

UNITED DATA SYSTEMS, INC. - DEMO

DEPARTMENTS--ALL

ALL DEPARTMENTS

O P E R A T I N G S T A T E M E N T

FOR

ELEVEN MONTHS ENDING NOVEMBER 30, 2004

	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV CURR						
REVENUES																			
3110 REAL ESTATE SALES COMMISSION	1362,765	1444,658	1306,450	1528,476	2269,140	2240,184	2569,681	2718,399	2613,921	2508,350	2124,528	1875,311	462,415						
3131 OUTGOING REFERRAL FEES	14,344	7,878	2,263	14,802	24,213	17,246	10,908	29,144	21,170	33,784	13,707	36,053	6,183						
3150 SALES ADJUSTMENTS	114 (322)	0 (28)	(170)	(1,108)	(31)	(71)	(1,658)	(93)	0 (176)	0
3171 REAL ESTATE LEASE COMMISSION	2,877	379	4,380	212	4,932	11,010	7,218	1,245	660	6,465	115	108	0						
3230 REAL ESTATE MANAGEMENT FEES	0	611	226	283	0	0	0	0	0	0	0	0	500						
3940 TRANSACTION FEES	0	0 (	30)	0	0	0	0	0	0	0	0	0	0					
3960 MARKETING FEES	34,125	30,630	31,560	34,315	47,991	49,380	47,475	51,282	47,003	49,605	41,145	37,560	6,780						
TOTAL REVENUES	1414,226	1483,835	1344,850	1578,060	2346,108	2316,712	2635,253	2799,999	2681,096	2598,112	2179,495	1948,856	475,878						
EXPENSES																			
COMMISSION, FEES & COSTS																			
4110 SALES COMMISSIONS	899,519	980,812	895,574	1024,426	1569,318	1522,768	1748,271	1858,351	1754,663	1691,365	1463,553	1268,429	306,015						
4120 FRANCHISE SERVICE FEE	84,011	99,439	79,236	91,756	136,123	135,205	154,877	162,378	156,709	150,676	130,200	113,040	25,320						
4130 INCOMING REFERRAL FEES	43,467	61,779	32,074	66,690	64,988	75,813	132,406	132,073	121,248	135,698	83,613	85,135	35,000						
4131 OUTGOING REFERRAL FEES	13,386	6,454	2,126	8,990	17,794	13,793	9,300	23,003	19,025	22,571	10,491	30,859	5,906						
4171 LEASE COMMISSIONS	2,011	286	2,491	138	4,297	9,664	4,457	672	499	2,076	108	74	0						
4230 REAL ESTATE MANAGEMENT COMMI	0	611	226	283	0	0	0	0	0	0	0	0	500						
TOTAL COMM, FEES & COSTS	1042,396	1149,384	1011,729	1192,284	1792,522	1757,245	2049,313	2176,478	2052,146	2002,388	1687,966	1497,539	(372,742)						
COMPANY DOLLAR	(371,829)	(334,450)	(333,121)	(385,776)	(553,585)	(559,467)	(585,939)	(623,520)	(628,950)	(595,724)	(491,528)	(451,317)	(103,135)						
SALARIES																			
5010 SALARIES OFFICERS	4,166	4,166	4,166	4,166	4,166	4,166	4,166	4,166	4,166	4,166	4,166	4,166	0						
5020 SALARIES - MANAGERS	26,116	27,416	22,500	22,500	22,600	22,600	25,866	25,866	25,866	25,866	25,866	25,866	0						
5022 MANAGER'S OVERRIDE	3,127	14,000	18,833	21,601	23,504	25,527	27,144	39,208	40,411	37,561	35,027	28,417	0						
5025 ASSISTANT MANAGER	7,827	8,327	11,603	10,603	11,241	13,685	9,787	9,786	9,758	10,779	10,791	10,767	0						
5030 PROFESSIONAL	9,000	7,250	8,930	19,390	9,930	14,775	9,930	10,090	9,930	10,930	10,930	10,930	0						
5050 NON-EXEMPT	27,781	34,264	37,436	31,059	35,179	33,506	31,129	34,296	36,711	33,266	35,548	35,243	0						
5055 OVERTIME	680	498	423	230	1,091	904	741	642	591	436	319	448	0						
5060 SALES ASSISTANTS	5,722	1,917	5,199	5,374	6,411	9,167	3,330	10,534	4,356	4,220	3,995	7,192 (	1,738)					
5065 INCENTIVE COMPENSATION	1,637	11,316	525	355	307	466	125	95	135	715	110	266 (	0)					
5090 HOURLY	6,001	8,172	7,713	7,313	8,108	8,271	7,381	9,587	8,983	10,716	9,498	8,891 (	0)					
TOTAL SALARIES	(92,062)	(117,330)	(117,332)	(122,596)	(122,542)	(133,071)	(119,605)	(144,273)	(140,912)	(138,660)	(136,255)	(132,190)	(1,738)						

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	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV CURR
PAYROLL RELATED EXPENSES													
5110 PAYROLL TAX EXPENSE (FIT, ET	4,737	5,174	6,558	15,769	6,128	6,325	4,702	6,629	6,581	7,042	6,452	5,360	(383)
5120 401 K MATCHING FUNDS	777	769	1,389	3,515	1,105	1,397	1,275	738	2,832	1,926	1,537	1,483	(0)
5130 GROUP HOSPITALIZATION & LIFE	5,470	5,652	4,569	5,219	7,295	7,063	6,984	6,705	6,637	6,261	6,584	6,257	(0)
5140 PAYROLL PROCESSING CHG - ESI	8,225	9,111	8,338	17,835	8,770	10,313	10,016	11,640	11,645	13,279	11,428	10,465	(0)
TTL PAYROLL RELATED EXP.	(19,210)	(20,707)	(20,857)	(42,340)	(23,300)	(25,098)	(22,979)	(25,713)	(27,697)	(28,510)	(26,002)	(23,567)	(383)
BUSINESS PROMO & PUBLICI													
5210 ADV - NEWSPAPER (CORPORATE)	0	0	66	1,237	41	0	150	421	56	0	113	225	496
5211 ADV-NEWSPAPER-DISCRETIONARY	5,451	12,443	9,902	2,439	14,258	8,042	9,489	7,735	10,420	13,573	13,209	10,316	9,918
5220 ADV -OTHER MEDIA (CORPORATE)	890	890	0	(34)	0	5,311	4,656	5,062	4,712	4,241	5,031	4,858	896
5221 ADV-OTHER MEDIA-DISCRETION	78	(521)	4,301	(2,481)	512	5,150	1,935	(745)	(1,141)	19,377	(4,881)	22,852	425
5222 ADV--TV, RADIO, INTERNET	1,098	2,931	2,810	2,976	5,051	13,327	1,567	3,721	6,577	4,696	1,626	2,686	750
5224 AD FUND CONTRIBUTION	5,550	14,510	5,427	5,678	5,678	5,678	5,678	5,678	5,678	6,701	7,242	6,701	0
5228 MISCELLANEOUS MARKETING	0	0	1,000	0	0	0	0	0	7,864	0	0	0	0
5229 BUYER'S GUIDE	3,001	36,802	7,382	8,541	9,153	11,929	11,339	10,147	10,134	9,094	9,495	9,983	10,144
5230 ADV BROCHURES & DIRECT MAIL	1,088	2,631	839	1,205	1,954	1,976	2,794	2,932	1,467	2,591	1,275	10,635	(20)
5240 SIGNS	1,372	6,505	(199)	4,034	5,531	2,203	5,243	4,733	2,520	6,083	2,657	(219)	3,345
5250 BUSINESS PROMO & PUBLICITY	5,189	3,744	8,876	25,747	6,548	10,082	4,712	33	476	6,799	3,507	1,560	1,187
5255 E.S.A. REIMBURSEMENT	6,684	6,361	5,942	5,523	7,471	6,728	7,079	6,576	6,039	6,672	6,991	6,498	0
TOTAL BUSINESS PROMOTION	(30,406)	(86,299)	(46,348)	(54,867)	(56,202)	(70,431)	(54,646)	(46,297)	(54,807)	(79,831)	(46,271)	(76,098)	(27,144)
BUILDING & EQUIPMENT													
5310 BUILDING GRND RENTAL	71,251	60,543	69,730	69,966	72,249	64,213	91,853	41,678	82,184	76,362	74,144	68,765	(450)
5315 STORAGE	987	724	445	450	465	417	426	432	481	539	436	458	(0)
5320 BUILDING & LEASEHOLD DEPRECI	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	2,300	(0)
5340 AUTO EXPENSE	0	132	0	734	0	623	0	93	0	0	0	227	(0)
5350 FURNITURE & EQUIPMENT RENTAL	11,884	9,857	13,100	7,663	17,027	7,288	7,911	10,288	9,879	9,201	12,865	10,286	(1,704)
5360 FURNITURE & EQUIPMENT DEPREC	7,350	7,350	7,350	7,350	7,350	7,350	7,350	7,350	7,350	7,350	7,350	7,350	(0)
5370 MAINTENANCE, REPAIRS & SERVI	1,204	9,526	6,824	6,040	8,691	7,721	6,407	8,003	5,746	11,105	8,579	6,059	3,839
5380 REAL & PP TAX, INSURANCE	2,694	555	574	0	0	6,231	531	0	0	776	334	6,999	14
5390 UTILITIES	4,940	9,824	5,230	5,325	5,697	6,204	5,814	27,202	7,302	12,275	11,885	8,733	4,425
TTL BUILDING & EQUIPMENT	(102,612)	(100,813)	(105,556)	(99,831)	(113,782)	(102,349)	(122,595)	(97,348)	(115,243)	(119,911)	(117,896)	(111,178)	(6,124)
OFFICE OPERATING EXPENSE													

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	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV CURR
5410 PRINTING & REPRODUCTION COST	1,295	2,830	534	1,132	892 (400)	1,072	2,580	2,586	2,166 (213)	4,193	2,296
5420 DUES & SUBSCRIPTIONS	2,146	72,516	5,199	151	798	466	218	1,625	612	465	3,035	0	0
5425 MULTIPLE LISTING COST	618 (	64,626)	(1,342)	(60)	2,243	3,648	815	777	2,615	3,325	2	2,318	843
5430 OFFICE SUPPLIES	7,844	7,804	6,338	9,563	9,562	8,687	9,736	12,857	9,592	14,547	9,803	6,565	5,107
5440 POSTAGE	3,162	4,263	2,598	2,812	2,304	3,934	2,894	2,998	852	2,660	1,845 (	740)	56
5442 DELIVERY SERVICE	601	3,325	2,148	944	1,047	2,751	1,092	2,519	1,368	2,818	1,492	787	1,494
5450 TELEPHONE & TELEGRAPH	12,620	27,458	12,992	10,341	11,301	10,404	25,380	21,151	2,444	31,742	10,596	14,714	8,143
5453 TELEPHONE - LONG DISTANCE	1,930	2,914	885	1,704	1,527	1,491	996	5,521	668	1,524	1,270	443	977
TTL OFFICE OPERATING EXP	(30,219)	(56,485)	(29,355)	(26,590)	(29,678)	(30,985)	(42,207)	(50,031)	(20,740)	(59,251)	(27,834)	(28,282)	(18,920)
OTHER OPERATING EXPENSE													
5270 AIR TRAVEL	0	230	0	76	235	0	0	0	0	0	0	0	0
5280 HOTELS & MISC TRAVEL COSTS	0	1,332	24	616	728	109	0	0	0	0	0	3,784	1,202
5281 MEALS & ENTERTAINMENT	0	693	0	0	332	199	2,204	0	538	0	0	20	2,122
5285 MEETINGS & CONFERENCES	280	8,359	954	0	4,691	341	4,937	1,649	4,568	87	8,551	769 (	4,206)
5290 AWARDS & PRIZES	0	794 (	1,450)	8,057	2,367	59	565	596	693	20	201	27	4,206
5510 CHARITABLE CONTRIBUTIONS	902	550	522	180	520	1,120	995	1,775	1,835	1,725	2,655	3,085	0
5520 RECRUITMENT & TRAINING	678	629	2,598	739	867	616	2,976	257	3,158	945	993	1,307	0
5521 RECRUITMENT - MEALS	38	0	0	50	24	0	0	0	125	120	0	0	0
5530 EMPLOYEE RELATIONS	1,303	12,824	818	894	1,255	2,790	1,535	1,674	1,191	1,383	1,038	1,199	724
5531 EMPLOYEE RELATIONS - MEALS	81	116	84	108	388	227	177	24	328	131	32	0	0
5540 INSURANCE - GENERAL	0	0	300	0	0	0	0	0	9,257	0	0	0	0
5550 OTHER TAXES, LICENSES & FEES	1,910	2,063	139	123 (	487)	202	119	322 (	40)	389	860	329	0
5570 OUTSIDE SERVICES	6,350	6,350	6,650	6,350	6,350	6,350	9,475	6,350	6,350	6,350	6,350	6,350	0
5580 COMPUTER RENTAL, SERVICE, SO	179	8,227	275	13,042	6,610	5,412	8,856	11,969	1,221	17,013	6,215	1,103	2,975
5590 OFFICE RELOCATION/REARRANGE	0	0	0	0	0	0	0	0	315	0	0	0	0
5670 LEGAL CONTINGENCIES & SETTLE	0	746	0	0	2,000	0	0	3,731	1,085	0	625 (	250)	0
5680 LEGAL EXPENSES	2,021	432	2,604	1,578 (	1,010)	1,161	84 (	1,215)	91	77	0	3,536	0
5682 E & O INSURANCE PREMIUMS	9,422	9,422	9,422	9,422	9,422	9,422	9,422	9,422	4,902	4,852	4,852	4,852	0
TTL OTHER OPERATING EXP.	(23,167)	(52,773)	(22,942)	(41,240)	(34,297)	(28,014)	(41,348)	(36,557)	(35,622)	(33,096)	(32,374)	(26,116)	(7,024)
TTL OPER EXP BEFORE ALLO	(297,678)	(434,409)	(342,392)	(387,465)	(379,802)	(389,951)	(403,381)	(400,222)	(395,023)	(459,262)	(386,634)	(397,432)	(57,092)
NET OPER PROFIT (LOSS)	74,151 (	99,958)	(9,271)	(1,689)	173,782	169,515	182,558	223,298	233,926	136,461	104,894	53,884	46,042

