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JANUARY 2018 FINANCIALS

**Lori Doerfler, President
K. Michelle Lind, CEO**



ARIZONA ASSOCIATION OF REALTORS®

MONTHLY FINANCIAL PACKAGE

January 2018

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FINANCIAL SUMMARY



MONTHLY FINANCIAL NOTES – January 2018
Income/Expense Summary (Operating Budget vs. Actual)

	<u>2017 Y/T/D Actual</u>	<u>Budget</u>	<u>Variance</u>
Income			
Dues	\$ 7,335,085	\$ 6,499,900	\$ 835,185
Other	\$ 65,958	\$ 87,980	\$ (22,022)
Total Income	\$ 7,401,043	\$ 6,587,880	\$ 813,163
Expenses	\$ 704,206	\$ 941,981	\$ (237,774)
Net Income (Loss)	\$ 6,696,836	\$ 5,645,899	\$ 1,050,937

Year-to-date income exceeds expense by \$6,696,836. This amount compares favorably with projected net income of \$5,645,899 for the reporting period, therefore, we have a positive year-to-date variance of \$1,050,937.

RESERVE FUNDS

Operating Reserve (Bylaw Article IV, Section 1; Policy B.6) - The balance as of January 1, 2018 was \$7,463,456 inclusive of UBS RMA and Private Bank Accounts. The current balance is \$7,464,167. There were no deposits and no withdrawals this period. The Fund has seen a change in value of \$711.

REALTORS® Issues Mobilization Fund (Bylaw Article IV, Section 3; Policy B.6 & RIMC Policies) - The balance as of January 1, 2018 was \$4,918,435 inclusive of the UBS RMA and Private Bank Accounts. The current balance is \$4,917,234. The amount of \$1,400,000 was invested in the UBS Portfolio Management long term account in 2015-2017 (*see balance sheet and below*) and investment performance is reported quarterly. There were no deposits and no withdrawals this period. The UBS RMA and Private Bank Accounts have seen a change in value of (\$1,201).

Capital Reserve (Bylaw Article IV, Section 2; Policy B.6) - The balance as of January 1, 2018 was \$3,284,757 inclusive of the UBS RMA and Private Bank Accounts. The current balance is \$3,266,701. The amount of \$350,000 was invested in the UBS Portfolio Management long term account in 2015 (*see balance sheet and below*) and investment performance is reported quarterly. There were no deposits and \$18,672 in withdrawals this period for executive committee tablets, office furniture and meeting center plaques. The UBS RMA and Private Bank Accounts have seen a change in value of (\$18,055).

Strategic Initiatives Reserve (Bylaw Article IV, Section 4; Policy B.6) - The balance as of January 1, 2018 was \$1,774,533 inclusive of the Credit Union, MidFirst, and UBS RMA Accounts. The current balance is \$1,775,250. The amount of \$250,000 was invested in the UBS Portfolio Management long term account in 2015 (*see balance sheet and below*) and investment performance is reported quarterly. There were no disbursements or deposits this period. The fund has seen a change in value of \$717.

UBS Portfolio Management Long Term Accounts (Policy P.22) - The balance as of January 1, 2018 was \$2,531,174 inclusive of the Strategic Initiatives, Capital Reserve and Issues Mobilization accounts.

PRIMARY COMMITTEE AREAS

Page 25: LEGISLATIVE AND POLITICAL AFFAIRS

Expenses are under budget in some areas and over budget in other areas as follows: 1501 - Government Area Support is under expense as a result of not incurring costs for the legislative committee meetings; 1510 - Legislative Advocacy is under expense as a result of chamber invoices and ATRA invoices being delivered later in the year; 1545 - Local Lobbying Support is under as a result of a reduction in demand of support; 1550 - Legislative Policy Development is under expense as a result of a reduction in the attendance for REALTOR® Day at the Capitol; 1560 - Fundraising Support is over expense due to costs associated with the spring RAPAC auction items, which will be reduced by a RPAC Fundraising Grant from NAR; 1575 - Federal Liaison Support is under budget due to travel for Mid-Year yet to be secured; 1580 - Election Year Activities is on budget; 1585 - Governmental Communication is under budget as we have not needed to reprint RAPAC brochures, and we still have a large quantity available before needing to reorder; 1596 - Political Research is under budget due to minimal research conducted. **Overall the Legislative & Political Affairs Area has a positive net variance of \$149,806 YTD.**

Adjustments/Recommendations: None.

Page 34: RISK MANAGEMENT

Expenses are under budget primarily due to: 1602 - Legal Support contract fees are less than budgeted as it has not yet been necessary for us to spend money on outside legal counsel and subscriptions/references is under budget as County/State Bar Dues were paid in December, not January; 1605 - PS Enforcement income has exceeded projections due to more retained fines than anticipated; 1610 - PS Training catering/hotel and speaker fees are under budget because expenses for the Black Canyon Conference Center and for the February PS Workshop speaker will not be paid until February; 1625 - Risk Management Publications promotion is under budget because it has not yet been necessary for us to send out any ASAP text alerts; 1650 - Forms Development professional/contract fees are under budget as we released only one new form in October for which we have not yet paid to secure a copyright and the new and revised forms released in February did not necessitate a large payment to zipForm. **Overall, the Risk Management Area has a positive net variance of \$31,687 YTD.**

Adjustments/Recommendations: None

Page 43: BUSINESS SERVICES AND TECHNOLOGY

Expenses are **under** budget primarily due to: 1710 - Software Development timing of fees related to contracted programming, and 1780 - Communications timing of video production. **Overall, the Business Services and Technology Area has a positive net variance of \$35,537 YTD.** Adjustments/Recommendations: None.

Page 50: PROFESSIONAL AND BUSINESS DEVELOPMENT

Income is under budget (\$24,969) due primarily to less than budgeted Spring Conference income. Overall expenses are under budget primarily due to 1801 - Professional Development Support copy expenses less than anticipated, contract fees card charges reflect actual expenses to date; 1815 - REALTOR® Institute supplies due to delayed billing, promotion due to Facebook ad timing, and contract fees based on timing of needed online platform and website updates; 1820 - rCRMS contract fees delayed January class revenue shares; 1825 - CRPM contract fees delayed January class revenue shares and supplies due to invoice timing for CRPM table banner; 1840 - Leadership Training/Conference speaker fees reflect actual costs; 1855 - MRES Society supplies and promotion invoice timing; 1860 - Spring Convention speaker expense reflect actual expenses incurred to date for speaker deposits, contract fees over budgeted amount due to timing of expenses; 1870 - Education Outreach transportation over budget due to due to larger than anticipated class size; 1871 - Education Development contract fees unbudgeted expense will be rebated in February; 1872 - Instructor Development catering due to delayed receipt of invoice. **Overall the Professional & Business Development Area has a negative net variance of (\$8,069).** Adjustments/Recommendations: None

Page 63: OPERATIONS AND STRATEGIC INITIATIVES

Income is over budget primarily due to higher than budgeted dues. There were **38,556 fully paid members** for the reporting period. During the same period in 2017 there were **37,950** paid members. This represents a 1.5% increase in paid members for the same period in 2017. (Note: The 2018 budget was prepared anticipating an overall annual paid member increase of 4% from the 2017 budget projection.) **Expenses were under budget overall** primarily due to: 1000 - General Overhead less than budgeted credit card fees; 1901 - Operations Support expenses were slightly less than budgeted; 1903 - Association Relations were slightly less than budgeted; 1905 - National Meetings slightly less than budgeted travel expenses; 1920 - ExCom & Director Support slightly less than budgeted catering and travel expense; 1955 - Public Relations less than budgeted due to timing of expenses; 1990 - Personnel and 6000 - Building expenses are both slightly less than budgeted for this period. **Overall, the Operations & Strategic Initiatives Area has a positive net variance of \$859,495 YTD.** Adjustments/Recommendations: None.

Arizona Association of REALTORS®
Summary Balance Sheet
January 2018

	<u>1/31/2018</u>
ASSETS	
Current Assets	
Checking/Savings	28,907,225.32
Accounts Receivable	7,131.72
Other Current Assets	<u>64,100.15</u>
Total Current Assets	28,978,457.19
Fixed Assets	2,558,074.76
Other Assets	<u>0.00</u>
TOTAL ASSETS	<u><u>31,536,531.95</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	40,250.01
Credit Cards	39,857.43
Other Current Liabilities	<u>45,628.84</u>
Total Current Liabilities	125,736.28
Long Term Liabilities	<u>6,473.25</u>
Total Liabilities	132,209.53
Equity	<u>31,404,322.42</u>
TOTAL LIABILITIES & EQUITY	<u><u>31,536,531.95</u></u>

**Arizona Association of REALTORS®
Grouped Balance Sheet
January 2018**

January 31, 2018

ASSETS

Current Assets

Checking/Savings

AAR General Accounts

Operating Account - MIDFIRST Checking	379,974.07	
AFLAC 125 Claims Reimb. MIDFIRST	9,357.23	
Operating Account - CHASE Checking	12,773.42	402,104.72
AAR UBS RMA Money Market		<u>8,308,565.99</u>
Combined AAR General Accounts		8,710,670.71

Capital Accounts

Capital Purchase - UBS - Private Bank		1,535,390.63
Capital Purchase - UBS Portfolio Mgmt.		474,605.74
Capital Reserve Fund - UBS Checking RMA		<u>1,731,311.23</u>
Combined Capital Accounts		3,741,307.60

Operating Accounts

Operating Reserve - UBS Checking RMA		3,369,443.75
Operating Reserve - UBS - Private Bank		<u>4,094,723.41</u>
Combined Operating Accounts		7,464,167.16

Strategic Initiative

Strategic Initiative - UBS Portfolio Mgmt.		338,833.96
Strategic Initiative - UBS RMA		1,484,835.84
Strategic Init. Savings - NWCUC		201,965.62
Strategic Initiative Checking - MIDFIRST		88,449.45
Combined Strategic Initiative Accounts		2,114,084.87

Issues Mobilization Accounts

Issues Mob - UBS RMA		650,031.12
Issues Mob - Portfolio Management		1,829,640.76
Issues Mob - UBS Private Bank		<u>4,267,203.15</u>
Combined Issues Mob Accounts		6,746,875.03

Arizona Homeownership Alliance - UBS RMA

	<u>100,075.75</u>	100,075.75
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Political Survival Fund

	<u>16,844.53</u>	16,844.53
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Property Management

Cash-AZ Bank & Trust - Preserve Property Management		<u>13,199.67</u>
		13,199.67

Total Checking/Savings		<u>28,907,225.32</u>
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Accounts Receivable

**Arizona Association of REALTORS®
Grouped Balance Sheet
January 2018**

		January 31, 2018
A/R - Trade		7,131.72
A/R - Regonline		23,626.72
Due From PSF Fund to IM		16,840.00
Total Accounts Receivable		40,466.72
Other Current Assets		
Prepaid Expenses and Deposits		128.75
Monthly Prepays		23,504.68
Total Prepaid Expenses and Deposits		23,633.43
Total Other Current Assets		64,100.15
Total Current Assets		28,978,457.19
Fixed Assets		
Property and Equipment		
151 · A/D - Furn & Equipment		-173,899.26
157 · A/D - Computer		-670,006.99
161 · A/D - Leasehold Imprvments		-794,892.13
165 · A/D - Building Osborn		-941,535.36
167 · A/D - Tenant Improvements		-72,903.91
Total Accumulated Depreciation		-2,653,237.65
150 · Furniture & Equipment		221,975.62
156 · Computer		869,257.66
160 · Leasehold Improvements		1,426,242.12
163 · Land - Osborn		617,737.40
164 · Building - Osborn		1,995,153.78
166 · Tenant Improvements		80,945.83
Total Property and Equipment		5,211,312.41
Total Fixed Assets		2,558,074.76
Other Assets		
Loan Cost / Leasing Commissions		
Note Receivable		0.00
Total Other Assets		0.00
TOTAL ASSETS		31,536,531.95

**Arizona Association of REALTORS®
Grouped Balance Sheet
January 2018**

January 31, 2018

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

Accounts Payable

40,250.01

Total Accounts Payable

40,250.01

Credit Cards

MidFirst Business Visa

39,857.43

Total Credit Cards

39,857.43

Other Current Liabilities

Due to NAR

155.00

Sales Tax Payable

0.00

Combined Current Liabilities

155.00

Accrued Salaries & P/R Taxes

12,621.11

Total Accrued Salaries & P/R Taxes

12,621.11

Security Deposits Payable - Osborn

15,668.10

Deferred Dues Income

0.00

Deferred Income - Other

75.00

Stale Dated Checks/Escheat

1,641.81

Arbitration Case Pending

833.08

Current portion of LTD

14,634.74

32,852.73

Total Other Current Liabilities

45,628.84

Total Current Liabilities

125,736.28

Long Term Liabilities

Capital Lease Payable

6,473.25

Total Long Term Liabilities

6,473.25

TOTAL LIABILITIES

132,209.53

Equity

Temporarily restricted

304 · Fund Balance - Issues Mobilization

323,706.00

Total Temporarily restricted

323,706.00

Unrestricted/Designated

302 · Fund Balance - Operating Reserve

6,774,031.00

303 · Fund Balance - Capital

3,178,045.00

305 · Fund Balance - Issues Mobilization

5,911,282.00

307 · Fund Balance - Strategic Initiative

1,962,674.00

308 Fund Balance - AZ Homeownership

100,002.00

Total Unrestricted/Designated

17,926,034.00

3900 · Unrestricted/Undesignated

6,342,739.41

Net Income

6,811,843.01

Total Equity

31,404,322.42

TOTAL LIABILITIES & EQUITY

31,536,531.95

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FINANCIAL DETAILS

Balance Sheet

As of January 31, 2018

02/26/18

Accrual Basis

	Jan 31, 18
ASSETS	
Current Assets	
Checking/Savings	
1000 · Combined Operating Cash Account	
100.3 · Operating Acc. - MidFirst 2997	379,974.07
100.4 · AFLAC 125 Claims - MidFirst	9,357.23
101.3 · Operating Account - CHASE 1442	12,773.42
101.5 · UBS - AAR Main RMA	8,308,565.99
Total 1000 · Combined Operating Cash Account	8,710,670.71
1007 · Portfolio Management - UBS	
1007.1 · Strat Initiative Portfolio Mgmt	338,833.96
1007.2 · Capital Reserve Portfolio Mgmt	474,605.74
1007.3 · Issues Mob. Portfolio Mgmt	1,829,640.76
Total 1007 · Portfolio Management - UBS	2,643,080.46
1008 · Investment Accounts - UBS	
108.1 · Capital Purch UBS Private Bank	1,535,390.63
108.2 · Op. Reserve UBS Private Bank	4,094,723.41
108.3 · Issues Mob UBS Private Bank	4,267,203.15
Total 1008 · Investment Accounts - UBS	9,897,317.19
101.40 · Combined Strategic Initiative	
101.41 · Strategic Init. Savings - NWCUI	201,965.62
101.43 · Strategic Initiative - UBS	1,484,835.84
101.44 · Strategic Init Check - MidFirst	88,449.45
Total 101.40 · Combined Strategic Initiative	1,775,250.91
101.66 · Operating Reserve Net	
102 · Cash in Op Reserve - UBS	3,369,443.75
Total 101.66 · Operating Reserve Net	3,369,443.75
103 · Capital Reserve Checking RMA	1,731,311.23
104 · Issues Mob Accounts - UBS	
104.4 · Issues Mob Fund - UBS RMA	650,031.12
Total 104 · Issues Mob Accounts - UBS	650,031.12
105 · Cash-AZ Bank & Trust/Prop Mgmt	13,199.67
106.. · AZ Homeownership Alliance RMA	100,075.75
111. · PSF	
111 · Political Survival Fund	16,844.53
Total 111. · PSF	16,844.53
Total Checking/Savings	28,907,225.32
Accounts Receivable	
112 · A/R	7,131.72
Total Accounts Receivable	7,131.72
Other Current Assets	
Prepaid Expenses and Deposits	
123 · Monthly Prepays	
123.008 · February Pre-Pays	19,240.18
123.009 · March Pre-Pays	545.00
123.011 · May Pre-Pays	3,719.50
Total 123 · Monthly Prepays	23,504.68
124 · Prepaid Expenses	
124.2 · Prepaid Postage-Pitney Bowes	128.75
Total 124 · Prepaid Expenses	128.75
Total Prepaid Expenses and Deposits	23,633.43
112.110 · A/R Misc.	
113.10 · A/R - Regonline	23,626.72

Balance Sheet

As of January 31, 2018

	Jan 31, 18
113.4 · Due From PSF Fund to IM	16,840.00
Total 112.110 · A/R Misc.	40,466.72
Total Other Current Assets	64,100.15
Total Current Assets	28,978,457.19
Fixed Assets	
Property and Equipment	
Total Accumulated Depreciation	
151 · A/D - Furn & Equipment	-173,899.26
157 · A/D - Computer	-670,006.99
161 · A/D - Leasehold Imprvments	-794,892.13
165 · A/D - Building Osborn	-941,535.36
167 · A/D - Tenant Improvements	-72,903.91
Total Total Accumulated Depreciation	-2,653,237.65
150 · Furniture & Equipment	221,975.62
156 · Computer	869,257.66
160 · Leasehold Improvements	1,426,242.12
163 · Land - Osborn	617,737.40
164 · Building - Osborn	1,995,153.78
166 · Tenant Improvements	80,945.83
Total Property and Equipment	2,558,074.76
Total Fixed Assets	2,558,074.76
TOTAL ASSETS	31,536,531.95
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
200 · Accounts Payable	40,250.01
Total Accounts Payable	40,250.01
Credit Cards	
203.1 · MidFirst Business Credit Card	39,857.43
Total Credit Cards	39,857.43
Other Current Liabilities	
202 · Due to NAR	155.00
214 · Accrued Salaries & P/R Taxes	
2100 · Payroll Liabilities	7,762.95
214 · Accrued Salaries & P/R Taxes - Other	4,858.16
Total 214 · Accrued Salaries & P/R Taxes	12,621.11
215 · Security Deposits Payable - Osb	15,668.10
228 · Deferred Income	
232 · Deferred Income Other	75.00
Total 228 · Deferred Income	75.00
240 · Stale Dated Checks/Escheat	1,641.81
275 · Arbitration Case Pending	833.08
295 · Current portion of LTD	14,634.74
Total Other Current Liabilities	45,628.84
Total Current Liabilities	125,736.28
Long Term Liabilities	
285 · Capital Lease Payable	6,473.25
Total Long Term Liabilities	6,473.25
Total Liabilities	132,209.53
Equity	
Temporarily restricted	

Balance Sheet

As of January 31, 2018

	Jan 31, 18
304 · Fund Bal - Issues Mobilization	323,706.00
Total Temporarily restricted	323,706.00
Unrestricted/Designated	
302 · Fund Bal - Operating Reserve	6,774,031.00
303 · Fund Bal - Capital	3,178,045.00
305 · Fund Bal - Issues Mobilization	5,911,282.00
307 · Fund Bal - Strategic Initiative	1,962,674.00
308 · Fund Bal - AZ Homeownership	100,002.00
Total Unrestricted/Designated	17,926,034.00
3900 · Unrestricted/Undesignated	6,342,739.41
Net Income	6,811,843.01
Total Equity	31,404,322.42
TOTAL LIABILITIES & EQUITY	31,536,531.95

2018 Funds Analysis Operating Reserve

ACCOUNT	Acct. #	Balance Forward	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	NET
AAR Operating Reserve - RMA	UX663383	\$ 3,367,047.80													\$ 3,367,047.80
Dividend and Interest Income (including accrued)			\$2,395.94												\$2,395.94
Deposits															\$0.00
Withdrawals															\$0.00
Change in Market Value			\$0.01												\$0.01
Total															<u>\$ 3,369,443.75</u>
AAR - Operating Reserve - Private Bank	Portfolio 705809	\$4,096,408.95													\$4,096,408.95
Interest/Dividends			\$17,505.04												\$17,505.04
Deposits															\$0.00
Withdrawals															\$0.00
Prior Period Accruals			(\$26,202.00)												(\$26,202.00)
Current Period Accruals			\$21,459.27												\$21,459.27
Investment Appreciation/Depreciation			(\$10,352.70)												(\$10,352.70)
Fees			(\$4,095.15)												(\$4,095.15)
TOTAL															<u><u>\$7,463,456.75</u></u>

2018 Funds Analysis Issues Mobilization

ACCOUNT	Acct. #	Balance Forward	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	NET
Realtors Issues Mob. - RMA	UX68861	\$ 649,528.21		\$502.91											\$ 649,528.21
Dividend and Interest Income (including accrued)															\$502.91
Deposits															\$0.00
Withdrawals															\$0.00
Change in Market Value															\$0.00
Fees															\$0.00
Total															\$0.00
															<u>\$ 650,031.12</u>
AAR - Issues Mob - Private Bank	382618	\$4,268,906.89		\$20,472.97											\$4,268,906.89
Interest/Dividends															\$20,472.97
Deposits															\$0.00
Withdrawals															\$0.00
Prior Period Accruals															(\$28,004.00)
Current Period Accruals															\$20,751.74
Investment Appreciation/Depreciation															(\$10,656.79)
Fees															(\$4,267.66)
Total															<u>\$4,267,203.15</u>
															<u>\$ 4,917,234.27</u>

2018 Funds Analysis Capital Reserve

ACCOUNT	Acct. #	Balance Forward	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	NET
Capital Purchase - RMA	UX68672	<u>\$ 1,748,758.38</u>													\$ 1,748,758.38
Dividend and Interest Income (including accruals)			\$ 1,225.16												\$ 1,225.16
Deposits															\$ 0.00
Withdrawals			(\$ 18,672.31)												(\$ 18,672.31)
Change in Market Value															\$ 0.00
Fees															\$ 0.00
Total															<u>\$ 1,731,311.23</u>
AAR Capital Reserve - Private Bank	Portfolio 382582	<u>\$ 1,535,998.71</u>													\$ 1,535,998.71
Net Contributions															\$ 0.00
Interest/Dividends			\$ 6,538.38												\$ 6,538.38
Prior Period Accruals			(\$ 9,800.00)												(\$ 9,800.00)
Current Period Accruals			\$ 8,002.73												\$ 8,002.73
Investment Appreciation/Depreciation			(\$ 3,813.68)												(\$ 3,813.68)
Fees			(\$ 1,535.51)												(\$ 1,535.51)
TOTAL		<u>\$ 3,284,757.09</u>													<u>\$ 3,266,701.86</u>

2018 Funds Analysis Strategic Initiative

ACCOUNT	Acct. #	Balance Forward	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	NET
AAR Strategic Initiative MIDFIRST Checking	xx-3020	\$ 88,449.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$ 88,449.45
Deposits															\$0.00
Withdrawals															\$0.00
Transfers															\$0.00
Total															<u>\$ 88,449.45</u>
Strategic Initiative - NWCU	5679	\$ 201,922.74	\$42.88												\$ 201,922.74
Dividend and Interest Income (including accrued)															\$42.88
Deposits															\$0.00
Withdrawals															\$0.00
Transfers															\$0.00
Total															<u>\$ 201,965.62</u>
Strategic Initiative - UBS	UX27692	\$ 1,484,161.24	\$674.59												\$ 1,484,161.24
Dividend and Interest Income (including accrued)															\$674.59
Deposits															0.00
Withdrawals															0.00
Change in Market Value															0.01
Fees															0.00
Total															<u>\$ 1,484,835.84</u>
TOTAL		<u>\$ 1,774,533.43</u>													<u>\$ 1,775,250.91</u>

2018 Funds Analysis AAR and RAPAC

ACCOUNT	Acct. #	Balance Forward	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	NET
AAR General Checking - CHASE															
	xx-1442	\$ 12,795.66													\$ 12,795.66
	Deposits														\$0.00
	Withdrawals														(\$22.24)
	Transfers														\$0.00
Total															<u>\$ 12,773.42</u>
AAR General Checking - MIDFIRST															
	xx-2997	\$ 222,123.44													\$ 222,123.44
	Deposits		\$4,405,673.07												\$4,405,673.07
	Withdrawals		(\$587,822.44)												(\$587,822.44)
	Transfers		(\$3,660,000.00)												(\$3,660,000.00)
Total															<u>\$ 379,974.07</u>
AAR Main RMA															
	UX66361	\$ 4,646,398.39													\$ 4,646,398.39
Dividend and Interest Income (including accrued)			\$2,167.59												\$2,167.59
Transfers			\$3,660,000.00												\$3,660,000.00
Withdrawals															\$0.00
Change in Market Value			\$0.01												\$0.01
Total															<u>\$ 8,308,565.99</u>
RAPAC - RMA															
	UX68862	\$ 263,240.71													\$ 263,240.71
Dividend and Interest Income (including accrued)			\$356.99												\$356.99
Deposits															\$0.00
Transfers															\$0.00
Withdrawals															\$0.00
Change in Market Value															\$0.00
Total															<u>\$ 263,597.70</u>
TOTAL															<u><u>\$ 8,964,911.18</u></u>

Arizona Association of REALTORS®

Operating Budget vs. Actual

January 2018

	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	2,167.59	2,000.00	167.59	108.4%
415 · Rental Income	11,297.37	11,325.00	-27.63	99.8%
417 · Gain on Investments	0.01			
430 · Dues Income	7,335,085.00	6,499,900.00	835,185.00	112.8%
433 · Forms Licensing	2,000.00	2,000.00	0.00	100.0%
435 · Law Book	1,032.56	300.00	732.56	344.2%
440 · Other Program Income	900.00			
440.10 · Ethics Citation Fee	250.00	100.00	150.00	250.0%
440.11 · Registration Fees	0.00	900.00	-900.00	0.0%
440.3 · Arbitration Deposits Retained	500.00	290.00	210.00	172.4%
440.4 · Appeal Fees Retained	0.00	85.00	-85.00	0.0%
440.5 · Ethics Admin Fees	600.00	350.00	250.00	171.4%
440.6 · Retained Fine	2,300.00	750.00	1,550.00	306.7%
461 · Education Development	25.08	0.00	25.08	100.0%
462 · Education Outreach	5,655.00	2,175.00	3,480.00	260.0%
463 · Instructor Development	1,617.00	585.00	1,032.00	276.4%
464 · Leadership Training	495.00	0.00	495.00	100.0%
465 · MRE Society	350.00	250.00	100.00	140.0%
467 · REALTOR Institute	1,891.00	675.00	1,216.00	280.1%
468 · rCRMS	4,384.00	2,655.00	1,729.00	165.1%
469 · Spring Convention	25,141.70	58,050.00	-32,908.30	43.3%
472 · CRPM	5,352.00	5,490.00	-138.00	97.5%
Total Income	7,401,043.31	6,587,880.00	813,163.31	112.3%
Gross Profit	7,401,043.31	6,587,880.00	813,163.31	112.3%
Expense				
500 · Salaries/Benefits	224,971.46	227,000.00	-2,028.54	99.1%
540 · Staff Development	941.00	3,500.00	-2,559.00	26.9%
551 · Auto Expense Reimbursement	105.51	125.00	-19.49	84.4%
605 · Awards/Gifts	2,808.86	14,120.00	-11,311.14	19.9%
620 · Building Expense	23,860.58	25,000.00	-1,139.42	95.4%
630 · Catering/Hotel	83,645.14	102,854.00	-19,208.86	81.3%
631 · Computer Service and Expense	2,276.55	3,000.00	-723.45	75.9%
632 · Copying	605.50	1,800.00	-1,194.50	33.6%
639 · Dues & Commitments.	10,650.92	23,115.00	-12,464.08	46.1%
640 · Equipment Maintenance/Rental	1,531.78	2,000.00	-468.22	76.6%
690 · Credit Card & EFT Fees/Misc.	89,243.12	105,000.00	-15,756.88	85.0%
770 · Supplies	4,346.47	7,215.00	-2,868.53	60.2%
780 · Postage	450.97	550.00	-99.03	82.0%
781 · Printing	352.46	6,458.33	-6,105.87	5.5%
786 · Promotion	8,043.74	10,163.34	-2,119.60	79.1%
787 · Speaker Fees	19,415.25	27,275.00	-7,859.75	71.2%
788 · Staff Expense	3,618.52	10,816.49	-7,197.97	33.5%
790 · Subscriptions and Reference	3,342.35	6,592.12	-3,249.77	50.7%
810 · Contract Fees	211,606.04	350,701.72	-139,095.68	60.3%
850 · Telephone	3,513.88	4,000.00	-486.12	87.8%
855 · Transportation	156.74	60.00	96.74	261.2%
867 · Travel	8,720.00	10,635.00	-1,915.00	82.0%
Total Expense	704,206.84	941,981.00	-237,774.16	74.8%
Net Ordinary Income	6,696,836.47	5,645,899.00	1,050,937.47	118.6%
Net Income	6,696,836.47	5,645,899.00	1,050,937.47	118.6%

Arizona Association of REALTORS®
All Funds Budget vs. Actual
January 2018

	<u>Jan 18</u>
Ordinary Income/Expense	
Income	
410 · Interest Income	10,586.68
415 · Rental Income	11,297.37
417 · Gain on Investments	116,750.24
430 · Dues Income	7,335,085.00
433 · Forms Licensing	2,000.00
435 · Law Book	1,032.56
440 · Other Program Income	900.00
440.10 · Ethics Citation Fee	250.00
440.11 · Registration Fees	0.00
440.3 · Arbitration Deposits Retained	500.00
440.4 · Appeal Fees Retained	0.00
440.5 · Ethics Admin Fees	600.00
440.6 · Retained Fine	2,300.00
461 · Education Development	25.08
462 · Education Outreach	5,655.00
463 · Instructor Development	1,617.00
464 · Leadership Training	495.00
465 · MRE Society	350.00
466 · Member Communications	0.00
467 · REALTOR Institute	1,891.00
468 · rCRMS	4,384.00
469 · Spring Convention	25,141.70
472 · CRPM	5,352.00
491 · IM Contributions	16,840.00
Total Income	<u>7,543,052.63</u>
Gross Profit	7,543,052.63
Expense	
500 · Salaries/Benefits	224,971.46
540 · Staff Development	941.00
551 · Auto Expense Reimbursement	105.51
605 · Awards/Gifts	2,808.86
620 · Building Expense	23,860.58
630 · Catering/Hotel	83,645.14
631 · Computer Service and Expense	6,393.00
632 · Copying	605.50
633 · Furniture/Equipment Expense	298.79
639 · Dues & Commitments.	10,650.92
640 · Equipment Maintenance/Rental	1,531.78
690 · Credit Card & EFT Fees/Misc.	89,243.12
693 · Investment Banking Fees	12,394.82
770 · Supplies	4,464.96
780 · Postage	450.97

Arizona Association of REALTORS®
All Funds Budget vs. Actual
January 2018

	<u>Jan 18</u>
781 · Printing	352.46
786 · Promotion	8,043.74
787 · Speaker Fees	19,415.25
788 · Staff Expense	3,618.52
790 · Subscriptions and Reference	3,408.48
810 · Contract Fees	221,614.14
850 · Telephone	3,513.88
855 · Transportation	156.74
867 · Travel	8,720.00
Total Expense	<u>731,209.62</u>
Net Ordinary Income	<u>6,811,843.01</u>
Net Income	<u><u>6,811,843.01</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	Total 1500 Legislative & Pol. Affairs			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	2,616.66	13,770.00	-11,153.34	19.0%
630 · Catering/Hotel	77,578.42	80,315.00	-2,736.58	96.6%
639 · Dues & Commitments.	10,250.00	22,315.00	-12,065.00	45.9%
781 · Printing	61.69	6,000.00	-5,938.31	1.0%
786 · Promotion	5,339.79	4,563.34	776.45	117.0%
787 · Speaker Fees	2,600.00	0.00	2,600.00	100.0%
788 · Staff Expense	994.38	6,879.49	-5,885.11	14.5%
790 · Subscriptions and Reference	722.89	1,127.12	-404.23	64.1%
810 · Contract Fees	10,633.00	125,633.33	-115,000.33	8.5%
Total Expense	110,796.83	260,603.28	-149,806.45	42.5%
Net Ordinary Income	-110,796.83	-260,603.28	149,806.45	42.5%
Net Income	-110,796.83	-260,603.28	149,806.45	42.5%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1501 Government Area Support (1500 Legislative & Pol. Affairs)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
630 · Catering/Hotel	0.00	315.00	-315.00	0.0%
639 · Dues & Commitments.	0.00			
781 · Printing	61.69	2,000.00	-1,938.31	3.1%
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
788 · Staff Expense	994.38	1,069.49	-75.11	93.0%
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00			
Total Expense	<u>1,056.07</u>	<u>3,384.49</u>	<u>-2,328.42</u>	<u>31.2%</u>
Net Ordinary Income	<u>-1,056.07</u>	<u>-3,384.49</u>	<u>2,328.42</u>	<u>31.2%</u>
Net Income	<u><u>-1,056.07</u></u>	<u><u>-3,384.49</u></u>	<u><u>2,328.42</u></u>	<u><u>31.2%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1510 Legislative Advocacy (1500 Legislative & Pol. Affairs)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
630 · Catering/Hotel	0.00			
639 · Dues & Commitments.	250.00	12,065.00	-11,815.00	2.1%
781 · Printing	0.00			
786 · Promotion	348.19	1,043.34	-695.15	33.4%
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00	1,160.00	-1,160.00	0.0%
790 · Subscriptions and Reference	722.89	1,127.12	-404.23	64.1%
810 · Contract Fees	10,633.00	14,733.33	-4,100.33	72.2%
Total Expense	<u>11,954.08</u>	<u>30,128.79</u>	<u>-18,174.71</u>	<u>39.7%</u>
Net Ordinary Income	<u>-11,954.08</u>	<u>-30,128.79</u>	<u>18,174.71</u>	<u>39.7%</u>
Net Income	<u><u>-11,954.08</u></u>	<u><u>-30,128.79</u></u>	<u><u>18,174.71</u></u>	<u><u>39.7%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1545 Local Lobbying Support (1500 Legislative & Pol. Affairs)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
630 · Catering/Hotel	0.00			
639 · Dues & Commitments.	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00	250.00	-250.00	0.0%
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00			
Total Expense	0.00	250.00	-250.00	0.0%
Net Ordinary Income	0.00	-250.00	250.00	0.0%
Net Income	0.00	-250.00	250.00	0.0%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January 2018

	1550 Legislative Policy Dev. (1500 Legislative & Pol. Affairs)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
630 · Catering/Hotel	75,762.25	80,000.00	-4,237.75	94.7%
639 · Dues & Commitments.	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	2,600.00	0.00	2,600.00	100.0%
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00			
Total Expense	<u>78,362.25</u>	<u>80,000.00</u>	<u>-1,637.75</u>	<u>98.0%</u>
Net Ordinary Income	<u>-78,362.25</u>	<u>-80,000.00</u>	<u>1,637.75</u>	<u>98.0%</u>
Net Income	<u><u>-78,362.25</u></u>	<u><u>-80,000.00</u></u>	<u><u>1,637.75</u></u>	<u><u>98.0%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January 2018

	1560 Fundraising Support (1500 Legislative & Pol. Affairs)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	2,616.66	13,770.00	-11,153.34	19.0%
630 · Catering/Hotel	1,816.17	0.00	1,816.17	100.0%
639 · Dues & Commitments.	10,000.00	10,250.00	-250.00	97.6%
781 · Printing	0.00			
786 · Promotion	4,991.60	1,020.00	3,971.60	489.4%
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00	104,100.00	-104,100.00	0.0%
Total Expense	<u>19,424.43</u>	<u>129,140.00</u>	<u>-109,715.57</u>	<u>15.0%</u>
Net Ordinary Income	<u>-19,424.43</u>	<u>-129,140.00</u>	<u>109,715.57</u>	<u>15.0%</u>
Net Income	<u><u>-19,424.43</u></u>	<u><u>-129,140.00</u></u>	<u><u>109,715.57</u></u>	<u><u>15.0%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1575 Federal Liaison Support (1500 Legislative & Pol. Affairs)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
630 · Catering/Hotel	0.00			
639 · Dues & Commitments.	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00	4,400.00	-4,400.00	0.0%
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00			
Total Expense	0.00	4,400.00	-4,400.00	0.0%
Net Ordinary Income	0.00	-4,400.00	4,400.00	0.0%
Net Income	0.00	-4,400.00	4,400.00	0.0%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1580 - Election Year Activities (1500 Legislative & Pol. Affairs)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
630 · Catering/Hotel	0.00			
639 · Dues & Commitments.	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00	0.00	0.00	0.0%
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00			
Total Expense	0.00	0.00	0.00	0.0%
Net Ordinary Income	0.00	0.00	0.00	0.0%
Net Income	0.00	0.00	0.00	0.0%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1585 Governmental Communication (1500 Legislative & Pol. Affairs)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
630 · Catering/Hotel	0.00			
639 · Dues & Commitments.	0.00			
781 · Printing	0.00	4,000.00	-4,000.00	0.0%
786 · Promotion	0.00	2,500.00	-2,500.00	0.0%
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00	1,800.00	-1,800.00	0.0%
Total Expense	0.00	8,300.00	-8,300.00	0.0%
Net Ordinary Income	0.00	-8,300.00	8,300.00	0.0%
Net Income	0.00	-8,300.00	8,300.00	0.0%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1596 Political Research (1500 Legislative & Pol. Affairs)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
630 · Catering/Hotel	0.00			
639 · Dues & Commitments.	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00	5,000.00	-5,000.00	0.0%
Total Expense	0.00	5,000.00	-5,000.00	0.0%
Net Ordinary Income	0.00	-5,000.00	5,000.00	0.0%
Net Income	0.00	-5,000.00	5,000.00	0.0%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	Total 1600 Risk Management			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	900.00			
440.10 · Ethics Citation Fee	250.00	100.00	150.00	250.0%
440.11 · Registration Fees	0.00	900.00	-900.00	0.0%
440.3 · Arbitration Deposits Retained	500.00	290.00	210.00	172.4%
440.4 · Appeal Fees Retained	0.00	85.00	-85.00	0.0%
440.5 · Ethics Admin Fees	600.00	350.00	250.00	171.4%
440.6 · Retained Fine	2,300.00	750.00	1,550.00	306.7%
Total Income	<u>4,550.00</u>	<u>2,475.00</u>	<u>2,075.00</u>	<u>183.8%</u>
Gross Profit	4,550.00	2,475.00	2,075.00	183.8%
Expense				
605 · Awards/Gifts	0.00	100.00	-100.00	0.0%
630 · Catering/Hotel	489.08	15,159.00	-14,669.92	3.2%
632 · Copying	0.00	700.00	-700.00	0.0%
770 · Supplies	10.00	1,250.00	-1,240.00	0.8%
781 · Printing	0.00	100.00	-100.00	0.0%
786 · Promotion	0.00	2,500.00	-2,500.00	0.0%
787 · Speaker Fees	0.00	2,000.00	-2,000.00	0.0%
788 · Staff Expense	1,541.00	2,100.00	-559.00	73.4%
790 · Subscriptions and Reference	2,619.46	5,265.00	-2,645.54	49.8%
810 · Contract Fees	15,104.06	19,875.00	-4,770.94	76.0%
867 · Travel	307.71	635.00	-327.29	48.5%
Total Expense	<u>20,071.31</u>	<u>49,684.00</u>	<u>-29,612.69</u>	<u>40.4%</u>
Net Ordinary Income	<u>-15,521.31</u>	<u>-47,209.00</u>	<u>31,687.69</u>	<u>32.9%</u>
Net Income	<u><u>-15,521.31</u></u>	<u><u>-47,209.00</u></u>	<u><u>31,687.69</u></u>	<u><u>32.9%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1601 Risk Management Support (1600 Risk Management)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00			
440.11 · Registration Fees	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
630 · Catering/Hotel	360.29	350.00	10.29	102.9%
632 · Copying	0.00			
770 · Supplies	10.00	750.00	-740.00	1.3%
781 · Printing	0.00			
786 · Promotion	0.00	250.00	-250.00	0.0%
787 · Speaker Fees	0.00			
788 · Staff Expense	1,424.98	1,600.00	-175.02	89.1%
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00			
867 · Travel	0.00			
Total Expense	<u>1,795.27</u>	<u>2,950.00</u>	<u>-1,154.73</u>	<u>60.9%</u>
Net Ordinary Income	<u>-1,795.27</u>	<u>-2,950.00</u>	<u>1,154.73</u>	<u>60.9%</u>
Net Income	<u><u>-1,795.27</u></u>	<u><u>-2,950.00</u></u>	<u><u>1,154.73</u></u>	<u><u>60.9%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1602 Legal Support (1600 Risk Management)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00			
440.11 · Registration Fees	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
630 · Catering/Hotel	0.00			
632 · Copying	0.00			
770 · Supplies	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	375.98	1,600.00	-1,224.02	23.5%
810 · Contract Fees	0.00	2,500.00	-2,500.00	0.0%
867 · Travel	0.00	0.00	0.00	0.0%
Total Expense	375.98	4,100.00	-3,724.02	9.2%
Net Ordinary Income	-375.98	-4,100.00	3,724.02	9.2%
Net Income	-375.98	-4,100.00	3,724.02	9.2%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1605 PS Enforcement (1600 Risk Management)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	250.00	100.00	150.00	250.0%
440.11 · Registration Fees	0.00			
440.3 · Arbitration Deposits Retained	500.00	290.00	210.00	172.4%
440.4 · Appeal Fees Retained	0.00	85.00	-85.00	0.0%
440.5 · Ethics Admin Fees	600.00	350.00	250.00	171.4%
440.6 · Retained Fine	2,300.00	750.00	1,550.00	306.7%
Total Income	<u>3,650.00</u>	<u>1,575.00</u>	<u>2,075.00</u>	<u>231.7%</u>
Gross Profit	3,650.00	1,575.00	2,075.00	231.7%
Expense				
605 · Awards/Gifts	0.00	100.00	-100.00	0.0%
630 · Catering/Hotel	128.79	154.00	-25.21	83.6%
632 · Copying	0.00	700.00	-700.00	0.0%
770 · Supplies	0.00	250.00	-250.00	0.0%
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
788 · Staff Expense	116.02	500.00	-383.98	23.2%
790 · Subscriptions and Reference	2,243.48	2,440.00	-196.52	91.9%
810 · Contract Fees	300.00			
867 · Travel	307.71	385.00	-77.29	79.9%
Total Expense	<u>3,096.00</u>	<u>4,529.00</u>	<u>-1,433.00</u>	<u>68.4%</u>
Net Ordinary Income	<u>554.00</u>	<u>-2,954.00</u>	<u>3,508.00</u>	<u>-18.8%</u>
Net Income	<u>554.00</u>	<u>-2,954.00</u>	<u>3,508.00</u>	<u>-18.8%</u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January 2018

	1610 PS Training (1600 Risk Management)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	900.00			
440.10 · Ethics Citation Fee	0.00			
440.11 · Registration Fees	0.00	900.00	-900.00	0.0%
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	<u>900.00</u>	<u>900.00</u>	<u>0.00</u>	<u>100.0%</u>
Gross Profit	900.00	900.00	0.00	100.0%
Expense				
605 · Awards/Gifts	0.00			
630 · Catering/Hotel	0.00	14,550.00	-14,550.00	0.0%
632 · Copying	0.00			
770 · Supplies	0.00	250.00	-250.00	0.0%
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00	2,000.00	-2,000.00	0.0%
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00	1,225.00	-1,225.00	0.0%
810 · Contract Fees	0.00	0.00	0.00	0.0%
867 · Travel	0.00			
Total Expense	<u>0.00</u>	<u>18,025.00</u>	<u>-18,025.00</u>	<u>0.0%</u>
Net Ordinary Income	<u>900.00</u>	<u>-17,125.00</u>	<u>18,025.00</u>	<u>-5.3%</u>
Net Income	<u>900.00</u>	<u>-17,125.00</u>	<u>18,025.00</u>	<u>-5.3%</u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1615 Alt. Dispute Resolution (1600 Risk Management)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00			
440.11 · Registration Fees	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
630 · Catering/Hotel	0.00	0.00	0.00	0.0%
632 · Copying	0.00			
770 · Supplies	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00	0.00	0.00	0.0%
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00	0.00	0.00	0.0%
867 · Travel	0.00	250.00	-250.00	0.0%
Total Expense	<u>0.00</u>	<u>250.00</u>	<u>-250.00</u>	<u>0.0%</u>
Net Ordinary Income	<u>0.00</u>	<u>-250.00</u>	<u>250.00</u>	<u>0.0%</u>
Net Income	<u>0.00</u>	<u>-250.00</u>	<u>250.00</u>	<u>0.0%</u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January 2018

	1625 Risk Management Publicatns (1600 Risk Management)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00			
440.11 · Registration Fees	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
630 · Catering/Hotel	0.00			
632 · Copying	0.00			
770 · Supplies	0.00			
781 · Printing	0.00			
786 · Promotion	0.00	2,250.00	-2,250.00	0.0%
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00			
867 · Travel	0.00			
Total Expense	0.00	2,250.00	-2,250.00	0.0%
Net Ordinary Income	0.00	-2,250.00	2,250.00	0.0%
Net Income	0.00	-2,250.00	2,250.00	0.0%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January 2018

	Total 1650 Forms Development and Sale (1600 Risk Management)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00			
440.11 · Registration Fees	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
630 · Catering/Hotel	0.00	105.00	-105.00	0.0%
632 · Copying	0.00			
770 · Supplies	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00	1,875.00	-1,875.00	0.0%
867 · Travel	0.00			
Total Expense	<u>0.00</u>	<u>1,980.00</u>	<u>-1,980.00</u>	<u>0.0%</u>
Net Ordinary Income	<u>0.00</u>	<u>-1,980.00</u>	<u>1,980.00</u>	<u>0.0%</u>
Net Income	<u>0.00</u>	<u>-1,980.00</u>	<u>1,980.00</u>	<u>0.0%</u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1665 Legal Hotline (1600 Risk Management)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00			
440.11 · Registration Fees	0.00			
440.3 · Arbitration Deposits Retained	0.00			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
630 · Catering/Hotel	0.00			
632 · Copying	0.00			
770 · Supplies	0.00			
781 · Printing	0.00	100.00	-100.00	0.0%
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	14,804.06	15,500.00	-695.94	95.5%
867 · Travel	0.00			
Total Expense	14,804.06	15,600.00	-795.94	94.9%
Net Ordinary Income	-14,804.06	-15,600.00	795.94	94.9%
Net Income	-14,804.06	-15,600.00	795.94	94.9%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January 2018

	Total 1700 Business Services & Tech.			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	2,000.00	2,000.00	0.00	100.0%
466 · Member Communications	0.00	600.00	-600.00	0.0%
Total Income	<u>2,000.00</u>	<u>2,600.00</u>	<u>-600.00</u>	<u>76.9%</u>
Gross Profit	2,000.00	2,600.00	-600.00	76.9%
Expense				
540 · Staff Development	0.00	2,500.00	-2,500.00	0.0%
630 · Catering/Hotel	237.48	300.00	-62.52	79.2%
631 · Computer Service and Expense	2,276.55	3,000.00	-723.45	75.9%
770 · Supplies	212.00	708.33	-496.33	29.9%
780 · Postage	0.00	50.00	-50.00	0.0%
781 · Printing	155.79	8,875.00	-8,719.21	1.8%
788 · Staff Expense	-17.70	616.67	-634.37	-2.9%
790 · Subscriptions and Reference	66.13	250.00	-183.87	26.5%
810 · Contract Fees	189,558.23	212,325.72	-22,767.49	89.3%
Total Expense	<u>192,488.48</u>	<u>228,625.72</u>	<u>-36,137.24</u>	<u>84.2%</u>
Net Ordinary Income	<u>-190,488.48</u>	<u>-226,025.72</u>	<u>35,537.24</u>	<u>84.3%</u>
Net Income	<u><u>-190,488.48</u></u>	<u><u>-226,025.72</u></u>	<u><u>35,537.24</u></u>	<u><u>84.3%</u></u>

Arizona Association of REALTORS®

Profit & Loss Budget vs. Actual

January 2018

	1701 Bus Services & Tech Suppt (1700 Business Services & Tech.)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
466 · Member Communications	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
540 · Staff Development	0.00	2,500.00	-2,500.00	0.0%
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
770 · Supplies	105.52	500.00	-394.48	21.1%
780 · Postage	0.00	50.00	-50.00	0.0%
781 · Printing	155.79	208.33	-52.54	74.8%
788 · Staff Expense	-109.15	450.00	-559.15	-24.3%
790 · Subscriptions and Reference	0.00	200.00	-200.00	0.0%
810 · Contract Fees	0.00			
Total Expense	152.16	3,908.33	-3,756.17	3.9%
Net Ordinary Income	-152.16	-3,908.33	3,756.17	3.9%
Net Income	-152.16	-3,908.33	3,756.17	3.9%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1710 Software Development (1700 Business Services & Tech.)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
466 · Member Communications	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
540 · Staff Development	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00	0.00	0.00	0.0%
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	512.52	10,916.66	-10,404.14	4.7%
Total Expense	512.52	10,916.66	-10,404.14	4.7%
Net Ordinary Income	-512.52	-10,916.66	10,404.14	4.7%
Net Income	-512.52	-10,916.66	10,404.14	4.7%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1730 IT Resource/Security Mgmt. (1700 Business Services & Tech.)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
466 · Member Communications	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
540 · Staff Development	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	2,276.55	3,000.00	-723.45	75.9%
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	25,043.56	27,620.83	-2,577.27	90.7%
Total Expense	<u>27,320.11</u>	<u>30,620.83</u>	<u>-3,300.72</u>	<u>89.2%</u>
Net Ordinary Income	<u>-27,320.11</u>	<u>-30,620.83</u>	<u>3,300.72</u>	<u>89.2%</u>
Net Income	<u><u>-27,320.11</u></u>	<u><u>-30,620.83</u></u>	<u><u>3,300.72</u></u>	<u><u>89.2%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January 2018

	1770 Business Services Dept. (1700 Business Services & Tech.)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	2,000.00	2,000.00	0.00	100.0%
466 · Member Communications	0.00			
Total Income	<u>2,000.00</u>	<u>2,000.00</u>	<u>0.00</u>	<u>100.0%</u>
Gross Profit	2,000.00	2,000.00	0.00	100.0%
Expense				
540 · Staff Development	0.00			
630 · Catering/Hotel	237.48	300.00	-62.52	79.2%
631 · Computer Service and Expense	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
788 · Staff Expense	91.45			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	153,994.05	154,579.90	-585.85	99.6%
Total Expense	<u>154,322.98</u>	<u>154,879.90</u>	<u>-556.92</u>	<u>99.6%</u>
Net Ordinary Income	<u>-152,322.98</u>	<u>-152,879.90</u>	<u>556.92</u>	<u>99.6%</u>
Net Income	<u><u>-152,322.98</u></u>	<u><u>-152,879.90</u></u>	<u><u>556.92</u></u>	<u><u>99.6%</u></u>

Arizona Association of REALTORS®

Profit & Loss Budget vs. Actual

January 2018

	1780 Communications (1700 Business Services & Tech.)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
466 · Member Communications	0.00	600.00	-600.00	0.0%
Total Income	0.00	600.00	-600.00	0.0%
Gross Profit	0.00	600.00	-600.00	0.0%
Expense				
540 · Staff Development	0.00	0.00	0.00	0.0%
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
770 · Supplies	106.48	208.33	-101.85	51.1%
780 · Postage	0.00			
781 · Printing	0.00	8,666.67	-8,666.67	0.0%
788 · Staff Expense	0.00	166.67	-166.67	0.0%
790 · Subscriptions and Reference	66.13	50.00	16.13	132.3%
810 · Contract Fees	10,008.10	19,208.33	-9,200.23	52.1%
Total Expense	10,180.71	28,300.00	-18,119.29	36.0%
Net Ordinary Income	-10,180.71	-27,700.00	17,519.29	36.8%
Net Income	-10,180.71	-27,700.00	17,519.29	36.8%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	Total 1800 Professional & Bus.Develop			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	25.08	0.00	25.08	100.0%
462 · Education Outreach	5,655.00	2,175.00	3,480.00	260.0%
463 · Instructor Development	1,617.00	585.00	1,032.00	276.4%
464 · Leadership Training	495.00	0.00	495.00	100.0%
465 · MRE Society	350.00	250.00	100.00	140.0%
467 · REALTOR Institute	1,891.00	675.00	1,216.00	280.1%
468 · rCRMS	4,384.00	2,655.00	1,729.00	165.1%
469 · Spring Convention	25,141.70	58,050.00	-32,908.30	43.3%
472 · CRPM	5,352.00	5,490.00	-138.00	97.5%
Total Income	44,910.78	69,880.00	-24,969.22	64.3%
Gross Profit	44,910.78	69,880.00	-24,969.22	64.3%
Expense				
630 · Catering/Hotel	55.84	1,080.00	-1,024.16	5.2%
632 · Copying	576.67	1,000.00	-423.33	57.7%
639 · Dues & Commitments.	1.92	300.00	-298.08	0.6%
770 · Supplies	2,262.84	3,215.00	-952.16	70.4%
786 · Promotion	390.59	600.00	-209.41	65.1%
787 · Speaker Fees	16,815.25	25,275.00	-8,459.75	66.5%
788 · Staff Expense	540.84	637.00	-96.16	84.9%
810 · Contract Fees	2,163.06	7,696.00	-5,532.94	28.1%
855 · Transportation	156.74	60.00	96.74	261.2%
Total Expense	22,963.75	39,863.00	-16,899.25	57.6%
Net Ordinary Income	21,947.03	30,017.00	-8,069.97	73.1%
Net Income	21,947.03	30,017.00	-8,069.97	73.1%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1801 Prof Dev Support (1800 Professional & Bus.Develop)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
472 · CRPM	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
630 · Catering/Hotel	0.00	800.00	-800.00	0.0%
632 · Copying	576.67	1,000.00	-423.33	57.7%
639 · Dues & Commitments.	0.00	295.00	-295.00	0.0%
770 · Supplies	0.00	0.00	0.00	0.0%
786 · Promotion	0.00	0.00	0.00	0.0%
787 · Speaker Fees	0.00			
788 · Staff Expense	49.70	0.00	49.70	100.0%
810 · Contract Fees	1,257.58	1,784.00	-526.42	70.5%
855 · Transportation	0.00			
Total Expense	1,883.95	3,879.00	-1,995.05	48.6%
Net Ordinary Income	-1,883.95	-3,879.00	1,995.05	48.6%
Net Income	-1,883.95	-3,879.00	1,995.05	48.6%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1815 REALTOR Institute (1800 Professional & Bus.Develop)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	1,891.00	675.00	1,216.00	280.1%
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
472 · CRPM	0.00			
Total Income	<u>1,891.00</u>	<u>675.00</u>	<u>1,216.00</u>	<u>280.1%</u>
Gross Profit	1,891.00	675.00	1,216.00	280.1%
Expense				
630 · Catering/Hotel	0.00	0.00	0.00	0.0%
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
770 · Supplies	1,610.59	2,275.00	-664.41	70.8%
786 · Promotion	119.00	350.00	-231.00	34.0%
787 · Speaker Fees	0.00	0.00	0.00	0.0%
788 · Staff Expense	0.00	110.00	-110.00	0.0%
810 · Contract Fees	0.00	3,570.00	-3,570.00	0.0%
855 · Transportation	0.00	0.00	0.00	0.0%
Total Expense	<u>1,729.59</u>	<u>6,305.00</u>	<u>-4,575.41</u>	<u>27.4%</u>
Net Ordinary Income	<u>161.41</u>	<u>-5,630.00</u>	<u>5,791.41</u>	<u>-2.9%</u>
Net Income	<u><u>161.41</u></u>	<u><u>-5,630.00</u></u>	<u><u>5,791.41</u></u>	<u><u>-2.9%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1820 rCRMS (1800 Professional & Bus.Develop)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	4,384.00	2,655.00	1,729.00	165.1%
469 · Spring Convention	0.00			
472 · CRPM	0.00			
Total Income	<u>4,384.00</u>	<u>2,655.00</u>	<u>1,729.00</u>	<u>165.1%</u>
Gross Profit	4,384.00	2,655.00	1,729.00	165.1%
Expense				
630 · Catering/Hotel	0.00	0.00	0.00	0.0%
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
770 · Supplies	0.00			
786 · Promotion	101.19	100.00	1.19	101.2%
787 · Speaker Fees	1,950.00	1,800.00	150.00	108.3%
788 · Staff Expense	0.00	9.00	-9.00	0.0%
810 · Contract Fees	0.00	423.00	-423.00	0.0%
855 · Transportation	0.00	0.00	0.00	0.0%
Total Expense	<u>2,051.19</u>	<u>2,332.00</u>	<u>-280.81</u>	<u>88.0%</u>
Net Ordinary Income	<u>2,332.81</u>	<u>323.00</u>	<u>2,009.81</u>	<u>722.2%</u>
Net Income	<u><u>2,332.81</u></u>	<u><u>323.00</u></u>	<u><u>2,009.81</u></u>	<u><u>722.2%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1825 Cert. Res. Prop. Manager (1800 Professional & Bus.Develop)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
472 · CRPM	5,352.00	5,490.00	-138.00	97.5%
Total Income	<u>5,352.00</u>	<u>5,490.00</u>	<u>-138.00</u>	<u>97.5%</u>
Gross Profit	5,352.00	5,490.00	-138.00	97.5%
Expense				
630 · Catering/Hotel	0.00	15.00	-15.00	0.0%
632 · Copying	0.00			
639 · Dues & Commitments.	0.00	0.00	0.00	0.0%
770 · Supplies	100.00	300.00	-200.00	33.3%
786 · Promotion	170.40	50.00	120.40	340.8%
787 · Speaker Fees	2,700.00	2,175.00	525.00	124.1%
788 · Staff Expense	0.00	10.00	-10.00	0.0%
810 · Contract Fees	0.00	1,844.00	-1,844.00	0.0%
855 · Transportation	0.00	30.00	-30.00	0.0%
Total Expense	<u>2,970.40</u>	<u>4,424.00</u>	<u>-1,453.60</u>	<u>67.1%</u>
Net Ordinary Income	<u>2,381.60</u>	<u>1,066.00</u>	<u>1,315.60</u>	<u>223.4%</u>
Net Income	<u><u>2,381.60</u></u>	<u><u>1,066.00</u></u>	<u><u>1,315.60</u></u>	<u><u>223.4%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1840 Leadership Training/Conf. (1800 Professional & Bus.Develop)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	495.00	0.00	495.00	100.0%
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
472 · CRPM	0.00			
Total Income	<u>495.00</u>	<u>0.00</u>	<u>495.00</u>	<u>100.0%</u>
Gross Profit	495.00	0.00	495.00	100.0%
Expense				
630 · Catering/Hotel	0.00	0.00	0.00	0.0%
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
770 · Supplies	0.00	0.00	0.00	0.0%
786 · Promotion	0.00			
787 · Speaker Fees	2,325.00	3,000.00	-675.00	77.5%
788 · Staff Expense	0.00			
810 · Contract Fees	0.00	0.00	0.00	0.0%
855 · Transportation	0.00			
Total Expense	<u>2,325.00</u>	<u>3,000.00</u>	<u>-675.00</u>	<u>77.5%</u>
Net Ordinary Income	<u>-1,830.00</u>	<u>-3,000.00</u>	<u>1,170.00</u>	<u>61.0%</u>
Net Income	<u><u>-1,830.00</u></u>	<u><u>-3,000.00</u></u>	<u><u>1,170.00</u></u>	<u><u>61.0%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1850 Partners Conference (1800 Professional & Bus.Develop)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
472 · CRPM	0.00			
Total Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
Gross Profit	0.00	0.00	0.00	0.0%
Expense				
630 · Catering/Hotel	0.00	0.00	0.00	0.0%
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
770 · Supplies	0.00			
786 · Promotion	0.00	0.00	0.00	0.0%
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	0.00	0.00	0.00	0.0%
855 · Transportation	0.00			
Total Expense	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
Net Ordinary Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
Net Income	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	Total 1855 MRE Society (1800 Professional & Bus.Develop)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · MRE Society	350.00	250.00	100.00	140.0%
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
472 · CRPM	0.00			
Total Income	<u>350.00</u>	<u>250.00</u>	<u>100.00</u>	<u>140.0%</u>
Gross Profit	350.00	250.00	100.00	140.0%
Expense				
630 · Catering/Hotel	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
770 · Supplies	400.00	400.00	0.00	100.0%
786 · Promotion	0.00	100.00	-100.00	0.0%
787 · Speaker Fees	0.00	0.00	0.00	0.0%
788 · Staff Expense	0.00			
810 · Contract Fees	0.00	0.00	0.00	0.0%
855 · Transportation	0.00			
Total Expense	<u>400.00</u>	<u>500.00</u>	<u>-100.00</u>	<u>80.0%</u>
Net Ordinary Income	<u>-50.00</u>	<u>-250.00</u>	<u>200.00</u>	<u>20.0%</u>
Net Income	<u><u>-50.00</u></u>	<u><u>-250.00</u></u>	<u><u>200.00</u></u>	<u><u>20.0%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1860 Spring Convention (1800 Professional & Bus.Develop)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	25,141.70	58,050.00	-32,908.30	43.3%
472 · CRPM	0.00			
Total Income	<u>25,141.70</u>	<u>58,050.00</u>	<u>-32,908.30</u>	<u>43.3%</u>
Gross Profit	25,141.70	58,050.00	-32,908.30	43.3%
Expense				
630 · Catering/Hotel	0.00	0.00	0.00	0.0%
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
770 · Supplies	0.00	0.00	0.00	0.0%
786 · Promotion	0.00	0.00	0.00	0.0%
787 · Speaker Fees	8,612.50	17,000.00	-8,387.50	50.7%
788 · Staff Expense	0.00	0.00	0.00	0.0%
810 · Contract Fees	517.50	0.00	517.50	100.0%
855 · Transportation	0.00			
Total Expense	<u>9,130.00</u>	<u>17,000.00</u>	<u>-7,870.00</u>	<u>53.7%</u>
Net Ordinary Income	<u>16,011.70</u>	<u>41,050.00</u>	<u>-25,038.30</u>	<u>39.0%</u>
Net Income	<u><u>16,011.70</u></u>	<u><u>41,050.00</u></u>	<u><u>-25,038.30</u></u>	<u><u>39.0%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1870 Education Outreach (1800 Professional & Bus.Develop)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	5,655.00	2,175.00	3,480.00	260.0%
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
472 · CRPM	0.00			
Total Income	<u>5,655.00</u>	<u>2,175.00</u>	<u>3,480.00</u>	<u>260.0%</u>
Gross Profit	5,655.00	2,175.00	3,480.00	260.0%
Expense				
630 · Catering/Hotel	16.77	15.00	1.77	111.8%
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
770 · Supplies	152.25	240.00	-87.75	63.4%
786 · Promotion	0.00			
787 · Speaker Fees	1,227.75	1,300.00	-72.25	94.4%
788 · Staff Expense	0.00	0.00	0.00	0.0%
810 · Contract Fees	0.00	75.00	-75.00	0.0%
855 · Transportation	156.74	30.00	126.74	522.5%
Total Expense	<u>1,553.51</u>	<u>1,660.00</u>	<u>-106.49</u>	<u>93.6%</u>
Net Ordinary Income	<u>4,101.49</u>	<u>515.00</u>	<u>3,586.49</u>	<u>796.4%</u>
Net Income	<u><u>4,101.49</u></u>	<u><u>515.00</u></u>	<u><u>3,586.49</u></u>	<u><u>796.4%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1871 Education Development (1800 Professional & Bus.Develop)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	25.08	0.00	25.08	100.0%
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
472 · CRPM	0.00			
Total Income	<u>25.08</u>	<u>0.00</u>	<u>25.08</u>	<u>100.0%</u>
Gross Profit	25.08	0.00	25.08	100.0%
Expense				
630 · Catering/Hotel	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	1.92	5.00	-3.08	38.4%
770 · Supplies	0.00	0.00	0.00	0.0%
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	387.98	0.00	387.98	100.0%
855 · Transportation	0.00			
Total Expense	<u>389.90</u>	<u>5.00</u>	<u>384.90</u>	<u>7,798.0%</u>
Net Ordinary Income	<u>-364.82</u>	<u>-5.00</u>	<u>-359.82</u>	<u>7,296.4%</u>
Net Income	<u><u>-364.82</u></u>	<u><u>-5.00</u></u>	<u><u>-359.82</u></u>	<u><u>7,296.4%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1872 Instructor Development (1800 Professional & Bus.Develop)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	1,617.00	585.00	1,032.00	276.4%
464 · Leadership Training	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
472 · CRPM	0.00			
Total Income	<u>1,617.00</u>	<u>585.00</u>	<u>1,032.00</u>	<u>276.4%</u>
Gross Profit	1,617.00	585.00	1,032.00	276.4%
Expense				
630 · Catering/Hotel	39.07	250.00	-210.93	15.6%
632 · Copying	0.00			
639 · Dues & Commitments.	0.00	0.00	0.00	0.0%
770 · Supplies	0.00	0.00	0.00	0.0%
786 · Promotion	0.00			
787 · Speaker Fees	0.00	0.00	0.00	0.0%
788 · Staff Expense	491.14	508.00	-16.86	96.7%
810 · Contract Fees	0.00	0.00	0.00	0.0%
855 · Transportation	0.00			
Total Expense	<u>530.21</u>	<u>758.00</u>	<u>-227.79</u>	<u>69.9%</u>
Net Ordinary Income	<u>1,086.79</u>	<u>-173.00</u>	<u>1,259.79</u>	<u>-628.2%</u>
Net Income	<u><u>1,086.79</u></u>	<u><u>-173.00</u></u>	<u><u>1,259.79</u></u>	<u><u>-628.2%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January 2018

	1875 Broker University (1800 Professional & Bus.Develop)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
472 · CRPM	0.00			
Total Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
Gross Profit	0.00	0.00	0.00	0.0%
Expense				
630 · Catering/Hotel	0.00	0.00	0.00	0.0%
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
770 · Supplies	0.00	0.00	0.00	0.0%
786 · Promotion	0.00			
787 · Speaker Fees	0.00	0.00	0.00	0.0%
788 · Staff Expense	0.00	0.00	0.00	0.0%
810 · Contract Fees	0.00	0.00	0.00	0.0%
855 · Transportation	0.00	0.00	0.00	0.0%
Total Expense	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
Net Ordinary Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
Net Income	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.0%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	Total 1900 Operations			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	2,167.59	2,000.00	167.59	108.4%
415 · Rental Income	11,297.37	11,325.00	-27.63	99.8%
417 · Gain on Investments	0.01			
430 · Dues Income	7,335,085.00	6,499,900.00	835,185.00	112.8%
435 · Law Book	1,032.56	300.00	732.56	344.2%
Total Income	<u>7,349,582.53</u>	<u>6,513,525.00</u>	<u>836,057.53</u>	<u>112.8%</u>
Gross Profit	7,349,582.53	6,513,525.00	836,057.53	112.8%
Expense				
500 · Salaries/Benefits	224,971.46	227,000.00	-2,028.54	99.1%
540 · Staff Development	941.00	1,000.00	-59.00	94.1%
551 · Auto Expense Reimbursement	105.51	125.00	-19.49	84.4%
605 · Awards/Gifts	192.20	250.00	-57.80	76.9%
620 · Building Expense	23,860.58	25,000.00	-1,139.42	95.4%
630 · Catering/Hotel	5,284.32	6,000.00	-715.68	88.1%
632 · Copying	28.83	100.00	-71.17	28.8%
639 · Dues & Commitments.	399.00	500.00	-101.00	79.8%
640 · Equipment Maintenance/Rental	1,531.78	2,000.00	-468.22	76.6%
690 · Credit Card & EFT Fees/Misc.	89,243.12	105,000.00	-15,756.88	85.0%
770 · Supplies	1,968.11	2,250.00	-281.89	87.5%
780 · Postage	450.97	500.00	-49.03	90.2%
781 · Printing	134.98	150.00	-15.02	90.0%
786 · Promotion	2,313.36	2,500.00	-186.64	92.5%
788 · Staff Expense	560.00	750.00	-190.00	74.7%
810 · Contract Fees	4,155.79	4,380.00	-224.21	94.9%
850 · Telephone	3,513.88	4,000.00	-486.12	87.8%
867 · Travel	8,412.29	10,000.00	-1,587.71	84.1%
Total Expense	<u>368,067.18</u>	<u>391,505.00</u>	<u>-23,437.82</u>	<u>94.0%</u>
Net Ordinary Income	<u>6,981,515.35</u>	<u>6,122,020.00</u>	<u>859,495.35</u>	<u>114.0%</u>
Net Income	<u><u>6,981,515.35</u></u>	<u><u>6,122,020.00</u></u>	<u><u>859,495.35</u></u>	<u><u>114.0%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1000 General Overhead (1900 Operations)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	2,167.59	2,000.00	167.59	108.4%
415 · Rental Income	0.00			
417 · Gain on Investments	0.01			
430 · Dues Income	0.00			
435 · Law Book	1,032.56	300.00	732.56	344.2%
Total Income	<u>3,200.16</u>	<u>2,300.00</u>	<u>900.16</u>	<u>139.1%</u>
Gross Profit	3,200.16	2,300.00	900.16	139.1%
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	941.00	1,000.00	-59.00	94.1%
551 · Auto Expense Reimbursement	105.51	125.00	-19.49	84.4%
605 · Awards/Gifts	192.20	250.00	-57.80	76.9%
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	399.00	500.00	-101.00	79.8%
640 · Equipment Maintenance/Rental	1,531.78	2,000.00	-468.22	76.6%
690 · Credit Card & EFT Fees/Misc.	89,243.12	105,000.00	-15,756.88	85.0%
770 · Supplies	1,951.98	2,000.00	-48.02	97.6%
780 · Postage	0.00			
781 · Printing	134.98	150.00	-15.02	90.0%
786 · Promotion	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	1,275.79	1,500.00	-224.21	85.1%
850 · Telephone	3,513.88	4,000.00	-486.12	87.8%
867 · Travel	0.00			
Total Expense	<u>99,289.24</u>	<u>116,525.00</u>	<u>-17,235.76</u>	<u>85.2%</u>
Net Ordinary Income	<u>-96,089.08</u>	<u>-114,225.00</u>	<u>18,135.92</u>	<u>84.1%</u>
Net Income	<u><u>-96,089.08</u></u>	<u><u>-114,225.00</u></u>	<u><u>18,135.92</u></u>	<u><u>84.1%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January 2018

	1402 Individual Dues (1400 Dues)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	16,720.00			
435 · Law Book	0.00			
Total Income	16,720.00			
Gross Profit	16,720.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
551 · Auto Expense Reimbursement	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	0.00			
Net Ordinary Income	16,720.00			
Net Income	16,720.00			

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1404 NAR Institute Affiliates (1400 Dues)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	5,670.00			
435 · Law Book	0.00			
Total Income	5,670.00			
Gross Profit	5,670.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
551 · Auto Expense Reimbursement	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	0.00			
Net Ordinary Income	5,670.00			
Net Income	5,670.00			

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1400 Dues - Other (1400 Dues)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	7,312,695.00	6,499,900.00	812,795.00	112.5%
435 · Law Book	0.00			
Total Income	<u>7,312,695.00</u>	<u>6,499,900.00</u>	<u>812,795.00</u>	<u>112.5%</u>
Gross Profit	7,312,695.00	6,499,900.00	812,795.00	112.5%
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
551 · Auto Expense Reimbursement	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	<u>0.00</u>			
Net Ordinary Income	<u>7,312,695.00</u>	<u>6,499,900.00</u>	<u>812,795.00</u>	<u>112.5%</u>
Net Income	<u><u>7,312,695.00</u></u>	<u><u>6,499,900.00</u></u>	<u><u>812,795.00</u></u>	<u><u>112.5%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	Total 1400 Dues (1900 Operations)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	7,335,085.00	6,499,900.00	835,185.00	112.8%
435 · Law Book	0.00			
Total Income	<u>7,335,085.00</u>	<u>6,499,900.00</u>	<u>835,185.00</u>	<u>112.8%</u>
Gross Profit	7,335,085.00	6,499,900.00	835,185.00	112.8%
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
551 · Auto Expense Reimbursement	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	<u>0.00</u>			
Net Ordinary Income	<u>7,335,085.00</u>	<u>6,499,900.00</u>	<u>835,185.00</u>	<u>112.8%</u>
Net Income	<u><u>7,335,085.00</u></u>	<u><u>6,499,900.00</u></u>	<u><u>835,185.00</u></u>	<u><u>112.8%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1901 Operations & Strategic Sup (1900 Operations)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
551 · Auto Expense Reimbursement	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
632 · Copying	28.83	100.00	-71.17	28.8%
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	450.97	500.00	-49.03	90.2%
781 · Printing	0.00			
786 · Promotion	2,313.36	2,500.00	-186.64	92.5%
788 · Staff Expense	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	2,793.16	3,100.00	-306.84	90.1%
Net Ordinary Income	-2,793.16	-3,100.00	306.84	90.1%
Net Income	-2,793.16	-3,100.00	306.84	90.1%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1903 Association Relations (1900 Operations)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
551 · Auto Expense Reimbursement	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	4,760.76	5,000.00	-239.24	95.2%
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	4,760.76	5,000.00	-239.24	95.2%
Net Ordinary Income	-4,760.76	-5,000.00	239.24	95.2%
Net Income	-4,760.76	-5,000.00	239.24	95.2%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1905 National Meetings (1900 Operations)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
551 · Auto Expense Reimbursement	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	560.00	750.00	-190.00	74.7%
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	4,050.17	5,000.00	-949.83	81.0%
Total Expense	4,610.17	5,750.00	-1,139.83	80.2%
Net Ordinary Income	-4,610.17	-5,750.00	1,139.83	80.2%
Net Income	-4,610.17	-5,750.00	1,139.83	80.2%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1920 EXCOM & Director Support (1900 Operations)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
551 · Auto Expense Reimbursement	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	523.56	1,000.00	-476.44	52.4%
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	16.13	250.00	-233.87	6.5%
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	4,362.12	5,000.00	-637.88	87.2%
Total Expense	4,901.81	6,250.00	-1,348.19	78.4%
Net Ordinary Income	-4,901.81	-6,250.00	1,348.19	78.4%
Net Income	-4,901.81	-6,250.00	1,348.19	78.4%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1955 Public Relations (1900 Operations)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
551 · Auto Expense Reimbursement	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	2,000.00	2,000.00	0.00	100.0%
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	2,000.00	2,000.00	0.00	100.0%
Net Ordinary Income	-2,000.00	-2,000.00	0.00	100.0%
Net Income	-2,000.00	-2,000.00	0.00	100.0%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	1990 Personnel (1900 Operations)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	224,971.46	227,000.00	-2,028.54	99.1%
540 · Staff Development	0.00			
551 · Auto Expense Reimbursement	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	224,971.46	227,000.00	-2,028.54	99.1%
Net Ordinary Income	-224,971.46	-227,000.00	2,028.54	99.1%
Net Income	-224,971.46	-227,000.00	2,028.54	99.1%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2018

	6000 Building (1900 Operations)			
	Jan 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	11,297.37	11,325.00	-27.63	99.8%
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
Total Income	<u>11,297.37</u>	<u>11,325.00</u>	<u>-27.63</u>	<u>99.8%</u>
Gross Profit	11,297.37	11,325.00	-27.63	99.8%
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
551 · Auto Expense Reimbursement	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	23,860.58	25,000.00	-1,139.42	95.4%
630 · Catering/Hotel	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
810 · Contract Fees	880.00	880.00	0.00	100.0%
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	<u>24,740.58</u>	<u>25,880.00</u>	<u>-1,139.42</u>	<u>95.6%</u>
Net Ordinary Income	<u>-13,443.21</u>	<u>-14,555.00</u>	<u>1,111.79</u>	<u>92.4%</u>
Net Income	<u><u>-13,443.21</u></u>	<u><u>-14,555.00</u></u>	<u><u>1,111.79</u></u>	<u><u>92.4%</u></u>