

Kentucky Association of Realtors
Financial Dashboard
7/31/2025

CASH FLOW				
	Current Year		Prior Year	
Central Bank				
Operating	\$	251,381	\$	111,315
Sweep		14,231		-
KAR-NAR Cash Account		116,919		52,180
Escrow		19,656		119,483
 E S Barr & Company				
Investments		3,447,086		3,460,903
 Total Bank Balances	\$	3,849,273	\$	3,743,882

Equity				
Prior Years	\$	3,983,627		
Current income (loss)		107,390		
	\$	4,091,016		

Total Net Income (Loss)				
	Current Year		Prior Year	
Total Income	\$	1,438,464	\$	1,436,399
Total Expenses		1,331,074		1,256,312
 Net Income (Loss)	\$	107,390	\$	180,087

Working Capital Reserve				
Current Assets	\$	4,119,376		
Current Liabilities	\$	1,247,907		
Working Capital Reserve	\$	2,871,470		
 Budgeted Operating Expenses	\$	2,427,702		

Months of Reserve: 14.2

Kentucky Association of Realtors Inc.
Budget vs. Actuals: Summary
January - July, 2025

	Jul 2025			Total			Annual Budget
	Actual	Budget	over Budget	Actual	Budget	over Budget	
Income							
40000 Membership Dues Income	172,145	182,115	(9,970)	1,152,233	1,202,053	(49,820)	2,135,828
41000 Fee Income	4,917	3,675	1,241	28,302	25,728	2,574	44,105
43000 Other Events and Education	(1,237)	1,000	(2,237)	25,700	7,000	18,700	12,000
44000 Building Income	4,318	4,422	(104)	29,873	30,952	(1,079)	53,060
45000 Convention Income							50,000
49000 Other Income	21,402	9,099	12,302	91,405	63,696	27,710	109,192
Total Income	201,545	200,312	1,233	1,327,513	1,329,428	(1,915)	2,404,185
Gross Profit	201,545	200,312	1,233	1,327,513	1,329,428	(1,915)	2,404,185
Expenses							
50000 Personnel Expenses	97,926	100,673	(2,747)	686,317	704,710	(18,393)	1,208,074
51000 Staff Travel	2,485	8,567	(6,082)	39,640	65,217	(25,577)	109,300
52000 Leadership travel	1,865	8,833	(6,968)	62,569	101,583	(39,014)	181,250
527004 NAR Convention				25		25	
53000 Convention							75,000
54000 Meeting Expenses	10,338	5,283	5,054	106,035	110,983	(4,948)	137,400
55000 Bank/Professional Services	17,928	7,882	10,045	102,865	88,539	14,326	161,377
56000 Building/Equipment/Technology Expenses	13,851	13,443	409	86,334	95,241	(8,907)	162,583
57000 Events/Committees	13,447	15,125	(1,678)	96,099	115,875	(19,776)	198,500
58000 Public Relations, Marketing and Contributions	8,342	12,154	(3,813)	95,112	95,079	33	155,850
59000 Other Expenses	2,427	3,197	(770)	27,614	22,382	5,232	38,368
Total Expenses	168,609	175,158	(6,549)	1,302,610	1,399,609	(96,999)	2,427,702
Net Operating Income	32,936	25,154	7,783	24,903	(70,181)	95,084	(23,517)
Other Income							
410004 Unrealized Gain / Loss on Investment	32,164		32,164	77,429		77,429	
415004 Dividend Income*	4,483	3,769	714	31,176	26,383	4,793	45,228
415006 Realized Gains/Losses on Investments				2,346		2,346	
Total Other Income	36,647	3,769	32,878	110,951	26,383	84,568	45,228
Other Expenses							
565000 Depreciation Expense	4,066	4,066		28,464	28,464		48,796
Total Other Expenses	4,066	4,066		28,464	28,464		48,796
Net Other Income	32,581	(297)	32,878	82,487	(2,081)	84,568	(3,568)
Net Income	65,517	24,856	40,661	107,390	(72,263)	179,652	(27,085)

Kentucky Association of Realtors Inc.
Budget vs. Actuals: Detail
 January - July, 2025

	Jul 2025			Total			Annual Budget
	Actual	Budget	over Budget	Actual	Budget	over Budget	
Income							
40000 Membership Dues Income							
400003 KAR Dues Current Year	172,043	181,987	(9,943)	1,151,588	1,201,154	(49,566)	2,134,288
400005 NAR Institute Affiliate Dues	102	128	(26)	645	898	(253)	1,540
Total 40000 Membership Dues Income	172,145	182,115	(9,970)	1,152,233	1,202,053	(49,820)	2,135,828
41000 Fee Income							
400007 Arbitration Fee	250	195	55	750	1,368	(618)	2,345
405002 New Member Fees	4,667	3,480	1,187	27,552	24,360	3,192	41,760
Total 41000 Fee Income	4,917	3,675	1,241	28,302	25,728	2,574	44,105
43000 Other Events and Educator							
402200 CE/PLE Classroom	23		23	15,180		15,180	
413000 Summer Events & Sponsors	(1,260)	1,000	(2,260)	7,685	7,000	685	12,000
414000 February Lunch & Sponsors				2,835		2,835	
Total 43000 Other Events and Educator	(1,237)	1,000	(2,237)	25,700	7,000	18,700	12,000
44000 Building Income							
419802 Lease Income	3,722	3,722		26,052	26,052		44,660
419825 Tenant Utilities	596	700	(104)	3,821	4,900	(1,079)	8,400
Total 44000 Building Income	4,318	4,422	(104)	29,873	30,952	(1,079)	53,060
45000 Convention Income							
406001 Convention-Registrar							30,000
406002 Convention-Sponsorship							20,000
Total 45000 Convention Income							50,000
49000 Other Income							
410000 Interest Income	21,402	3,787	17,615	47,424	26,509	20,915	45,444
415008 Advertising Income				750		750	
415090 Sponsorship Income				31		31	
415150 Leadership KYR		1,250	(1,250)	13,750	8,750	5,000	15,000
419803 Miscellaneous Income		562	(562)	4,450	3,937	514	6,748
419822 KRI		3,500	(3,500)	21,000	24,500	(3,500)	42,000
419823 Communications Consulting				4,000		4,000	
Total 49000 Other Income	21,402	9,099	12,302	91,405	63,696	27,710	109,192
Total Income	201,545	200,312	1,233	1,327,513	1,329,428	(1,915)	2,404,185
Gross Profit	201,545	200,312	1,233	1,327,513	1,329,428	(1,915)	2,404,185
Expenses							
50000 Personnel Expenses							
500000 Salaries and Wages	72,244	72,847	(603)	508,256	509,930	(1,674)	874,166
508200 Professional Fees-Bookkeeping Bruir	7,500	7,500		52,512	52,500	12	90,000
508300 No Boss Bookkeeping	1,200	1,200		8,400	8,400		14,400
Total 500000 Salaries and Wages	80,944	81,547	(603)	569,168	570,830	(1,662)	978,566
502000 Payroll Tax Expense	5,372	6,556	(1,184)	46,255	45,894	362	78,675
506002 Workers Comp. Insurance	99	120	(20)	695	837	(142)	1,435
507000 Insurance-Employees	5,840	5,619	222	35,407	39,330	(3,923)	67,423
507100 CEO Life Insurance	77	81	(4)	537	564	(27)	966
517001 CEO Vehicle Expenses	1,000	1,000		7,000	7,000		12,000
522000 Retirement Plan & Related Administrative Exp	2,068	4,371	(2,303)	14,768	30,596	(15,828)	52,450
531110 Cell Phone-REIMBURSEMENT	750	780	(30)	5,200	5,460	(260)	9,360
533001 Staff Training/Development/Recognitor	1,775	600	1,175	7,287	4,200	3,087	7,200
Total 50000 Personnel Expenses	97,926	100,673	(2,747)	686,317	704,710	(18,393)	1,208,074
51000 Staff Travel							
51100 In-state Staff Travel							
512001 CEO Instate Travel	3	1,500	(1,497)	1,962	10,500	(8,538)	18,000
533100 Staff Travel-INSTATE	15	1,200	(1,185)	4,904	8,400	(3,496)	14,400
Total 51100 In-state Staff Travel	17	2,700	(2,683)	6,866	18,900	(12,034)	32,400
51200 Out-of-state Staff Travel							
512101 CEO Outstate Travel	872	1,500	(628)	17,343	10,500	6,843	18,000
527017 AE meeting meals & AE dinner				4,165	5,250	(1,085)	6,500
533120 Staff Travel-OUT OF STATE	1,208	2,917	(1,709)	9,971	20,417	(10,445)	35,000
Total 51200 Out-of-state Staff Travel	2,080	4,417	(2,336)	31,479	36,167	(4,687)	59,500
51300 Other Staff Travel							
512102 CEO Entertainment	360	500	(140)	1,234	3,500	(2,266)	6,000
512401 Professional Standards Director Trave	28	200	(172)	60	1,400	(1,340)	2,400
512701 Governmental Aff. Trave		750	(750)		5,250	(5,250)	9,000
Total 51300 Other Staff Travel	387	1,450	(1,063)	1,294	10,150	(8,856)	17,400
Total 51000 Staff Travel	2,485	8,567	(6,082)	39,640	65,217	(25,577)	109,300
52000 Leadership travel							
52100 In-state Leadership Travel							
509001 President Instate Trave	538	1,083	(546)	2,666	7,583	(4,917)	13,000
510001 Pres.Elect Instate Trave	617	917	(300)	4,671	6,417	(1,745)	11,000
512300 Treasurer's In-State Travel	175	417	(242)	1,278	2,917	(1,638)	5,000
512302 Treasurer Elect In-State Trave	175	417	(242)	2,232	2,917	(685)	5,000
527012 PP Chair Travel to KYR Meetings		292	(292)	3,547	2,042	1,506	3,500
527019 Imm Past President's Travel KYR/NAF		292	(292)	608	2,042	(1,434)	3,500
Total 52100 In-state Leadership Trave	1,505	3,417	(1,912)	15,003	23,917	(8,914)	41,000
52200 Out-of-state Leadership Travel							
505118 FPC Travel to Washington				6,988	12,000	(5,012)	12,000
509101 President Outstate Travel	8	2,000	(1,992)	6,467	14,000	(7,533)	24,000
510101 Pres.Elect Out/st. Travel		1,250	(1,250)	7,466	8,750	(1,284)	15,000
512301 Treasurer's Out-of-State Travel		750	(750)	5,258	5,250	8	9,000
512303 Treasurer-Elect Travel Out-of-State		750	(750)	5,533	5,250	283	9,000
527011 President-Elect Elect to NAR Conventior							4,000
527025 AE/Board President Elects-NAR L Summi				1,500		1,500	5,000

Kentucky Association of Realtors Inc.
Budget vs. Actuals: Detail
 January - July, 2025

	Jul 2025			Total			Annual Budget
	Actual	Budget	over Budget	Actual	Budget	over Budget	
Total 52200 Out-of-state Leadership Travel	8	4,750	(4,742)	33,212	45,250	(12,038)	78,000
52300 Other Leadership Travel Expenses							
505006 Board of Directors Retreat					12,750	(12,750)	15,750
509111 President Entertainment	352	500	(148)	10,322	3,500	6,822	6,000
512725 Leadership Retreat							7,000
520001 NAR Directors Travel				4,033	15,000	(10,967)	30,000
527014 Region Directors Travel		167	(167)		1,167	(1,167)	2,000
527027 KYR/Local President-Elects Conference							1,500
Total 52300 Other Leadership Travel Expenses	352	667	(314)	14,355	32,417	(18,062)	62,250
Total 52000 Leadership travel	1,865	8,833	(6,968)	62,569	101,583	(39,014)	181,250
527004 NAR Conventior				25		25	
53000 Convention							75,000
550001 Convention-Entertainment							
550002 Convention-Speaker Fees							
Total 53000 Convention							75,000
54000 Meeting Expenses							
505002 Past Presidents Meetings	21	500	(479)	1,007	3,500	(2,493)	6,000
505020 Meeting Expenses In-State	9,451		9,451	92,162	70,000	22,162	70,000
505021 Meeting Expenses Out-of-State	256	2,500	(2,244)	7,392	17,500	(10,108)	30,000
505022 Meetings Prior To Conventior		833	(833)		5,833	(5,833)	10,000
505025 Supplies for In-State Meetings	148	200	(52)	4,962	1,400	3,562	2,400
527006 ROTY Travel to NAR Conventions					4,000	(4,000)	4,000
527013 AE Meetings & Training	454	1,000	(546)	454	7,000	(6,546)	12,000
539005 Other Meeting Expenses	8	250	(242)	58	1,750	(1,692)	3,000
Total 54000 Meeting Expenses	10,338	5,283	5,054	106,035	110,983	(4,948)	137,400
55000 Bank/Professional Services							
508000 Professional Fees-Legal	4,085	4,238	(153)	36,952	29,663	7,288	50,852
508100 Professional Fees- Audit/Tax Returns				29,480	29,000	480	29,000
508500 Professional Fees-Other		229	(229)	8	1,606	(1,598)	2,754
539150 Bank & Credit Card Fees	452	415	37	8,173	7,266	907	42,765
539160 Investment Advisory Fees	12,823	2,435	10,388	25,296	17,045	8,251	29,220
539175 Outside Payroll Service	313	481	(168)	2,638	3,366	(729)	5,771
539700 Prof Standards Hearing/Mileage Expenses	255	85	170	318	592	(274)	1,015
Total 55000 Bank/Professional Services	17,928	7,882	10,045	102,865	88,539	14,326	161,377
56000 Building/Equipment/Technology Expenses							
505123 Website Design/Hosting	412	156	255	7,873	1,095	6,778	1,877
505185 Electronic Collaboration Systems	349	384	(35)	2,474	2,687	(213)	4,605
506001 Building Property Insurance & Bonds	409	1,736	(1,327)	2,726	12,152	(9,426)	20,832
516000 Utilities	2,531	1,297	1,234	11,850	10,219	1,630	16,831
519001 Leased Equipment & Expenses	121	128	(6)	861	893	(32)	1,530
524000 Property Taxes	1,369	1,250	119	9,586	8,750	836	15,000
525001 General Cleaning	524	539	(15)	3,644	3,771	(127)	6,464
525101 Repairs/Maint-Building	239	183	56	1,498	1,278	220	2,191
525102 Repairs/Maint.-Grounds	586	600	(14)	7,969	4,197	3,772	7,195
525103 Elevator Maintenance	171	171		1,181	1,197	(16)	2,052
525108 BLDG Expenses-Old Rosebud	57	1,250	(1,193)	114	8,750	(8,636)	15,000
531100 Telephone	454	702	(248)	3,177	4,912	(1,735)	8,420
535002 Small Office Equipment		72	(72)		506	(506)	868
535004 Printer Copies/Scans	369	379	(10)	1,880	2,651	(770)	4,544
539800 Computer/Maint&Suppl	1,195	2,030	(835)	9,371	14,207	(4,835)	24,354
539830 Computer Software Renewal	2,830	246	2,583	6,286	1,725	4,561	2,957
539835 Computer Software Upgrades	36	24	12	361	170	191	292
539840 Member Data Base Fees	1,699	1,784	(85)	11,893	12,488	(595)	21,407
539850 Website and Internet Access	230	224	6	1,678	1,566	112	2,685
565001 Internet Access	272	290	(18)	1,914	2,029	(115)	3,478
Total 56000 Building/Equipment/Technology Expenses	13,851	13,443	409	86,334	95,241	(8,907)	162,583
57000 Events/Committees							
505017 Pres Circle Recognition				2,436	10,000	(7,564)	10,000
505111 LKYR Alumni Recognitior							1,000
505128 KHC Housing Conference							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)		583	(583)	1,000
527016 Lobbyist Group	10,717	10,500	217	72,663	73,500	(837)	126,000
528000 YPN PROGRAM		208	(208)		1,458	(1,458)	2,500
535005 Awards & Recognitior				1,889		1,889	5,000
539001 KREC Selection Committee		83	(83)		583	(583)	1,000
539008 Allied Industry Collaborator		333	(333)		2,333	(2,333)	4,000
Total 57000 Events/Committees	13,447	15,125	(1,678)	96,099	115,875	(19,776)	198,500
58000 Public Relations, Marketing and Contributions							
505106 AE/RCE Scholarships		238	(238)		1,663	(1,663)	2,850
505108 Leadership KYR & Scholarship	1,721	3,333	(1,612)	26,472	23,333	3,138	40,000
505124 Promote Realtor Image	5,509	5,000	509	39,085	35,000	4,085	60,000
505180 Member Tech Hotline	1,112	2,500	(1,388)	8,132	17,500	(9,368)	30,000
527009 Miscellaneous Sponsorships				10,250		10,250	
530000 KY Realtor Magazine		542	(542)	8,989	3,792	5,197	6,500
539500 Contributions		542	(542)	1,655	3,792	(2,137)	6,500
569020 NAR Sponsorship - Broker Summit in Louisville				530	10,000	(9,470)	10,000
Total 58000 Public Relations, Marketing and Contributions	8,342	12,154	(3,813)	95,112	95,079	33	155,850
59000 Other Expenses							
505700 Other Member Services	82	45	36	448	316	133	541

Kentucky Association of Realtors Inc.
Budget vs. Actuals: Detail
 January - July, 2025

	Jul 2025			Total			Annual Budget
	Actual	Budget	over Budget	Actual	Budget	over Budget	
518000 Memberships & Subscriptions	853	625	228	2,021	4,375	(2,354)	7,500
531000 Office Postage	302	180	122	1,419	1,260	159	2,160
535001 Office Supplies & Services	687	753	(67)	4,270	5,274	(1,004)	9,041
535050 Leadership Directory		208	(208)		1,458	(1,458)	2,500
539100 Other Admin Expense		236	(236)	200	1,649	(1,449)	2,826
569012 Special Projects Expense	504		504	17,506		17,506	
570007 Miscellaneous Leadership Development		900	(900)		6,300	(6,300)	10,800
581000 Arbitration Refunds		250	(250)	1,750	1,750		3,000
Total 59000 Other Expenses	2,427	3,197	(770)	27,614	22,382	5,232	38,368
Total Expenses	168,609	175,158	(6,549)	1,302,610	1,399,609	(96,999)	2,427,702
Net Operating Income	32,936	25,154	7,783	24,903	(70,181)	95,084	(23,517)
Other Income							
410004 Unrealized Gain / Loss on Investment	32,164		32,164	77,429		77,429	
415004 Dividend Income	4,483	3,769	714	31,176	26,383	4,793	45,228
415006 Realized Gains/Losses on Investments				2,346		2,346	
Total Other Income	36,647	3,769	32,878	110,951	26,383	84,568	45,228
Other Expenses							
565000 Depreciation Expense	4,066	4,066		28,464	28,464		48,796
Total Other Expenses	4,066	4,066		28,464	28,464		48,796
Net Other Income	32,581	(297)	32,878	82,487	(2,081)	84,568	(3,568)
Net Income	65,517	24,856	40,661	107,390	(72,263)	179,652	(27,085)

Kentucky Association of Realtors Inc.
Profit and Loss: Summary
January - July, 2025

	Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025	Jul 2025	Total
Income								
40000 Membership Dues Income	150,440	158,951	162,421	168,419	169,485	170,371	172,145	1,152,233
41000 Fee Income	3,700	3,750	1,810	5,375	4,200	4,550	4,917	28,302
43000 Other Events and Education	6,842	3,028		37	7,476	9,554	(1,237)	25,700
44000 Building Income	4,386	4,435	4,380	4,173	4,083	4,098	4,318	29,873
49000 Other Income	40,469	1,016	14,173	2,921	576	10,849	21,402	91,405
Total Income	205,837	171,180	182,784	180,924	185,820	199,422	201,545	1,327,513
Gross Profit	205,837	171,180	182,784	180,924	185,820	199,422	201,545	1,327,513
Expenses								
50000 Personnel Expenses	99,501	96,012	94,426	104,212	97,491	96,750	97,926	686,317
51000 Staff Travel	4,449	4,937	1,918	8,736	3,977	13,138	2,485	39,640
52000 Leadership travel	4,410	3,023	8,145	11,442	2,003	31,681	1,865	62,569
527004 NAR Convention						25		25
54000 Meeting Expenses	564	48,761	9,480	3,997	12,456	20,439	10,338	106,035
55000 Bank/Professional Services	21,403	26,083	10,992	16,445	5,049	4,964	17,928	102,865
56000 Building/Equipment/Technology Expenses	11,416	14,420	12,372	11,376	11,044	11,855	13,851	86,334
57000 Events/Committees	13,288	15,838	13,190	12,986	14,379	12,970	13,447	96,099
58000 Public Relations, Marketing and Contributions	12,212	7,932	38,167	13,126	6,914	8,420	8,342	95,112
59000 Other Expenses	6,721	2,311	6,785	(1,506)	9,627	1,249	2,427	27,614
Total Expenses	173,964	219,316	195,476	180,815	162,941	201,490	168,609	1,302,610
Net Operating Income	31,872	(48,135)	(12,691)	110	22,879	(2,068)	32,936	24,903
Other Income								
410004 Unrealized Gain / Loss on Investment	47,893	(8,875)	(61,747)	(21,692)	44,456	45,231	32,164	77,429
415004 Dividend Income*	2,183	4,088	5,925	4,414	4,295	5,788	4,483	31,176
415006 Realized Gains/Losses on Investments		2,346						2,346
Total Other Income	50,076	(2,442)	(55,822)	(17,278)	48,751	51,019	36,647	110,951
Other Expenses								
565000 Depreciation Expense	4,066	4,066	4,066	4,066	4,066	4,066	4,066	28,464
Total Other Expenses	4,066	4,066	4,066	4,066	4,066	4,066	4,066	28,464
Net Other Income	46,010	(6,508)	(59,888)	(21,345)	44,684	46,952	32,581	82,487
Net Income	77,882	(54,643)	(72,579)	(21,235)	67,563	44,885	65,517	107,390

Kentucky Association of Realtors Inc.
Profit and Loss: Detail
January - July, 2025

	Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025	Jul 2025	Total
Income								
40000 Membership Dues Income								
400003 KAR Dues Current Year	150,399	158,853	162,323	168,317	169,383	170,269	172,043	1,151,588
400005 NAR Institute Affiliate Dues	41	98	98	102	102	102	102	645
Total 40000 Membership Dues Income	150,440	158,951	162,421	168,419	169,485	170,371	172,145	1,152,233
41000 Fee Income								
400007 Arbitration Fee	250				250		250	750
405002 New Member Fees	3,450	3,750	1,810	5,375	3,950	4,550	4,667	27,552
Total 41000 Fee Income	3,700	3,750	1,810	5,375	4,200	4,550	4,917	28,302
43000 Other Events and Education								
402200 CE/PLE Classroom	6,842	193		37	7,286	799	23	15,180
413000 Summer Events & Sponsors					190	8,755	(1,260)	7,685
414000 February Lunch & Sponsors		2,835						2,835
Total 43000 Other Events and Education	6,842	3,028		37	7,476	9,554	(1,237)	25,700
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	664	713	659	451	361	376	596	3,821
Total 44000 Building Income	4,386	4,435	4,380	4,173	4,083	4,098	4,318	29,873
49000 Other Income								
410000 Interest Income	22,474	1,016	887	721	576	349	21,402	47,424
415008 Advertising Income			750					750
415090 Sponsorship Income			31					31
415150 Leadership KYR	13,750							13,750
419803 Miscellaneous Income	245		2,005	2,200				4,450
419822 KRI			10,500			10,500		21,000
419823 Communications Consulting	4,000							4,000
Total 49000 Other Income	40,469	1,016	14,173	2,921	576	10,849	21,402	91,405
Total Income	205,837	171,180	182,784	180,924	185,820	199,422	201,545	1,327,513
Gross Profit	205,837	171,180	182,784	180,924	185,820	199,422	201,545	1,327,513
Expenses								
50000 Personnel Expenses								
500000 Salaries and Wages	72,855	70,670	70,534	76,647	73,682	71,624	72,244	508,256
508200 Professional Fees-Bookkeeping Bruin	7,500	7,500	7,500	7,500	7,512	7,500	7,500	52,512
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	81,555	79,370	79,234	85,347	82,394	80,324	80,944	569,168
502000 Payroll Tax Expense	7,164	6,199	5,860	10,381	5,847	5,432	5,372	46,255
506002 Workers Comp. Insurance	99	99	99	99	99	99	99	695
507000 Insurance-Employees	4,838	4,838	4,846	3,808	5,425	5,810	5,840	35,407
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.	2,375	3,091	2,080	2,010	1,547	1,597	2,068	14,768
531110 Cell Phone-REIMBURSEMENT	750	700	800	700	750	750	750	5,200
533001 Staff Training/Development/Recognition	1,642	637	430	789	353	1,661	1,775	7,287
Total 50000 Personnel Expenses	99,501	96,012	94,426	104,212	97,491	96,750	97,926	686,317
51000 Staff Travel								
51100 In-state Staff Travel								
512001 CEO Instate Travel	367	16	111	968	246	252	3	1,962
533100 Staff Travel-INSTATE		108	6	1,838	398	2,540	15	4,904
Total 51100 In-state Staff Travel	367	124	117	2,806	644	2,792	17	6,866
51200 Out-of-state Staff Travel								
512101 CEO Outstate Travel	2,395	3,174	556	2,220	3,133	4,991	872	17,343
527017 AE meeting meals & AEI dinner		901		3,264				4,165
533120 Staff Travel-OUT OF STATE	1,159	(77)	710	2,112	117	4,742	1,208	9,971
Total 51200 Out-of-state Staff Travel	3,553	3,998	1,266	7,597	3,251	9,734	2,080	31,479
51300 Other Staff Travel								
512102 CEO Entertainment	528	814	503	(1,666)	83	613	360	1,234
512401 Professional Standards Director Travel			33				28	60
Total 51300 Other Staff Travel	528	814	535	(1,666)	83	613	387	1,294
Total 51000 Staff Travel	4,449	4,937	1,918	8,736	3,977	13,138	2,485	39,640
52000 Leadership travel								
52100 In-state Leadership Travel								
509001 President Instate Travel	52			1,087	361	628	538	2,666
510001 Pres.Elect Instate Travel	453	459	138	2,372	632		617	4,671
512300 Treasurer's In-State Travel	445			45	218	396	175	1,278
512302 Treasurer Elect In-State Travel		564	167	525		801	175	2,232
527012 PP Chair Travel to KYR Meetings		317				3,231		3,547
527019 Imm Past President's Travel KYR/NAR	138	317		153				608
Total 52100 In-state Leadership Travel	1,088	1,657	305	4,181	1,211	5,056	1,505	15,003
52200 Out-of-state Leadership Travel								
505118 FPC Travel to Washington						6,988		6,988
509101 President Outstate Travel	905	457	1,537	430	50	3,079	8	6,467
510101 Pres.Elect Out/st. Travel	1,117	417	1,959	108		3,866		7,466
512301 Treasurer's Out-of-State Travel			2,189			3,070		5,258
512303 Treasurer-Elect Travel Out-of-State	841		1,337			3,354		5,533
527025 AE/Board President Elects-NAR L Summit						1,500		1,500
Total 52200 Out-of-state Leadership Travel	2,863	874	7,022	538	50	21,857	8	33,212
52300 Other Leadership Travel Expenses								
509111 President Entertainment	458	492	819	6,723	742	735	352	10,322
520001 NAR Directors Travel						4,033		4,033
Total 52300 Other Leadership Travel Expenses	458	492	819	6,723	742	4,768	352	14,355
Total 52000 Leadership travel	4,410	3,023	8,145	11,442	2,003	31,681	1,865	62,569
527004 NAR Convention						25		25
54000 Meeting Expenses								
505002 Past Presidents Meetings	37	803	37	37	37	37	21	1,007
505020 Meeting Expenses In-State	389	47,176	7,322	3,876	10,899	13,049	9,451	92,162
505021 Meeting Expenses Out-of-State			2,113		246	4,778	256	7,392
505025 Supplies for In-State Meetings	130	774		76	1,267	2,567	148	4,962
527013 AE Meetings & Training							454	454

Kentucky Association of Realtors Inc.
Profit and Loss: Detail
January - July, 2025

	Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025	Jul 2025	Total
539005 Other Meeting Expenses	8	8	8	8	8	8	8	58
Total 54000 Meeting Expenses	564	48,761	9,480	3,997	12,456	20,439	10,338	106,035
55000 Bank/Professional Services								
508000 Professional Fees-Legal	3,500	7,330	9,826	4,220	3,860	4,130	4,085	36,952
508100 Professional Fees- Audit/Tax Returns	980	17,500		11,000				29,480
508500 Professional Fees-Other	8							8
539150 Bank & Credit Card Fees	3,745	963	883	917	677	536	452	8,173
539160 Investment Advisory Fees	12,447				26		12,823	25,296
539175 Outside Payroll Service	723	290	283	308	422	297	313	2,638
539700 Prof Standards Hearing/Mileage Expenses					63		255	318
Total 55000 Bank/Professional Services	21,403	26,083	10,992	16,445	5,049	4,964	17,928	102,865
56000 Building/Equipment/Technology Expenses								
505123 Website Design/Hosting	127	1,174	468	1,880	1,732	2,081	412	7,873
505185 Electronic Collaboration Systems	366	366	349	349	349	349	349	2,474
506001 Building Equipment Insurance & Bonds	386	386	386	386	386	386	409	2,726
516000 Utilities	1,697	2,062	1,798	1,270	1,081	1,410	2,531	11,850
519001 Leased Equipment & Expenses	132	121	121	121	121	121	121	861
524000 Property Taxes	1,369	1,369	1,369	1,369	1,369	1,369	1,369	9,586
525001 General Cleaning	513	513	524	524	524	524	524	3,644
525101 Repairs/Maint-Building	155	400	212		217	275	239	1,498
525102 Repairs/Maint.-Grounds	1,884	1,982	1,758	586	586	586	586	7,969
525103 Elevator Maintenance	163	163	171	171	171	171	171	1,181
525108 BLDG Expenses-Old Rosebud						57	57	114
531100 Telephone	454	454	454	454	454	454	454	3,177
535004 Printer Copies/Scans	144	327	552	84	139	265	369	1,880
539800 Computer/Maint&Suppt	1,389	1,236	1,558	1,427	1,398	1,169	1,195	9,371
539830 Computer Software Renewal	385	1,623	311	511	311	313	2,830	6,286
539835 Computer Software Upgrades	23	42	139	42	42	36	36	361
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	249	230	230	230	193	317	230	1,678
565001 Internet Access	280	272	272	272	272	272	272	1,914
Total 56000 Building/Equipment/Technology Expenses	11,416	14,420	12,372	11,376	11,044	11,855	13,851	86,334
57000 Events/Committees								
505017 Pres Circle Recognition		2,436						2,436
505137 KYR Statewide Statistics	2,730	2,730	2,730	2,730	2,730	2,730	2,730	19,110
527016 Lobbyist Group	10,240	10,240	10,240	10,240	10,746	10,240	10,717	72,663
535005 Awards & Recognition	318	432	220	16	903			1,889
Total 57000 Events/Committees	13,288	15,838	13,190	12,986	14,379	12,970	13,447	96,099
58000 Public Relations, Marketing and Contributions								
505108 Leadership KYR & Scholarship	656	647	21,407	551	67	1,423	1,721	26,472
505124 Promote Realtor Image	5,509	6,033	5,509	5,509	5,509	5,509	5,509	39,085
505180 Member Tech Hotline	1,252	1,252	1,252	1,088	1,088	1,088	1,112	8,132
527009 Miscellaneous Sponsorships			10,000		250			10,250
530000 KY Realtor Magazine	3,540			5,448				8,989
539500 Contributions	1,255					400		1,655
569020 NAR Sponsorship - Broker Summit in Louisville				530				530
Total 58000 Public Relations, Marketing and Contributions	12,212	7,932	38,167	13,126	6,914	8,420	8,342	95,112
59000 Other Expenses								
505700 Other Member Services	41	41	41	82	82	82	82	448
518000 Memberships & Subscriptions	189	189	221	221	174	174	853	2,021
531000 Office Postage	81	447	166	348	55	21	302	1,419
535001 Office Supplies & Services	545	718	741	465	558	556	687	4,270
535050 Leadership Directory	5,448			(5,448)				
539100 Other Admin Expense			200					200
569012 Special Projects Expense	417	417	5,417	2,577	7,758	417	504	17,506
581000 Arbitration Refunds		500		250	1,000			1,750
Total 59000 Other Expenses	6,721	2,311	6,785	(1,506)	9,627	1,249	2,427	27,614
Total Expenses	173,964	219,316	195,476	180,815	162,941	201,490	168,609	1,302,610
Net Operating Income	31,872	(48,135)	(12,691)	110	22,879	(2,068)	32,936	24,903
Other Income								
410004 Unrealized Gain / Loss on Investment	47,893	(8,875)	(61,747)	(21,692)	44,456	45,231	32,164	77,429
415004 Dividend Income*	2,183	4,088	5,925	4,414	4,295	5,788	4,483	31,176
415006 Realized Gains/Losses on Investments		2,346						2,346
Total Other Income	50,076	(2,442)	(55,822)	(17,278)	48,751	51,019	36,647	110,951
Other Expenses								
565000 Depreciation Expense	4,066	4,066	4,066	4,066	4,066	4,066	4,066	28,464
Total Other Expenses	4,066	4,066	4,066	4,066	4,066	4,066	4,066	28,464
Net Other Income	46,010	(6,508)	(59,888)	(21,345)	44,684	46,952	32,581	82,487
Net Income	77,882	(54,643)	(72,579)	(21,235)	67,563	44,885	65,517	107,390

Kentucky Association of Realtors Inc.
Balance Sheet
As of July 31, 2025

	<u>7/31/2025</u>	<u>7/31/2024</u>	<u>Change</u>
ASSETS			
Current Assets			
Bank Accounts			
100003 Operating Account -9871	251,381	111,315	140,066
100003-1 Sweep Account -4870	14,231		14,231
100017 KAR-NAR Cash Account -8201	116,919	52,180	64,739
100020 Morgan Stanley			
100026 MS Operating Reserve		1,267,444	(1,267,444)
100027 Issues/Mob Reserve		900,000	(900,000)
100028 Building Reserve		200,000	(200,000)
100029 Equipment Reserve		65,000	(65,000)
100030 Legal Action Reserve		255,500	(255,500)
100031 Disaster-Relief-KY		15,000	(15,000)
100032 NAR Future Candidate-REG IV		35,000	(35,000)
100033 NAR RVP Travel		20,000	(20,000)
100034 Disaster Relief-KY Realtors		2,500	(2,500)
100035 Morgan Stanley Savings Account		525,459	(525,459)
100036 NAT'L Disaster Fund Reserve		15,000	(15,000)
100037 Special Projects Reserve		100,000	(100,000)
100038 Code Grants Reserve		60,000	(60,000)
Total 100020 Morgan Stanley		3,460,903	(3,460,903)
100040 Charles Schwab 8751	1,779,086		1,779,086
100040.01 Issues/Mob Reserve	900,000		900,000
100040.02 Building Reserve	200,000		200,000
100040.03 Equipment Reserve	65,000		65,000
100040.04 Legal Action Reserve	255,500		255,500
100040.05 Disaster Relief KY Reserve	15,000		15,000
100040.06 NAR Future Candidate Reserve	35,000		35,000
100040.07 NAR RVP Travel Reserve	20,000		20,000
100040.08 Disaster Relief KY Realtors Reserve	2,500		2,500
100040.09 National Disaster Relief Reserve	15,000		15,000
100040.10 Special Projects Reserve	100,000		100,000
100040.11 Code Grants Reserve	60,000		60,000
Total 100040 Charles Schwab 8751	3,447,086		3,447,086
100301 Escrow Account -9898	19,656	119,483	(99,827)
101000 Petty Cash	150	150	
Total Bank Accounts	3,849,423	3,744,032	105,392
Other Current Assets			
108200 A/R RPAC	69,170	57,265	11,906
108250 Intercompany - Real Estate Education Foundation (KRI) -9935	41,710	32,973	8,737
108270 Intercompany - A/R KRRF -6253	18,878	7,137	11,742
108700 Prepaid Travel Expense	24,118	19,832	4,286
108985 Prepaid Expenses	30,650	30,259	391
108986 Prepaid Insurance	9,045	8,946	99
109300 A/R Growthzone	76,382	21,773	54,609
Total Other Current Assets	269,953	178,184	91,769
Total Current Assets	4,119,376	3,922,216	197,161
Fixed Assets			
110000 Office Equipment	32,520	32,520	
110200 Furniture & Equip	22,034	20,569	1,465
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	13,731	8,834	4,897
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	(453,655)	(404,859)	(48,796)
117000 Accumulated Amortization	(37,663)	(37,663)	
Total Fixed Assets	1,219,547	1,261,980	(42,433)
TOTAL ASSETS	5,338,923	5,184,196	154,727
LIABILITIES AND EQUITY			

Kentucky Association of Realtors Inc.
Balance Sheet
As of July 31, 2025

	<u>7/31/2025</u>	<u>7/31/2024</u>	<u>Change</u>
Liabilities			
Current Liabilities			
Accounts Payable			
215000 Accounts Payable	7,353	4,905	2,447
Total Accounts Payable	<u>7,353</u>	<u>4,905</u>	<u>2,447</u>
Credit Cards			
American Express -33005	13,239	4,212	9,026
Total Credit Cards	<u>13,239</u>	<u>4,212</u>	<u>9,026</u>
Other Current Liabilities			
214050 Accrued Expenses	9,586	10,049	(463)
215300 Deferred Income			
215300-4 2024 Dues Income		811,461	(811,461)
215300-5 2025 Dues Income	862,417		862,417
215302-4 2024 Institute Affiliates		572	(572)
215302-5 2025 Institute Affiliates	510		510
215303 Deferred Events	51,800	43,896	7,904
Total 215300 Deferred Income	<u>914,727</u>	<u>855,929</u>	<u>58,798</u>
215553 Previous GZ invoices to be reversed	14,250	14,250	
215900 AE Benevolence Fund	134	251	(117)
215950 P Presidents Benevolence Fund	592	287	305
225000 Security Deposit-Tenant	7,221	7,221	
230000 NAR RPAC Funds	228,209	89,813	138,396
245000 Madison County Dues Funds	23,200	23,200	
246000 Madison Co GRI Funds	29,397	29,397	
Total Other Current Liabilities	<u>1,227,316</u>	<u>1,030,397</u>	<u>196,919</u>
Total Current Liabilities	<u>1,247,907</u>	<u>1,039,514</u>	<u>208,393</u>
Total Liabilities	<u>1,247,907</u>	<u>1,039,514</u>	<u>208,393</u>
Equity			
300001 Members Equity	(1,919,677)	(1,919,677)	
300002 Capital Building Reserve	200,000	200,000	
300003 Capital Equipment Reserve	11,260	65,000	(53,740)
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	1,036,550	1,036,550	
300011 Capital-Nat'l Disaster Relief	15,000	15,000	
300012 Capital-Special Projects	100,000	100,000	
Retained Earnings	3,312,494	3,239,722	72,772
Net Income	107,390	180,087	(72,697)
Total Equity	<u>4,091,016</u>	<u>4,144,682</u>	<u>(53,665)</u>
TOTAL LIABILITIES AND EQUITY	<u>5,338,923</u>	<u>5,184,196</u>	<u>154,727</u>