

My Inspection Team
Profit & Loss
 January through June 2021

	Jan - Jun 21	Jan - Jun 20	\$ Change	% of Income
Ordinary Income/Expense				
Income				
Inspection Income				
Additional Garage	1,725.00	2,700.00	-975.00	0.4%
Inspection Fee	415,826.00	285,333.42	130,492.58	94.3%
Re-Inspection Fee	3,795.00	0.00	3,795.00	0.9%
Sewer Scope	4,000.00	0.00	4,000.00	0.9%
Thermal Imaging	8,200.00	7,276.00	924.00	1.9%
Walk & Talk	5,875.16	0.00	5,875.16	1.3%
Total Inspection Income	439,421.16	295,309.42	144,111.74	99.7%
Testing Income	1,450.00	1,040.00	410.00	0.3%
Total Income	440,871.16	296,349.42	144,521.74	100.0%
Cost of Goods Sold				
Discounts	6,985.03	900.00	6,085.03	1.6%
Sewer Equipment	17.99	0.00	17.99	0.0%
Merchant Fees	3,580.85	9,314.42	-5,733.57	0.8%
Total COGS	10,583.87	10,214.42	369.45	2.4%
Gross Profit	430,287.29	286,135.00	144,152.29	97.6%
Expense				
Salaries/Benefits				
Salaries				
Officers	52,153.92	49,483.96	2,669.96	11.8%
Services				
Home Inspector	56,010.31	9,479.24	46,531.07	12.7%
General	18,617.14	0.00	18,617.14	4.2%
Commissions	129,514.81	50,040.78	79,474.03	29.4%
Total Services	204,142.26	59,520.02	144,622.24	46.3%
Growth				
Marketing	2,417.76	1,230.00	1,187.76	0.5%
Total Growth	2,417.76	1,230.00	1,187.76	0.5%
Total Salaries	258,713.94	110,233.98	148,479.96	58.7%
Benefits/Processing	30,789.49	17,849.99	12,939.50	7.0%
Contract Labor	1,192.71	26,675.14	-25,482.43	0.3%
Total Salaries/Benefits	290,696.14	154,759.11	135,937.03	65.9%
Lead Generation	5,954.14	5,350.21	603.93	1.4%
Occupancy	0.00	109.00	-109.00	0.0%
Communication/Technology	24,437.75	17,955.11	6,482.64	5.5%
Education/Dues	18,665.67	19,792.48	-1,126.81	4.2%
Automobile	12,457.18	2,138.13	10,319.05	2.8%
Equipment/Furnishings	13,001.27	9,296.97	3,704.30	2.9%
Insurance	6,205.86	5,716.07	489.79	1.4%
Supplies/Office Expense	2,810.54	821.31	1,989.23	0.6%
Professional Services	3,821.36	1,831.38	1,989.98	0.9%
Total Expense	378,049.91	217,769.77	160,280.14	85.8%
Net Ordinary Income	52,237.38	68,365.23	-16,127.85	11.8%
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