSB-Operating Reserve	1,267,444	974,933	292,510
100027 MSSB-Issues/Mob Reserve	900,000	900,000	
100028 MSSB-Building Reserve	200,000	200,000	
100029 MSSB-Equipment Reserve	65,000	65,000	
100030 MSSB-Legal Action Reserve	255,500	255,500	
100031 MSSB-Disaster-Relief-KY	15,000	15,000	
100032 MSSB-NAR Future Candidate-REG IV	35,000	35,000	
100033 MSSB-NAR RVP Travel	20,000	20,000	
100034 MSSB- Disaster Relief-KY Realtors	2,500	2,500	
100035 Morgan Stanley Savings Account	525,459	502,443	23,017
100036 MSSB-NAT'L Disaster Fund Reserve	15,000	15,000	
100037 MSSB-Special Projects Reserve	100,000	100,000	
100038 MSSB-Code Grants Reserve	60,000	60,000	
Total 100020 Morgan Stanley	3,460,903	3,193,451	267,452
100301 Escrow Account -9898	119,483	118,772	712
101000 Petty Cash	150	150	
Total Bank Accounts	3,743,781	3,646,793	96,988
Other Current Assets			
108200 A/R RPAC	58,972	4,354	54,618
108250 Intercompany - Real Estate Education Foundation (KRI) -9935	31,973	6,925	25,048
108270 Intercompany - A/R KRRF -6253	7,137	28	7,109
108700 Prepaid Travel Expense	20,832	12,946	7,886
108985 Prepaid Expenses	30,259	13,994	16,264
108986 Prepaid Insurance	8,916	14,114	(5,198)
109300 A/R Growthzone	21,773	34,794	(13,021)
Total Other Current Assets	179,861	87,155	92,706
Total Current Assets	3,923,643	3,733,948	189,694
Fixed Assets			
110000 Office Equipment	32,520	32,520	
110200 Furniture & Equip	20,569	20,569	
110300 Education Equipment	968	968	
112000 Land	130,000	130,000	
112100 Land Improvements	5,400	5,400	
112900 Rosebud Building	1,170,000	1,170,000	
113100 Building Improvements-2nd Floor	142,288	142,288	
114000 Computers	8,834	1,399	7,435
114100 Computer System	29,678	29,678	
114200 Software -DBMS	42,989	42,989	
114500 First Floor Fit-Up	121,256	121,256	
116000 Accumulated Depreciation	(403,225)	(354,430)	(48,796)
117000 Accumulated Amortization	(37,663)	(37,663)	
Total Fixed Assets	1,263,614	1,304,975	(41,361)
TOTAL ASSETS	5,187,256	5,038,923	148,333
LIABILITIES AND EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
215000 Accounts Payable	4,625	21,246	(16,621)
Total Accounts Payable	4,625	21,246	(16,621)
Credit Cards			
American Express -32007	4,212	3,757	455
Total Credit Cards	4,212	3,757	455
Other Current Liabilities			
210000 Payroll Taxes Payable		(19)	19

Kentucky Association of Realtors Inc.

Balance Sheet

As of July 31, 2024

	7/31/2024	7/31/2023	Change
211000 Sales Tax Payable		575	(575)
214050 Accrued Expenses	10,049	22,413	(12,365)
215300 Deferred Income		804,103	(804,103)
215300-4 2024 Dues Income	811,461		811,461
215302-4 2024 Institute Affiliates	572		572
215303 Deferred Events	43,896		43,896
Total 215300 Deferred Income	855,929	804,103	51,826
215301 Deferred Other		10,000	(10,000)
215553 Previous GZ invoices to be reversed	14,250	22,305	(8,055)
215700 Benefits Payable		986	(986)
215900 AE Benevolence Fund	251	251	
215950 P Presidents Benevolence Fund	287	202	85
225000 Security Deposit-Tenant	7,221	7,221	
230000 NAR RPAC Funds	89,813	24,601	65,212
245000 Madison County Dues Funds	23,200	23,055	145
246000 Madison Co GRI Funds	29,397	29,397	
Total Other Current Liabilities	1,030,397	945,090	85,306
Total Current Liabilities	1,039,234	970,093	69,141
Total Liabilities	1,039,234	970,093	69,141
Equity			
300001 Members Equity	(1,892,295)	(1,892,295)	
300002 Capital Building Reserve	200,000	200,000	
300003 Capital Equipment Reserve	65,000	65,000	
300004 Capital Issues Mobilization Fund	900,000	900,000	
300005 Capital Legal Action Fund	255,500	255,500	
300006 Capital NAR RVP Travel	20,000	20,000	
300007 Capital Disaster Relief	17,500	17,500	
300008 Capital Region IV Candidate Fund	35,000	35,000	
300010 Capital Operating Reserve	1,009,168	1,009,168	
300011 Capital-Nat'l Disaster Relief	15,000	15,000	
300012 Capital-Special Projects	100,000	100,000	
300013 Capital-Code Grants	60,000	60,000	
Retained Earnings	3,181,356	3,050,221	131,135
Net Income	181,794	233,737	(51,942)
Total Equity	4,148,023	4,068,830	79,193
TOTAL LIABILITIES AND EQUITY	5,187,256	5,038,923	148,333