

PROFIT and LOSS STATEMENT

JTM -
December - 2003

CURRENT MONTH					CURRENT YEAR					
Actual	Plan	Prior Yr	% +/- Plan	% +/- Prior Yr		Actual	Plan	Prior Yr	% +/- Plan	% +/- Prior Yr
150,470	99,912	103,545	51%	45%	REVENUES					
(1,893)	(2,619)	0	-28%		3110 Real Estate Sls Comm	1,777,050	1,524,654	1,250,646	17%	42%
0	35	0	-100%		3130 Referral/Special Fee	(23,065)	(31,428)	(24,799)	-27%	-7%
0	6	0	-100%		3131 Outgoing Referral Fe	2,654	420	315	532%	742%
310	(43)	100	-821%	210%	3132 Broker Price Opinion	0	72	55	-100%	-100%
0	3	0	-100%		3147 Slsprsn Comm Hm Prch	3,738	(516)	812	-824%	360%
0	64	200	-100%	-100%	3150 Sales Adjustments	0	36	25	-100%	-100%
0	3	1,000	-100%	-100%	3171 Lease Comm.	9,541	768	980	1142%	874%
120	0	0			3960 Sundry Income	527	36	2,025	1363%	-74%
4,875	2,862	4,388	70%	11%	3961 Home Warranty Income	300	0	180		67%
0	0	0			3964 Service Fees	60,060	44,720	43,778	34%	37%
153,881	100,223	109,233	54%	41%	3965 Marketing Fee	16,898	0	0		
					GREV TOTAL GROSS REVENUES	1,847,703	1,538,762	1,274,017	20%	45%
					COMM/FEE EXPENSE					
69,012	47,594	51,420	45%	34%	4110 Sales Commissions	813,486	720,337	580,133	13%	40%
9,226	6,013	6,494	53%	42%	4120 Franchise Fee Exp	109,799	92,316	76,304	19%	44%
0	165	0	-100%		4131 Outgoing Referral Fe	1,298	1,980	2,172	-34%	-40%
0	6	0	-100%		4132 Brker Price Opin Com	0	72	55	-100%	-100%
(4,927)	(2,925)	(4,492)	68%	10%	4155 Legal Training Fund	(40,390)	(45,000)	(29,250)	-10%	38%
0	28	200	-100%	-100%	4171 Lease Commissions	4,318	336	543	1185%	695%
73,311	50,881	53,622	44%	37%	COMX TOTAL COMMISSION EXP	888,510	770,041	629,957	15%	41%
80,570	49,342	55,611	63%	45%	GRPR GROSS PROFIT	959,192	768,722	644,060	25%	49%
52.4%	49.2%	50.9%			RETAINED PERCENTAGE	51.9%	50.0%	50.6%		
					OPERATING EXPENSES					
					SALARIES AND WAGES					
7,962	5,000	7,756	59%	3%	5020 Salaries-Managers	90,333	60,000	92,361	51%	-2%
0	10,000	0	-100%		5022 Mgrs Op Override	115,669	120,000	0	-4%	
59,000	0	0			5024 Manager's Bns Other	109,000	0	14,000		679%
2,769	4,500	0	-38%		5025 Assistant Manager	28,846	54,000	0	-47%	
2,490	2,350	2,285	6%	9%	5030 Professional	36,568	28,200	24,092	30%	52%
6,714	2,058	2,116	226%	217%	5050 Non-Exempt	38,445	24,696	25,301	56%	52%
0	20	0	-100%		5055 Overtime	0	240	59	-100%	-100%
0	0	0			5060 Assistants	(180)	0	0		
200	200	0	0%		5065 Incentive Comp	2,600	2,400	1,672	8%	55%
79,135	24,128	12,156	228%	551%	SALX SUB-TOTAL SALARIES/WAGES	421,281	289,536	157,486	46%	168%

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993	1,560	497	-36%	100%	PAYROLL RELATED EXP					
1	0	0			5110 Payroll Tax Expense	14,404	22,282	10,869	-35%	33%
2,687	1,282	1,271	110%	112%	5111 401K Employer Contributions	0	0	0		
3,682	2,842	1,767	30%	108%	5130 Grp Hospital Insur	27,197	15,384	13,315	77%	104%
					PAYX SUB-TOTAL P/R RELATED	41,602	37,666	24,184	10%	72%
					BUSINESS PROMO/ADVER					
234	0	75		213%	5210 Primary Newspaper	234	0	585		-60%
0	200	1,420	-100%	-100%	5219 Internet Advertising	118	2,400	3,379	-95%	-97%
1,171	1,877	2,045	-38%	-43%	5220 Adver - Other Media	21,804	22,524	19,967	-3%	9%
0	0	0			5222 Advertising Tv	0	0	0		
0	920	0	-100%		5224 Ad Fund Contribution	0	11,040	2,694	-100%	-100%
0	160	0	-100%		5230 Adv-Brchrs/Dir Mail	3	1,920	1,397	-100%	-100%
804	200	187	302%	331%	5240 Signs	2,451	2,400	5,063	2%	-52%
0	100	0	-100%		5250 Promotion/Publicity	198	1,200	1,173	-84%	-83%
33	0	0			5281 Meals And Entertain	204	0	0		
0	0	0			5285 Conferences/Mtngs	0	0	0		
17	0	0			5286 Meals & Entertainmnt	342	0	0		
139	83	161	67%	-14%	5290 Awards And Prizes	4,682	996	1,041	370%	350%
2,398	3,540	3,887	-32%	-38%	PROX SUB-TOTAL BUS PROMO/ADV	30,036	42,480	35,299	-29%	-15%
					BUILDING & EQUIP					
0	0	0			5310 Building/Grnd Rental	0	0	1,000		-100%
0	0	0			5350 Furn/Equip Rental	0	0	(275)		-100%
0	0	0			5360 Furniture & Fixture Depr	0	0	0		
54	54	54	0%	0%	5361 Computer Equip Depr	651	648	597	0%	9%
0	0	0			5370 Maint, Repairs, Serv	285	0	0		
54	54	54	0%	0%	BLDX SUB-TOTAL BLDG & EQUIP	936	648	1,322	44%	-29%
					OFFICE OPERATION					
1,683	240	0	601%		5410 Print & Reprod Cost	8,104	2,880	2,243	181%	261%
667	0	549		21%	5420 Dues & Subscriptions	2,175	0	549		296%
153	14	364	1030%	-58%	5425 Multiple List. Serv.	873	194	604	350%	44%
0	100	960	-100%	-100%	5430 Office Supplies	728	1,200	1,681	-39%	-57%
28	0	28		1%	5440 Postage	168	0	64		164%
0	0	0			5442 Delivery Service	0	0	(1)		-100%
81	30	106	170%	-24%	5450 Telephone & Telegraph	837	360	492	133%	70%

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0	29	(14)	-100%	-100%	5453	109	348	309	-69%	-65%
0	0	0			5454	69	0	0		
2,612	413	1,993	533%	31%	OFCX	13,064	4,982	5,941	162%	120%
5,696	0	0				5,696	0	0		
4,005	3,000	8,002	34%	-50%	5510	34,996	36,000	38,185	-3%	-8%
0	0	150	-100%	-100%	5521	10,250	0	150		6733%
0	0	109	-100%	-100%	5530	43	0	109		-61%
196	24	0	716%		5539	2,155	288	0	648%	
1,885	2,217	0	-15%		5541	22,622	26,604	0	-15%	
0	1,000	1,000	-100%	-100%	5550	7,000	12,000	4,045	-42%	73%
4,763	100	0	4663%		5570	9,413	1,200	2,000	684%	371%
0	0	481	-100%	-100%	5571	0	0	3,458	-100%	-100%
0	79	0	-100%		5580	0	948	595	-100%	-100%
0	127	0	-100%		5582	205	1,524	1,109	-87%	-81%
358	0	0			5583	975	0	0		
0	29	256	-100%	-100%	5584	0	348	667	-100%	-100%
0	31	0	-100%		5640	0	372	269	-100%	-100%
5	0	0			5690	215	0	0		
16,909	6,607	9,998	156%	69%	OTHX	93,570	79,284	50,588	18%	85%
0	0	0				0	0	0		
104,789	37,584	29,856	179%	251%	TBFX	600,488	454,596	274,819	32%	119%
(24,220)	11,758	25,755	-306%	-194%	TBFP	358,704	314,126	369,241	14%	-3%
4,526	4,526	2,795	0%	62%		54,306	54,312	33,540	0%	62%
4,526	4,526	2,795	0%	62%	ICSA	54,306	54,312	33,540	0%	62%
109,315	42,110	32,651	160%	235%	TOPX	654,794	508,908	308,359	29%	112%

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(28,745)	7,232	22,960	-497%	-225%	TOPP	304,398	259,814	335,701	17%	-9%
0	0	0			NOPX	0	0	0		
(28,745)	7,232	22,960	-497%	-225%	PRBI	304,398	259,814	335,701	17%	-9%
0	0	0			IMFX	0	0	0		
(28,745)	7,232	22,960	-497%	-225%	PRBT	304,398	259,814	335,701	17%	-9%
-18.7%	7.2%	21.0%				16.5%	16.9%	26.3%		