



JANUARY 2019 FINANCIALS

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ARIZONA ASSOCIATION OF REALTORS®

MONTHLY FINANCIAL PACKAGE

January 2019

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A word cloud graphic shaped like a house. The word 'FOCUS' is the largest and most prominent, centered in red. Other words include 'PROFIT', 'STRATEGY', 'GOALS', 'TEAMS', 'LISTINGS', 'INDUSTRY GIANTS', 'COUNSELING', 'SALES', 'CLOSINGS', 'REPUTATION', 'BUSINESS MODELS', 'MARKETING', 'SERVICE', 'DEALS', 'COMMUNICATION', 'COLLABORATE', 'BUYERS', 'CULTURE', 'VIDEO', 'CHATBOTS', 'PROFESSIONALISM', 'VALUE', 'ASSOCIATION', 'SELLERS', 'MANAGING EXPECTATIONS', 'CONVENTION', '2019 ARIZONA REALTORS', 'KNOWLEDGE', 'DIVERSITY', 'TRENDS', 'DIVERSITY', 'TEAMWORK', 'SUCCESS', 'SYSTEMS', 'AGENTS', 'NEW MARKETS', 'IMAGE', 'TECHNOLOGY', 'TOOLS', 'RELATIONSHIPS', 'OFFICE', 'EFFICIENCY', 'FORMS', 'FILES', 'INNOVATION', 'BUYERS'. There is an upward-pointing arrow next to 'GOALS' and a downward-pointing arrow next to 'TIME'.

FINANCIAL SUMMARY



ARIZONA
REALTORS®



MONTHLY FINANCIAL NOTES – JANUARY 2019
Income/Expense Summary (Operating Budget vs. Actual)

	<u>2019 Y-T-D Actual</u>	<u>Budget</u>	<u>Variance</u>
Income			
Dues	\$ 7,849,135	\$ 7,550,030	\$ 299,105
Other	\$ 76,489	\$ 29,247	\$ 47,241
Total Income	\$ 7,925,624	\$ 7,579,277	\$ 346,346
Expenses	\$ 745,950	\$ 831,149	\$ (85,198)
Net Income (Loss)	\$ 7,179,674	\$ 6,748,128	\$ 431,545

Year-to-date income exceeds expense by \$7,179,674. This amount compares favorably with projected net income of \$6,748,128 for the reporting period, therefore, we have a positive year-to-date variance of \$431,545.

RESERVE FUNDS

Operating Reserve (Bylaw Article IV, Section 1; Policy B.6) - The balance as of January 1, 2019 was is \$8,135,795 inclusive of UBS RMA and Private Bank Accounts. The current balance is \$8,154,336. There was a withdrawal of \$7,000 this period for the final deposit for the Region XI Conference (which will be reimbursed by the Region). The Fund has seen a change in value of \$18,541.

REALTORS® Issues Mobilization Fund (Bylaw Article IV, Section 3; Policy B.6 & RIMC Policies) - The balance as of January 1, 2019 was \$2,514,073 inclusive of the UBS RMA, Private Bank, Q-GARP, Dividend Ruler and Portfolio Accounts. The current balance is \$3,489,510. There were \$844,396 in deposits this period from the Citizens for Fair Tax Policy account and member contributions. These Accounts have seen a change in value of \$975,437.

Capital Reserve (Bylaw Article IV, Section 2; Policy B.6) - The balance as of January 1, 2019 was \$4,161,654 inclusive of the UBS RMA, Private Bank, Q-GARP, Dividend Ruler and Portfolio Accounts. The current balance is \$4,170,228. There were no deposits this period and \$35,024 in withdrawals this period for Executive Committee tablet reimbursement, exterior lighting and vacant tenant space improvements. The UBS RMA and Private Bank Accounts have seen a change in value of \$8,574.

Strategic Initiatives Reserve (Bylaw Article IV, Section 4; Policy B.6) - The balance as of January 1, 2019 was \$2,092,238 inclusive of the Credit Union, MidFirst, UBS RMA, Q-GARP, Dividend Ruler and Portfolio Accounts. The current balance is \$2,117,605. There were no disbursements or deposits this period. The fund has seen a change in value of \$25,367.

PRIMARY COMMITTEES

Page 23: LEGISLATIVE AND POLITICAL AFFAIRS

Expenses are **under** budget as follows: 1501 - Government Area Support is over budget as a result of the changes to GAAP and expenses being spread differently between area departments; 1510 - Legislative Advocacy is over budget as a result of subscriptions being prepaid for January for the Arizona Capitol Times; 1545 - Local Lobbying Support is under budget as a result of a reduction in demand of support; 1550 - Legislative Policy Development is over budget as a result of increased costs to host REALTOR(R) day at the Capitol; 1560 - Fundraising Support is under budget due to invoices for contracts being received later in the month, and the cost of pins not occurring as the design is awaiting approval before being able to purchase; 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, REALTOR® Party video production costs contained in this section within budget; 1596 - Political Research is under budget due to minimal research conducted. **Overall the Legislative & Political Affairs Area has a positive net variance of \$14,397.20 YTD.** *Adjustments/Recommendations: None*

Page 31: RISK MANAGEMENT

Expenses are **under** budget primarily due to: 1601 - Supplies (General Copies) is under budget and travel is under budget because travel for RMC staff began in February; 1602 - Contract Fees are under budget as Manning & Kass did little work in January on our copyright infringement lawsuit filed in Federal District Court; 1605 - Subscriptions and References is slightly over budget due to an unanticipated use tax charge; Income is under budget; 1610 - Catering/Hotel is under budget because the PS Workshop occurred at the beginning of February but was budgeted in January; 1625 - Promotion is under budget because it has not yet been necessary for us to send out any ASAP text alerts; and 1650 - Contract Fees is under budget as zipForm® has not billed us for new and revised forms. **Overall, the Risk Management Area has a positive net variance of \$22,285 YTD.** *Adjustments/Recommendations: None*

Page 40: BUSINESS SERVICES AND TECHNOLOGY

Expenses are **under** budget primarily due to: 1730 - IT Resource & Security Management: RAMCO and Exagrid charges did not occur as planned; 1770 - Business Services: Charges for TransactionDesk® did not occur; Clarity expenses of were slightly higher due to extra links needed for Yuma and WARDEX; 1780 - Communications: Due to timing issues, three charges (Group Texting, Web Plug-in software, and Getty Clip Art) did not occur as planned. **Overall, the Business Services & Technology Area has a positive net variance of \$39,330 YTD.** *Adjustments/Recommendations: None.*

Page 46: PROFESSIONAL AND BUSINESS DEVELOPMENT

Overall expenses are **under** budget: 1801 - Support copy costs are under budgeted due to current copy machine contract; 1815 - REALTOR® Institute reflect delayed distribution in scholarship disbursements in promotion and live streaming class revenue shares in contract fees; 1820 - rCRMS had earlier than anticipated class registration income and later than anticipated speaker expense based on actual class calendar; 1825 - CRPM reflect higher than anticipated class sizes and delayed revenue share disbursements; 1860 - Spring Convention income is higher than anticipated due to earlier than expected registration/sponsor income, however Contract Fees are over budget due to RegOnline fees associated with Convention income; 1870 - Education Outreach income and expenses over budget reflecting actual number and size of classes held; 1872 - Conferences is slightly over budget due to staff travel. **Overall the Professional & Business Development Area has a positive net variance of \$31,523 YTD.** *Adjustments/Recommendations: None*

Page 57: OPERATIONS AND STRATEGIC INITIATIVES

Income is over budget primarily due to higher than budgeted dues and lawbook sales. **There were 41,075 fully paid members for the reporting period. During the same period in 2018 there were 38,556 paid members. This represents a 6.5% increase in paid members for the same period in 2018.** *(Note: The 2019 budget was prepared anticipating an overall annual paid member increase of 3% from the 2018 budget projection.)* **Expenses were under budget overall** primarily due to: 1000 - General Overhead less than budgeted credit card/EFT fees and phone expenses; 1901 - Operations Support slightly less expenses than budgeted; 1903 - Association Relations slightly less expenses than budgeted; 1905 - National Meetings slightly less than budgeted expenses; 1920 - ExCom & Director Support slightly less than budgeted catering and travel expenses; 1955 - Public Relations contract fees slightly less than budgeted; 1990 - Personnel and 6000 - Building expenses are both less than budgeted for this period. **Overall, the Operations & Strategic Initiatives Area has a positive net variance of \$335,071 YTD.** *Adjustments/Recommendations: None.*

Arizona Association of REALTORS®
Summary Balance Sheet
January 2019

	<u>1/31/2019</u>
ASSETS	
Current Assets	
Checking/Savings	27,086,971.22
Accounts Receivable	2,556.72
Other Current Assets	<u>96,590.20</u>
Total Current Assets	27,186,118.14
Fixed Assets	2,526,203.13
Other Assets	<u>0.00</u>
TOTAL ASSETS	<u><u>29,712,321.27</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	129,039.04
Credit Cards	31,772.35
Other Current Liabilities	<u>90,375.34</u>
Total Current Liabilities	251,186.73
Long Term Liabilities	<u>105,250.17</u>
Total Liabilities	356,436.90
Equity	<u>29,355,884.37</u>
TOTAL LIABILITIES & EQUITY	<u><u>29,712,321.27</u></u>

Arizona Association of REALTORS®
Grouped Balance Sheet
January 2019

January 31, 2019

ASSETS

Current Assets

Checking/Savings

AAR General Accounts

Operating Account - MIDFIRST Checking	568,418.72	
AFLAC 125 Claims Reimb. MIDFIRST	6,933.19	
Operating Account - CHASE Checking	9,148.87	584,500.78
AAR UBS RMA Money Market		<u>8,458,155.82</u>
Combined AAR General Accounts		9,042,656.60

Capital Accounts

Capital Purchase - UBS - Private Bank	1,569,258.27	
Capital Purchase - UBS Portfolio Mgmt.	238,313.64	
Capital Reserve Fund - UBS Checking RMA	2,150,175.79	
Capital Reserve - Q-GARP	122,026.74	
Capital Reserve - Dividend Ruler	90,453.75	<u>4,170,228.19</u>
Combined Capital Accounts		

Operating Accounts

Operating Reserve - UBS Checking RMA	3,969,278.45	
Operating Reserve - UBS - Private Bank	4,185,057.82	<u>8,154,336.27</u>
Combined Operating Accounts		

Strategic Initiative

Strategic Initiative - UBS Portfolio Mgmt.	144,663.23	
Strategic Initiative - UBS RMA	1,504,809.12	
Strategic Init. Savings - NWCUCU	202,131.96	
Strategic Initiative Checking - MIDFIRST	88,414.45	
Strategic Initiative - Q_GARP	88,531.83	
Strategic Initiative - Dividend Ruler	89,054.71	<u>2,117,605.30</u>
Combined Strategic Initiative Accounts		

Issues Mobilization Accounts

Issues Mob - UBS RMA	1,351,026.65	
Issues Mob - Portfolio Management	913,233.82	
Issues Mob - UBS Private Bank	405,263.42	
Issues Mob - Q_GARP	468,898.35	
Issues Mob - Dividend Ruler	351,088.29	<u>3,489,510.53</u>
Combined Issues Mob Accounts		

Arizona Homeownership Alliance - UBS RMA

100,322.12	<u>100,322.12</u>
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Political Survival Fund

2,123.50	<u>2,123.50</u>
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**Arizona Association of REALTORS®
Grouped Balance Sheet
January 2019**

	<u>January 31, 2019</u>	
Property Management		
Cash-AZ Bank & Trust - Preserve Property Management	<u>10,188.71</u>	10,188.71
Total Checking/Savings		<u>27,086,971.22</u>
Accounts Receivable		
A/R - Trade		<u>2,556.72</u>
A/R - Regonline	34,817.84	
Due From PSF Fund to IM	<u>0.00</u>	
Total Accounts Receivable		34,817.84
Other Current Assets		
Prepaid Expenses and Deposits	305.49	
Monthly Prepays	<u>61,466.87</u>	
Total Prepaid Expenses and Deposits		<u>61,772.36</u>
Total Other Current Assets		96,590.20
Total Current Assets		<u>27,186,118.14</u>
Fixed Assets		
Property and Equipment		
151 · A/D - Furn & Equipment	-164,301.95	
157 · A/D - Computer	-538,459.42	
161 · A/D - Leashold Imprvments	-885,840.40	
165 · A/D - Building Osborn	-992,780.30	
167 · A/D - Tenant Improvements	<u>-74,588.58</u>	
Total Accumulated Depreciation		-2,655,970.65
150 · Furniture & Equipment	316,782.61	
156 · Computer	678,811.49	
160 · Leasehold Improvements	1,492,742.67	
163 · Land - Osborn	617,737.40	
164 · Building - Osborn	1,995,153.78	
166 · Tenant improvements	<u>80,945.83</u>	
Total Property and Equipment		<u>5,182,173.78</u>
Total Fixed Assets		2,526,203.13
Other Assets		
Loan Cost / Leasing Commissions		
Note Receivable	<u>0.00</u>	
Total Other Assets		0.00
TOTAL ASSETS		<u><u>29,712,321.27</u></u>

Arizona Association of REALTORS®
Grouped Balance Sheet
January 2019

January 31, 2019

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

Accounts Payable

129,039.04

Total Accounts Payable

129,039.04

Credit Cards

MidFirst Business Visa

31,772.35

Total Credit Cards

31,772.35

Other Current Liabilities

Due to NAR

0.00

Sales Tax Payable

0.00

Combined Current Liabilities

0.00

Accrued Salaries & P/R Taxes

12,951.85

Total Accrued Salaries & P/R Taxes

12,951.85

Security Deposits Payable - Osborn

9,642.10

Deferred Dues Income

0.00

Deferred Income - Other

0.00

Stale Dated Checks/Escheat

4,817.04

Arbitration Case Pending

19,688.08

Current portion of LTD

43,276.27

77,423.49

Total Other Current Liabilities

90,375.34

Total Current Liabilities

251,186.73

Long Term Liabilities

Capital Lease Payable

105,250.17

Total Long Term Liabilities

105,250.17

TOTAL LIABILITIES

356,436.90

Equity

Temporarily restricted

304 · Fund Balance - Issues Mobilization

709,685.00

Total Temporarily restricted

709,685.00

Unrestricted/Designated

302 · Fund Balance - Operating Reserve

8,135,796.00

303 · Fund Balance - Capital

4,161,653.00

305 · Fund Balance - Issues Mobilization

1,804,388.00

307 · Fund Balance - Strategic Initiative

2,092,238.00

308 Fund Balance - AZ Homeownership

100,284.00

Total Unrestricted/Designated

16,294,359.00

3900 · Unrestricted/Undesignated

4,119,916.92

Net Income

8,231,923.45

Total Equity

29,355,884.37

TOTAL LIABILITIES & EQUITY

29,712,321.27



2019 ARIZONA REALTORS® CONVENTION

FINANCIAL DETAILS



ARIZONA
REALTORS®

Balance Sheet

03/04/19

As of January 31, 2019

Accrual Basis

Jan 31, 19

ASSETS

Current Assets

Checking/Savings

1000 · Combined Operating Cash Account	
100.3 · Operating Acc. - MidFirst 2997	568,418.72
100.4 · AFLAC 125 Claims - MidFirst	6,933.19
101.3 · Operating Account - CHASE 1442	9,148.87
101.5 · UBS - AAR Main RMA	8,458,155.82

Total 1000 · Combined Operating Cash Account 9,042,656.60

1005 · Q-GARP Portfolio - UBS

1005.1 · Strategic Initiative Q-GARP	88,531.83
1005.2 · Capital Reserve Q-GARP	122,026.74
1005.3 · Issues Mob. Q-GARP	468,898.35

Total 1005 · Q-GARP Portfolio - UBS 679,456.92

1006 · Dividend Ruler Portfolio - UBS

1006.1 · Strategic Initiative Div. Ruler	89,054.71
1006.2 · Capital Reserve Dividend Ruler	90,453.75
1006.3 · Issues Mob. Dividend Ruler	351,088.29

Total 1006 · Dividend Ruler Portfolio - UBS 530,596.75

1007 · Portfolio Management - UBS

1007.1 · Strat Initiative Portfolio Mgmt	144,663.23
1007.2 · Capital Reserve Portfolio Mgmt	238,313.64
1007.3 · Issues Mob. Portfolio Mgmt	913,233.82

Total 1007 · Portfolio Management - UBS 1,296,210.69

1008 · Investment Accounts - UBS

108.1 · Capital Purch UBS Private Bank	1,569,258.27
108.2 · Op. Reserve UBS Private Bank	4,185,057.82
108.3 · Issues Mob UBS Private Bank	405,263.42

Total 1008 · Investment Accounts - UBS 6,159,579.51

101.40 · Combined Strategic Initiative

101.41 · Strategic Init. Savings - NWCU	202,131.96
101.43 · Strategic Initiative - UBS	1,504,809.12
101.44 · Strategic Init Check - MidFirst	88,414.45

Total 101.40 · Combined Strategic Initiative 1,795,355.53

101.66 · Operating Reserve Net

102 · Cash in Op Reserve - UBS	3,969,278.45
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Total 101.66 · Operating Reserve Net 3,969,278.45

103 · Capital Reserve Checking RMA

2,150,175.79

104 · Issues Mob Accounts - UBS

104.4 · Issues Mob Fund - UBS RMA	1,351,026.65
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Total 104 · Issues Mob Accounts - UBS 1,351,026.65

105 · Cash-AZ Bank & Trust/Prop Mgmt

10,188.71

106.. · AZ Homeownership Alliance RMA

100,322.12

111. · PSF

111 · Political Survival Fund	2,123.50
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Total 111. · PSF 2,123.50

Total Checking/Savings

27,086,971.22

Accounts Receivable

112 · A/R	2,556.72
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Total Accounts Receivable

2,556.72

Other Current Assets

Prepaid Expenses and Deposits

123 · Monthly Prepays	
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Arizona Association of REALTORS®

Balance Sheet

As of January 31, 2019

	Jan 31, 19
123.008 · February Pre-Paid	50,779.87
123.009 · March Pre-Paid	4,937.00
123.015 · September Pre-Paid	4,500.00
123.016 · October Pre-Paid	1,250.00
Total 123 · Monthly Prepays	61,466.87
124 · Prepaid Expenses	
124.2 · Prepaid Postage-Pitney Bowes	305.49
Total 124 · Prepaid Expenses	305.49
Total Prepaid Expenses and Deposits	61,772.36
112.110 · A/R Misc.	
113.10 · A/R - Regonline	34,817.84
Total 112.110 · A/R Misc.	34,817.84
Total Other Current Assets	96,590.20
Total Current Assets	27,186,118.14
Fixed Assets	
Property and Equipment	
Total Accumulated Depreciation	
151 · A/D - Furn & Equipment	-164,301.95
157 · A/D - Computer	-538,459.42
161 · A/D - Leasehold Imprvms	-885,840.40
165 · A/D - Building Osborn	-992,780.30
167 · A/D - Tenant Improvements	-74,588.58
Total Total Accumulated Depreciation	-2,655,970.65
150 · Furniture & Equipment	316,782.61
156 · Computer	678,811.49
160 · Leasehold Improvements	1,492,742.67
163 · Land - Osborn	617,737.40
164 · Building - Osborn	1,995,153.78
166 · Tenant Improvements	80,945.83
Total Property and Equipment	2,526,203.13
Total Fixed Assets	2,526,203.13
TOTAL ASSETS	29,712,321.27
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
200 · Accounts Payable	129,039.04
Total Accounts Payable	129,039.04
Credit Cards	
203.1 · MidFirst Business Credit Card	31,772.35
Total Credit Cards	31,772.35
Other Current Liabilities	
214 · Accrued Salaries & P/R Taxes	
2100 · Payroll Liabilities	8,093.69
214 · Accrued Salaries & P/R Taxes - Other	4,858.16
Total 214 · Accrued Salaries & P/R Taxes	12,951.85
215 · Security Deposits Payable - Osb	9,642.10
240 · Stale Dated Checks/Escheat	4,817.04
275 · Arbitration Case Pending	19,688.08
295 · Current portion of LTD	43,276.27
Total Other Current Liabilities	90,375.34
Total Current Liabilities	251,186.73

Arizona Association of REALTORS®

Balance Sheet

As of January 31, 2019

	Jan 31, 19
Long Term Liabilities	
285 · Capital Lease Payable	105,250.17
Total Long Term Liabilities	105,250.17
Total Liabilities	356,436.90
Equity	
Temporarily restricted	
304 · Fund Bal - Issues Mobilization	709,685.00
Total Temporarily restricted	709,685.00
Unrestricted/Designated	
302 · Fund Bal - Operating Reserve	8,135,796.00
303 · Fund Bal - Capital	4,161,653.00
305 · Fund Bal - Issues Mobilization	1,804,388.00
307 · Fund Bal - Strategic Initiative	2,092,238.00
308 · Fund Bal - AZ Homeownership	100,284.00
Total Unrestricted/Designated	16,294,359.00
3900 · Unrestricted/Undesignated	4,119,916.92
Net Income	8,231,923.45
Total Equity	29,355,884.37
TOTAL LIABILITIES & EQUITY	29,712,321.27

2019 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	UX66383	\$ 3,971,980.74													\$ 3,971,980.74
Dividend and Interest Income (including accrued)			\$3,681.22												\$3,681.22
Deposits															\$0.00
Withdrawals			(\$7,000.00)												(\$7,000.00)
Change in Market Value			\$616.49												\$616.49
Total															<u>\$ 3,969,278.45</u>
AAR - Operating Reserve - Private Bank	Portfolio 705609	\$4,163,814.77													\$4,163,814.77
Interest/Dividends			\$7,444.64												\$7,444.64
Deposits															\$0.00
Withdrawals															\$0.00
Prior Period Accruals			(\$23,950.00)												(\$23,950.00)
Current Period Accruals			\$25,636.44												\$25,636.44
Investment Appreciation/Depreciation			\$16,262.41												\$16,262.41
Fees			(\$4,150.44)												(\$4,150.44)
TOTAL		<u>\$ 8,135,795.51</u>													<u>\$4,185,057.82</u>

2019 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	\$ 505,523.32													\$ 505,523.32
Dividend and Interest Income (including accrued)			\$901.18												\$901.18
Deposits			\$844,396.65												\$844,396.65
Withdrawals															\$0.00
Change in Market Value			\$205.50												\$205.50
Fees															\$0.00
Total															<u>\$ 1,351,026.55</u>
AAR - Issues Mob - Private Bank	Portfolio 382618	\$403,155.59													\$403,155.59
Interest/Dividends			\$771.91												\$771.91
Deposits															\$0.00
Withdrawals															\$0.00
Prior Period Accruals			(\$2,411.00)												(\$2,411.00)
Current Period Accruals			\$2,554.59												\$2,554.59
Investment Appreciation/Depreciation			\$1,594.30												\$1,594.30
Fees			(\$401.97)												(\$401.97)
Total															<u>\$405,263.42</u>
Realtors Issues Mob. - G-GARP	UX52363	\$ 434,526.16													\$ 434,526.16
Dividend and Interest Income (including accrued)			\$346.32												\$346.32
Deposits															\$0.00
Withdrawals															\$0.00
Change in Market Value			\$34,454.44												\$34,454.44
Fees			(\$428.57)												(\$428.57)
Total															<u>\$ 468,898.35</u>
Realtors Issues Mob. - Dividend Ruler	UX52365	\$ 330,645.63													\$ 330,645.63
Dividend and Interest Income (including accrued)			\$363.79												\$363.79
Deposits															\$0.00
Withdrawals															\$0.00
Change in Market Value			\$20,404.99												\$20,404.99
Fees			(\$326.12)												(\$326.12)
Total															<u>\$ 351,088.29</u>
Realtors Issues Mob. - Portfolio Management	UX42722	\$ 840,222.97													\$ 840,222.97
Dividend and Interest Income (including accrued)			\$267.17												\$267.17
Deposits															\$0.00
Withdrawals															\$0.00
Change in Market Value			\$73,388.19												\$73,388.19
Fees			(\$644.51)												(\$644.51)
Total															<u>\$ 913,233.82</u>
TOTAL															<u>\$ 3,489,510.53</u>

2019 Funds Analysis Capital Reserve

ACCOUNT	Acct. #	Balance Forward	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	NET
Capital Purchase - RMA	UX66672	<u>\$ 2,182,853.49</u>													
Dividend and Interest Income (including accrued)			\$1,833.33												\$ 2,182,853.49
Deposits															\$1,833.33
Withdrawals															\$0.00
Change in Market Value															(\$35,024.78)
Fees															\$513.75
Total															<u>\$0.00</u>
															<u>\$ 2,150,175.79</u>
AAR Capital Reserve - Private Bank	Portfolio 382582	<u>\$1,561,346.56</u>													
Net Contributions															\$1,561,346.56
Interest/Dividends			\$2,729.91												\$0.00
Prior Period Accruals			(\$8,967.00)												(\$8,967.00)
Current Period Accruals			\$9,668.63												\$9,668.63
Investment Appreciation/Depreciation			\$6,036.48												\$6,036.48
Fees			(\$1,556.33)												(\$1,556.33)
Total															<u>\$1,569,258.27</u>
Capital Purchase - Q-GARP	UX52366	<u>\$ 113,136.31</u>													
Dividend and Interest Income (including accrued)			\$94.13												\$ 113,136.31
Deposits															\$94.13
Withdrawals															\$0.00
Change in Market Value															\$0.00
Fees															\$8,907.89
Total															<u>(\$11.59)</u>
															<u>\$ 122,026.74</u>
Capital Purchase - Dividend Ruler	UX52366	<u>\$ 85,185.21</u>													
Dividend and Interest Income (including accrued)			\$93.11												\$ 85,185.21
Deposits															\$93.11
Withdrawals															\$0.00
Change in Market Value															\$0.00
Fees															\$5,259.45
Total															<u>(\$84.02)</u>
															<u>\$ 90,453.75</u>
Capital Purchase - Portfolio Management	UX42723	<u>\$ 219,132.48</u>													
Dividend and Interest Income (including accrued)			\$81.62												\$ 219,132.48
Deposits															\$81.62
Withdrawals															\$0.00
Change in Market Value															\$0.00
Fees															\$19,269.80
Total															<u>(\$170.26)</u>
															<u>\$ 238,313.64</u>
TOTAL		<u>\$ 4,161,654.07</u>													<u>\$ 4,170,228.19</u>

2019 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	\$ 88,419.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$ 88,419.45
Deposits															\$0.00
Withdrawals			(\$5.00)												(\$5.00)
Transfers															\$0.00
Total															\$ 88,414.45
Strategic Initiative - NWCU	5679	\$ 202,123.38	\$8.58												\$ 202,123.38
Dividend and Interest Income (including accrued)															\$8.58
Deposits															\$0.00
Withdrawals															\$0.00
Transfers															\$0.00
Total															\$0.00
Strategic Initiative - UBS RMA	UX27692	\$ 1,503,254.32	\$1,220.86												\$ 1,503,254.32
Dividend and Interest Income (including accrued)															1,220.86
Deposits															0.00
Withdrawals															0.00
Change in Market Value			\$333.94												333.94
Fees															0.00
Total															\$ 1,504,809.12
Strategic Initiative - Q-GARP	UX52369	\$ 81,973.81	\$65.74												\$ 81,973.81
Dividend and Interest Income (including accrued)															65.74
Deposits															0.00
Withdrawals															0.00
Change in Market Value			\$6,573.13												6,573.13
Fees			(\$80.85)												(\$80.85)
Total															\$ 88,531.83
Strategic Initiative - Dividend Ruler	UX52370	\$ 84,527.98	\$50.54												\$ 84,527.98
Dividend and Interest Income (including accrued)															50.54
Deposits															0.00
Withdrawals															0.00
Change in Market Value			\$4,476.19												4,476.19
Fees															0.00
Total															\$ 89,054.71
Strategic Initiative - Portfolio Management	UX42724	\$ 131,939.48	\$54.61												\$ 131,939.48
Dividend and Interest Income (including accrued)															54.61
Deposits															0.00
Withdrawals															0.00
Change in Market Value			\$12,762.51												12,762.51
Fees			(\$93.37)												(\$93.37)
Total															\$ 144,663.23
TOTAL															\$ 2,117,605.30

2019 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	\$ 9,206.32													\$ 9,206.32
Deposits															\$0.00
Withdrawals			(\$57.45)												(\$57.45)
Transfers															\$0.00
Total															<u>\$ 9,148.87</u>
AAR General Checking - MIDFIRST															
	xx-2997	\$ 444,062.48													\$ 444,062.48
Deposits			\$4,434,488.73												\$4,434,488.73
Withdrawals			(\$560,132.49)												(\$560,132.49)
Transfers			(\$3,750,000.00)												(\$3,750,000.00)
Total															<u>\$ 588,418.72</u>
AAR Main RMA															
Dividend and Interest Income (including account)	UX66381	\$ 4,703,685.51													\$ 4,703,685.51
Transfers			\$4,210.69												\$4,210.69
Withdrawals			\$3,750,000.00												\$3,750,000.00
Change in Market Value			\$359.62												\$359.62
Total															<u>\$ 8,458,155.82</u>
RAPAC - RMA															
Dividend and Interest Income (including account)	UX68862	\$ 530,653.46													\$ 530,653.46
Deposits			\$881.77												\$881.77
Transfers			\$0.00												\$0.00
Withdrawals			(\$250,000.00)												(\$250,000.00)
Change in Market Value			\$231.19												\$231.19
Total															<u>\$ 281,766.42</u>
TOTAL		<u>\$ 5,234,238.97</u>													<u>\$ 9,317,489.83</u>

Arizona Association of REALTORS®
All Funds Budget vs. Actual
January 2019

	<u>Jan 19</u>
Ordinary Income/Expense	
Income	
410 · Interest Income	38,704.24
415 · Rental Income	7,307.78
417 · Gain on Investments	199,503.71
430 · Dues Income	7,849,135.00
433 · Forms Licensing	2,000.00
435 · Law Book	67.42
440 · Other Program Income	1,425.00
440.10 · Ethics Citation Fee	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
461 · Education Development	98.91
462 · Education Outreach	6,511.00
463 · Instructor Development	325.00
465 · MRE Society	125.00
466 · Member Communications	0.00
467 · REALTOR Institute	1,345.00
468 · rCRMS	4,120.00
469 · Spring Convention	19,829.00
472 · CRPM	6,981.00
491 · IM Contributions	4,425.00
497 · Misc Income	<u>861,755.84</u>
Total Income	<u>9,003,658.90</u>
Gross Profit	9,003,658.90
Expense	
500 · Salaries/Benefits	232,267.03
605 · Awards/Gifts	489.15
620 · Building Expense	18,461.74
629 · Operating Reserve Contributions	7,000.00
630 · Catering/Hotel	99,302.47
631 · Computer Service and Expense	2,526.05
632 · Copying	0.00
633 · Furniture/Equipment Expense	200.89
639 · Dues & Commitments.	76,984.00
640 · Equipment Maintenance/Rental	4,958.61
660 · Management Fees	428.57
690 · Credit Card & EFT Fees/Misc.	105,569.06
693 · Investment Banking Fees	7,619.46
770 · Supplies	3,640.01
780 · Postage	234.52
781 · Printing	980.66

Arizona Association of REALTORS®
All Funds Budget vs. Actual
January 2019

	<u>Jan 19</u>
786 · Promotion	1,025.39
787 · Speaker Fees	4,281.89
788 · Staff Expense	777.92
790 · Subscriptions and Reference	8,886.18
810 · Contract Fees	180,314.86
850 · Telephone	3,615.20
855 · Transportation	244.47
860 · Conferences	3,201.39
867 · Travel	8,725.93
Total Expense	<u>771,735.45</u>
Net Ordinary Income	<u>8,231,923.45</u>
Net Income	<u><u>8,231,923.45</u></u>

Arizona Association of REALTORS®
Operating Budget vs. Actual
January 2019

	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	4,210.69	4,000.00	210.69	105.3%
415 · Rental Income	7,307.78	7,307.78	0.00	100.0%
417 · Gain on Investments	359.62			
430 · Dues Income	7,849,135.00	7,550,030.00	299,105.00	104.0%
433 · Forms Licensing	2,000.00	4,000.00	-2,000.00	50.0%
435 · Law Book	67.42	50.00	17.42	134.8%
440 · Other Program Income	1,425.00			
440.10 · Ethics Citation Fee	0.00	250.00	-250.00	0.0%
440.3 · Arbitration Deposits Retained	0.00	750.00	-750.00	0.0%
440.4 · Appeal Fees Retained	0.00	250.00	-250.00	0.0%
440.5 · Ethics Admin Fees	0.00	700.00	-700.00	0.0%
440.6 · Retained Fine	0.00	2,250.00	-2,250.00	0.0%
461 · Education Development	98.91	90.00	8.91	109.9%
462 · Education Outreach	6,511.00	3,150.00	3,361.00	206.7%
463 · Instructor Development	325.00	0.00	325.00	100.0%
465 · MRE Society	125.00	250.00	-125.00	50.0%
467 · REALTOR Institute	1,345.00	2,665.00	-1,320.00	50.5%
468 · rCRMS	4,120.00	0.00	4,120.00	100.0%
469 · Spring Convention	19,829.00	0.00	19,829.00	100.0%
472 · CRPM	6,981.00	3,285.00	3,696.00	212.5%
497 · Misc Income	21,784.19	250.00	21,534.19	8,713.7%
Total Income	7,925,624.61	7,579,277.78	346,346.83	104.6%
Gross Profit	7,925,624.61	7,579,277.78	346,346.83	104.6%
Expense				
500 · Salaries/Benefits	232,267.03	235,000.00	-2,732.97	98.8%
605 · Awards/Gifts	489.15	4,895.00	-4,405.85	10.0%
620 · Building Expense	18,461.74	17,500.00	961.74	105.5%
630 · Catering/Hotel	99,302.47	106,559.00	-7,256.53	93.2%
631 · Computer Service and Expense	340.05	3,000.00	-2,659.95	11.3%
632 · Copying	0.00	1,000.00	-1,000.00	0.0%
639 · Dues & Commitments.	76,984.00	83,008.00	-6,024.00	92.7%
640 · Equipment Maintenance/Rental	4,958.61	5,000.00	-41.39	99.2%
690 · Credit Card & EFT Fees/Misc.	105,564.06	107,500.00	-1,935.94	98.2%
770 · Supplies	3,640.01	5,625.00	-1,984.99	64.7%
780 · Postage	234.52	696.00	-461.48	33.7%
781 · Printing	980.66	4,308.33	-3,327.67	22.8%
786 · Promotion	1,025.39	9,188.34	-8,162.95	11.2%
787 · Speaker Fees	4,281.89	4,775.00	-493.11	89.7%
788 · Staff Expense	777.92	300.00	477.92	259.3%
790 · Subscriptions and Reference	8,830.78	6,142.12	2,688.66	143.8%
810 · Contract Fees	172,024.87	216,897.27	-44,872.40	79.3%
850 · Telephone	3,615.20	3,700.00	-84.80	97.7%
855 · Transportation	244.47			
860 · Conferences	3,201.39	4,960.00	-1,758.61	64.5%
867 · Travel	8,725.93	11,095.00	-2,369.07	78.6%
Total Expense	745,950.14	831,149.06	-85,198.92	89.7%
Net Ordinary Income	7,179,674.47	6,748,128.72	431,545.75	106.4%
Net Income	7,179,674.47	6,748,128.72	431,545.75	106.4%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	Total 1500 Legislative & Pol. Affairs			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00	4,320.00	-4,320.00	0.0%
620 · Bulldng Expense	992.18			
630 · Catering/Hotel	92,178.03	84,565.00	7,613.03	109.0%
639 · Dues & Commitments.	25,650.00	31,315.00	-5,665.00	81.9%
770 · Supplies	41.60	0.00	41.60	100.0%
780 · Postage	10.34			
781 · Printing	980.66	4,000.00	-3,019.34	24.5%
786 · Promotion	-37.12	4,563.34	-4,600.46	-0.8%
788 · Staff Expense	436.53	300.00	136.53	145.5%
790 · Subscriptions and Reference	5,213.00	1,127.12	4,085.88	462.5%
810 · Contract Fees	10,871.52	19,883.33	-9,011.81	54.7%
850 · Telephone	749.85			
860 · Conferences	0.00	1,160.00	-1,160.00	0.0%
867 · Travel	0.00	250.00	-250.00	0.0%
Total Expense	137,086.59	151,483.79	-14,397.20	90.5%
Net Ordinary Income	-137,086.59	-151,483.79	14,397.20	90.5%
Net Income	-137,086.59	-151,483.79	14,397.20	90.5%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1501 Government Area Support (1500 Legislative & Pol. Affairs)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	992.18			
630 · Catering/Hotel	0.00	315.00	-315.00	0.0%
639 · Dues & Commitments.	0.00			
770 · Supplies	41.60			
780 · Postage	10.34			
781 · Printing	0.00	0.00	0.00	0.0%
786 · Promotion	373.52			
788 · Staff Expense	216.71	300.00	-83.29	72.2%
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	98.16			
850 · Telephone	749.85			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	2,482.36	615.00	1,867.36	403.6%
Net Ordinary Income	-2,482.36	-615.00	-1,867.36	403.6%
Net Income	-2,482.36	-615.00	-1,867.36	403.6%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1510 Legislative Advocacy (1500 Legislative & Pol. Affairs)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	706.98			
639 · Dues & Commitments.	15,650.00	21,065.00	-5,415.00	74.3%
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	183.23	1,043.34	-860.11	17.6%
788 · Staff Expense	219.82	0.00	219.82	100.0%
790 · Subscriptions and Reference	5,213.00	1,127.12	4,085.88	462.5%
810 · Contract Fees	10,633.00	14,733.33	-4,100.33	72.2%
850 · Telephone	0.00			
860 · Conferences	0.00	1,160.00	-1,160.00	0.0%
867 · Travel	0.00			
Total Expense	32,606.03	39,128.79	-6,522.76	83.3%
Net Ordinary Income	-32,606.03	-39,128.79	6,522.76	83.3%
Net Income	-32,606.03	-39,128.79	6,522.76	83.3%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1545 Local Lobbying Support (1500 Legislative & Pol. Affairs)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
639 · Dues & Commitments.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00	0.00	0.00	0.0%
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	250.00	-250.00	0.0%
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 2019

	1550 Legislative Policy Dev. (1500 Legislative & Pol. Affairs)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	90,471.05	84,250.00	6,221.05	107.4%
639 · Dues & Commitments.	0.00			
770 · Supplies	0.00	0.00	0.00	0.0%
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	0.00	0.00	0.0%
Total Expense	90,471.05	84,250.00	6,221.05	107.4%
Net Ordinary Income	-90,471.05	-84,250.00	-6,221.05	107.4%
Net Income	-90,471.05	-84,250.00	-6,221.05	107.4%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1560 Fundraising Support (1500 Legislative & Pol. Affairs)			% of Budget
	Jan 19	Budget	\$ Over Budget	
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00	4,320.00	-4,320.00	0.0%
620 · Building Expense	0.00			
630 · Catering/Hotel	1,000.00	0.00	1,000.00	100.0%
639 · Dues & Commitments.	10,000.00	10,250.00	-250.00	97.6%
770 · Supplies	0.00	0.00	0.00	0.0%
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00	1,020.00	-1,020.00	0.0%
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	140.36	150.00	-9.64	93.6%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	11,140.36	15,740.00	-4,599.64	70.8%
Net Ordinary Income	-11,140.36	-15,740.00	4,599.64	70.8%
Net Income	-11,140.36	-15,740.00	4,599.64	70.8%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1585 Governmental Communication (1500 Legislative & Pol. Affairs)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
639 · Dues & Commitments.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	980.66	4,000.00	-3,019.34	24.5%
786 · Promotion	-593.87	2,500.00	-3,093.87	-23.8%
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00	0.00	0.00	0.0%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	386.79	6,500.00	-6,113.21	6.0%
Net Ordinary Income	-386.79	-6,500.00	6,113.21	6.0%
Net Income	-386.79	-6,500.00	6,113.21	6.0%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1596 Political Research (1500 Legislative & Pol. Affairs)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
639 · Dues & Commitments.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	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%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
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 2019

	Total 1600 Risk Management			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	1,425.00			
440.10 · Ethics Citation Fee	0.00	250.00	-250.00	0.0%
440.3 · Arbitration Deposits Retained	0.00	750.00	-750.00	0.0%
440.4 · Appeal Fees Retained	0.00	250.00	-250.00	0.0%
440.5 · Ethics Admin Fees	0.00	700.00	-700.00	0.0%
440.6 · Retained Fine	0.00	2,250.00	-2,250.00	0.0%
Total Income	<u>1,425.00</u>	<u>4,200.00</u>	<u>-2,775.00</u>	<u>33.9%</u>
Gross Profit	1,425.00	4,200.00	-2,775.00	33.9%
Expense				
620 · Building Expense	1,476.17			
630 · Catering/Hotel	527.70	15,154.00	-14,626.30	3.5%
770 · Supplies	63.88	1,250.00	-1,186.12	5.1%
780 · Postage	38.93			
781 · Printing	0.00	100.00	-100.00	0.0%
786 · Promotion	0.00	2,250.00	-2,250.00	0.0%
787 · Speaker Fees	150.00	500.00	-350.00	30.0%
788 · Staff Expense	341.39			
790 · Subscriptions and Reference	3,617.78	4,815.00	-1,197.22	75.1%
810 · Contract Fees	16,280.20	22,466.66	-6,186.46	72.5%
850 · Telephone	749.85			
860 · Conferences	1,090.91	1,500.00	-409.09	72.7%
867 · Travel	483.02	1,845.00	-1,361.98	26.2%
Total Expense	<u>24,819.83</u>	<u>49,880.66</u>	<u>-25,060.83</u>	<u>49.8%</u>
Net Ordinary Income	<u>-23,394.83</u>	<u>-45,680.66</u>	<u>22,285.83</u>	<u>51.2%</u>
Net Income	<u><u>-23,394.83</u></u>	<u><u>-45,680.66</u></u>	<u><u>22,285.83</u></u>	<u><u>51.2%</u></u>

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January 2019**

	1601 Risk Management Support (1600 Risk Management)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	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				
620 · Building Expense	1,476.17			
630 · Catering/Hotel	403.43	350.00	53.43	115.3%
770 · Supplies	63.88	750.00	-686.12	8.5%
780 · Postage	38.93			
781 · Printing	0.00			
786 · Promotion	0.00	250.00	-250.00	0.0%
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	103.74			
810 · Contract Fees	133.36			
850 · Telephone	749.85			
860 · Conferences	1,090.91	1,500.00	-409.09	72.7%
867 · Travel	0.00	700.00	-700.00	0.0%
Total Expense	<u>4,060.27</u>	<u>3,550.00</u>	<u>510.27</u>	<u>114.4%</u>
Net Ordinary Income	<u>-4,060.27</u>	<u>-3,550.00</u>	<u>-510.27</u>	<u>114.4%</u>
Net Income	<u><u>-4,060.27</u></u>	<u><u>-3,550.00</u></u>	<u><u>-510.27</u></u>	<u><u>114.4%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1602 Legal Support (1600 Risk Management)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	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				
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	959.78	2,050.00	-1,090.22	46.8%
810 · Contract Fees	214.25	5,000.00	-4,785.75	4.3%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	0.00	0.00	0.0%
Total Expense	1,174.03	7,050.00	-5,875.97	16.7%
Net Ordinary Income	-1,174.03	-7,050.00	5,875.97	16.7%
Net Income	-1,174.03	-7,050.00	5,875.97	16.7%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1605 PS Enforcement (1600 Risk Management)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	0.00	250.00	-250.00	0.0%
440.3 · Arbitration Deposits Retained	0.00	750.00	-750.00	0.0%
440.4 · Appeal Fees Retained	0.00	250.00	-250.00	0.0%
440.5 · Ethics Admin Fees	0.00	700.00	-700.00	0.0%
440.6 · Retained Fine	0.00	2,250.00	-2,250.00	0.0%
Total Income	0.00	4,200.00	-4,200.00	0.0%
Gross Profit	0.00	4,200.00	-4,200.00	0.0%
Expense				
620 · Building Expense	0.00			
630 · Catering/Hotel	124.27	184.00	-59.73	67.5%
770 · Supplies	0.00	250.00	-250.00	0.0%
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
788 · Staff Expense	341.39			
790 · Subscriptions and Reference	2,554.26	2,440.00	114.26	104.7%
810 · Contract Fees	496.33	500.00	-3.67	99.3%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	483.02	895.00	-411.98	54.0%
Total Expense	3,999.27	4,269.00	-269.73	93.7%
Net Ordinary Income	-3,999.27	-69.00	-3,930.27	5,796.0%
Net Income	-3,999.27	-69.00	-3,930.27	5,796.0%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1610 PS Training (1600 Risk Management)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	1,425.00			
440.10 · Ethics Citation Fee	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>1,425.00</u>			
Gross Profit	1,425.00			
Expense				
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	14,550.00	-14,550.00	0.0%
770 · Supplies	0.00	250.00	-250.00	0.0%
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	150.00	500.00	-350.00	30.0%
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00	325.00	-325.00	0.0%
810 · Contract Fees	0.00	0.00	0.00	0.0%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	0.00	0.00	0.0%
Total Expense	<u>150.00</u>	<u>15,625.00</u>	<u>-15,475.00</u>	<u>1.0%</u>
Net Ordinary Income	<u>1,275.00</u>	<u>-15,625.00</u>	<u>16,900.00</u>	<u>-8.2%</u>
Net Income	<u><u>1,275.00</u></u>	<u><u>-15,625.00</u></u>	<u><u>16,900.00</u></u>	<u><u>-8.2%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1615 Alt. Dispute Resolution (1600 Risk Management)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	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				
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	0.00	0.00	0.0%
770 · Supplies	0.00			
780 · Postage	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%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	250.00	-250.00	0.0%
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 2019

	1625 Risk Management Publicatns (1600 Risk Management)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	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				
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00	2,000.00	-2,000.00	0.0%
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	0.00	2,000.00	-2,000.00	0.0%
Net Ordinary Income	0.00	-2,000.00	2,000.00	0.0%
Net Income	0.00	-2,000.00	2,000.00	0.0%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	Total 1650 Forms Development and Sale (1600 Risk Management)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	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				
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	70.00	-70.00	0.0%
770 · Supplies	0.00			
780 · Postage	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	1,500.00	-1,500.00	0.0%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>0.00</u>	<u>1,570.00</u>	<u>-1,570.00</u>	<u>0.0%</u>
Net Ordinary Income	<u>0.00</u>	<u>-1,570.00</u>	<u>1,570.00</u>	<u>0.0%</u>
Net Income	<u>0.00</u>	<u>-1,570.00</u>	<u>1,570.00</u>	<u>0.0%</u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1665 Legal Hotline (1600 Risk Management)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	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				
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
770 · Supplies	0.00			
780 · Postage	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	15,436.26	15,466.66	-30.40	99.8%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	15,436.26	15,566.66	-130.40	99.2%
Net Ordinary Income	-15,436.26	-15,566.66	130.40	99.2%
Net Income	-15,436.26	-15,566.66	130.40	99.2%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	Total 1700 Business Services & Tech.			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	2,000.00	4,000.00	-2,000.00	50.0%
466 · Member Communications	0.00	600.00	-600.00	0.0%
Total Income	<u>2,000.00</u>	<u>4,600.00</u>	<u>-2,600.00</u>	<u>43.5%</u>
Gross Profit	2,000.00	4,600.00	-2,600.00	43.5%
Expense				
620 · Building Expense	1,766.56			
630 · Catering/Hotel	243.50	300.00	-56.50	81.2%
631 · Computer Service and Expense	340.05	3,000.00	-2,659.95	11.3%
770 · Supplies	101.11	708.33	-607.22	14.3%
780 · Postage	0.00	50.00	-50.00	0.0%
781 · Printing	0.00	8,875.00	-8,875.00	0.0%
790 · Subscriptions and Reference	55.40	250.00	-194.60	22.2%
810 · Contract Fees	134,651.52	166,038.95	-31,387.43	81.1%
850 · Telephone	749.85			
860 · Conferences	0.00	616.67	-616.67	0.0%
Total Expense	<u>137,907.99</u>	<u>179,838.95</u>	<u>-41,930.96</u>	<u>76.7%</u>
Net Ordinary Income	<u>-135,907.99</u>	<u>-175,238.95</u>	<u>39,330.96</u>	<u>77.6%</u>
Net Income	<u><u>-135,907.99</u></u>	<u><u>-175,238.95</u></u>	<u><u>39,330.96</u></u>	<u><u>77.6%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1701 Bus Services & Tech Suppt (1700 Business Services & Tech.)			
	Jan 19	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				
620 · Building Expense	1,766.56			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
770 · Supplies	101.11	500.00	-398.89	20.2%
780 · Postage	0.00	50.00	-50.00	0.0%
781 · Printing	0.00	208.33	-208.33	0.0%
790 · Subscriptions and Reference	0.00	200.00	-200.00	0.0%
810 · Contract Fees	154.48			
850 · Telephone	749.85			
860 · Conferences	0.00	450.00	-450.00	0.0%
Total Expense	<u>2,772.00</u>	<u>1,408.33</u>	<u>1,363.67</u>	<u>196.8%</u>
Net Ordinary Income	<u>-2,772.00</u>	<u>-1,408.33</u>	<u>-1,363.67</u>	<u>196.8%</u>
Net Income	<u><u>-2,772.00</u></u>	<u><u>-1,408.33</u></u>	<u><u>-1,363.67</u></u>	<u><u>196.8%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1710 Software Development (1700 Business Services & Tech.)			
	Jan 19	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				
620 · Building Expense	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			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	711.69	916.67	-204.98	77.6%
850 · Telephone	0.00			
860 · Conferences	0.00			
Total Expense	<u>711.69</u>	<u>916.67</u>	<u>-204.98</u>	<u>77.6%</u>
Net Ordinary Income	<u>-711.69</u>	<u>-916.67</u>	<u>204.98</u>	<u>77.6%</u>
Net Income	<u><u>-711.69</u></u>	<u><u>-916.67</u></u>	<u><u>204.98</u></u>	<u><u>77.6%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1730 IT Resource/Security Mgmt. (1700 Business Services & Tech.)			
	Jan 19	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				
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	340.05	3,000.00	-2,659.95	11.3%
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	19,451.14	26,662.50	-7,211.36	73.0%
850 · Telephone	0.00			
860 · Conferences	0.00			
Total Expense	<u>19,791.19</u>	<u>29,662.50</u>	<u>-9,871.31</u>	<u>66.7%</u>
Net Ordinary Income	<u>-19,791.19</u>	<u>-29,662.50</u>	<u>9,871.31</u>	<u>66.7%</u>
Net Income	<u><u>-19,791.19</u></u>	<u><u>-29,662.50</u></u>	<u><u>9,871.31</u></u>	<u><u>66.7%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1770 Business Services Dept. (1700 Business Services & Tech.)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	2,000.00	4,000.00	-2,000.00	50.0%
466 · Member Communications	0.00			
Total Income	<u>2,000.00</u>	<u>4,000.00</u>	<u>-2,000.00</u>	<u>50.0%</u>
Gross Profit	2,000.00	4,000.00	-2,000.00	50.0%
Expense				
620 · Building Expense	0.00			
630 · Catering/Hotel	243.50	300.00	-56.50	81.2%
631 · Computer Service and Expense	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	106,044.22	127,543.11	-21,498.89	83.1%
850 · Telephone	0.00			
860 · Conferences	0.00			
Total Expense	<u>106,287.72</u>	<u>127,843.11</u>	<u>-21,555.39</u>	<u>83.1%</u>
Net Ordinary Income	<u>-104,287.72</u>	<u>-123,843.11</u>	<u>19,555.39</u>	<u>84.2%</u>
Net Income	<u><u>-104,287.72</u></u>	<u><u>-123,843.11</u></u>	<u><u>19,555.39</u></u>	<u><u>84.2%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1780 Communications (1700 Business Services & Tech.)			
	Jan 19	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				
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
770 · Supplies	0.00	208.33	-208.33	0.0%
780 · Postage	0.00			
781 · Printing	0.00	8,666.67	-8,666.67	0.0%
790 · Subscriptions and Reference	55.40	50.00	5.40	110.8%
810 · Contract Fees	8,289.99	10,916.67	-2,626.68	75.9%
850 · Telephone	0.00			
860 · Conferences	0.00	166.67	-166.67	0.0%
Total Expense	8,345.39	20,008.34	-11,662.95	41.7%
Net Ordinary Income	-8,345.39	-19,408.34	11,062.95	43.0%
Net Income	-8,345.39	-19,408.34	11,062.95	43.0%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	Total 1800 Professional & Bus.Develop			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	98.91	90.00	8.91	109.9%
462 · Education Outreach	6,511.00	3,150.00	3,361.00	206.7%
463 · Instructor Development	325.00	0.00	325.00	100.0%
465 · MRE Society	125.00	250.00	-125.00	50.0%
467 · REALTOR Institute	1,345.00	2,665.00	-1,320.00	50.5%
468 · rCRMS	4,120.00	0.00	4,120.00	100.0%
469 · Spring Convention	19,829.00	0.00	19,829.00	100.0%
472 · CRPM	6,981.00	3,285.00	3,696.00	212.5%
Total Income	39,334.91	9,440.00	29,894.91	416.7%
Gross Profit	39,334.91	9,440.00	29,894.91	416.7%
Expense				
620 · Building Expense	798.58			
630 · Catering/Hotel	345.11	390.00	-44.89	88.5%
632 · Copying	0.00	1,000.00	-1,000.00	0.0%
639 · Dues & Commitments.	0.00	150.00	-150.00	0.0%
770 · Supplies	2,096.97	2,375.00	-278.03	88.3%
780 · Postage	23.43	396.00	-372.57	5.9%
786 · Promotion	0.00	1,250.00	-1,250.00	0.0%
787 · Speaker Fees	4,131.89	4,275.00	-143.11	96.7%
810 · Contract Fees	9,356.90	9,425.00	-68.10	99.3%
850 · Telephone	374.92			
855 · Transportation	244.47			
860 · Conferences	2,110.48	1,850.00	260.48	114.1%
Total Expense	19,482.75	21,111.00	-1,628.25	92.3%
Net Ordinary Income	19,852.16	-11,671.00	31,523.16	-170.1%
Net Income	19,852.16	-11,671.00	31,523.16	-170.1%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1801 Prof Dev Support (1800 Professional & Bus.Develop)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	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>			
Gross Profit	0.00			
Expense				
620 · Building Expense	798.58			
630 · Catering/Hotel	272.21	300.00	-27.79	90.7%
632 · Copying	0.00	1,000.00	-1,000.00	0.0%
639 · Dues & Commitments.	0.00	0.00	0.00	0.0%
770 · Supplies	78.93	0.00	78.93	100.0%
780 · Postage	23.43			
786 · Promotion	0.00	0.00	0.00	0.0%
787 · Speaker Fees	0.00			
810 · Contract Fees	476.06	500.00	-23.94	95.2%
850 · Telephone	374.92			
855 · Transportation	0.00			
860 · Conferences	0.00	0.00	0.00	0.0%
Total Expense	<u>2,024.13</u>	<u>1,800.00</u>	<u>224.13</u>	<u>112.5%</u>
Net Ordinary Income	<u>-2,024.13</u>	<u>-1,800.00</u>	<u>-224.13</u>	<u>112.5%</u>
Net Income	<u><u>-2,024.13</u></u>	<u><u>-1,800.00</u></u>	<u><u>-224.13</u></u>	<u><u>112.5%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1815 REALTOR Institute (1800 Professional & Bus.Develop)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	1,345.00	2,665.00	-1,320.00	50.5%
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
472 · CRPM	0.00			
Total Income	<u>1,345.00</u>	<u>2,665.00</u>	<u>-1,320.00</u>	<u>50.5%</u>
Gross Profit	1,345.00	2,665.00	-1,320.00	50.5%
Expense				
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	0.00	0.00	0.0%
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
770 · Supplies	1,518.04	1,975.00	-456.96	76.9%
780 · Postage	0.00	0.00	0.00	0.0%
786 · Promotion	0.00	1,250.00	-1,250.00	0.0%
787 · Speaker Fees	0.00	0.00	0.00	0.0%
810 · Contract Fees	0.00	750.00	-750.00	0.0%
850 · Telephone	0.00			
855 · Transportation	0.00			
860 · Conferences	0.00			
Total Expense	<u>1,518.04</u>	<u>3,975.00</u>	<u>-2,456.96</u>	<u>38.2%</u>
Net Ordinary Income	<u>-173.04</u>	<u>-1,310.00</u>	<u>1,136.96</u>	<u>13.2%</u>
Net Income	<u><u>-173.04</u></u>	<u><u>-1,310.00</u></u>	<u><u>1,136.96</u></u>	<u><u>13.2%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1820 rCRMS (1800 Professional & Bus.Develop)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	4,120.00	0.00	4,120.00	100.0%
469 · Spring Convention	0.00			
472 · CRPM	0.00			
Total Income	<u>4,120.00</u>	<u>0.00</u>	<u>4,120.00</u>	<u>100.0%</u>
Gross Profit	4,120.00	0.00	4,120.00	100.0%
Expense				
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	0.00	0.00	0.0%
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00	0.00	0.00	0.0%
786 · Promotion	0.00			
787 · Speaker Fees	0.00	750.00	-750.00	0.0%
810 · Contract Fees	0.00	0.00	0.00	0.0%
850 · Telephone	0.00			
855 · Transportation	0.00			
860 · Conferences	0.00			
Total Expense	<u>0.00</u>	<u>750.00</u>	<u>-750.00</u>	<u>0.0%</u>
Net Ordinary Income	<u>4,120.00</u>	<u>-750.00</u>	<u>4,870.00</u>	<u>-549.3%</u>
Net Income	<u>4,120.00</u>	<u>-750.00</u>	<u>4,870.00</u>	<u>-549.3%</u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1825 Cert. Res. Prop. Manager (1800 Professional & Bus.Develop)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
472 · CRPM	6,981.00	3,285.00	3,696.00	212.5%
Total Income	<u>6,981.00</u>	<u>3,285.00</u>	<u>3,696.00</u>	<u>212.5%</u>
Gross Profit	6,981.00	3,285.00	3,696.00	212.5%
Expense				
620 · Building Expense	0.00			
630 · Catering/Hotel	31.04	30.00	1.04	103.5%
632 · Copying	0.00			
639 · Dues & Commitments.	0.00	0.00	0.00	0.0%
770 · Supplies	100.00	0.00	100.00	100.0%
780 · Postage	0.00	320.00	-320.00	0.0%
786 · Promotion	0.00	0.00	0.00	0.0%
787 · Speaker Fees	1,769.12	1,875.00	-105.88	94.4%
810 · Contract Fees	40.09	850.00	-809.91	4.7%
850 · Telephone	0.00			
855 · Transportation	90.30			
860 · Conferences	0.00			
Total Expense	<u>2,030.55</u>	<u>3,075.00</u>	<u>-1,044.45</u>	<u>66.0%</u>
Net Ordinary Income	<u>4,950.45</u>	<u>210.00</u>	<u>4,740.45</u>	<u>2,357.4%</u>
Net Income	<u><u>4,950.45</u></u>	<u><u>210.00</u></u>	<u><u>4,740.45</u></u>	<u><u>2,357.4%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	Total 1855 MRE Society (1800 Professional & Bus.Develop)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
465 · MRE Society	125.00	250.00	-125.00	50.0%
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
472 · CRPM	0.00			
Total Income	125.00	250.00	-125.00	50.0%
Gross Profit	125.00	250.00	-125.00	50.0%
Expense				
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
770 · Supplies	400.00	400.00	0.00	100.0%
780 · Postage	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00	0.00	0.00	0.0%
810 · Contract Fees	0.00			
850 · Telephone	0.00			
855 · Transportation	0.00			
860 · Conferences	0.00			
Total Expense	400.00	400.00	0.00	100.0%
Net Ordinary Income	-275.00	-150.00	-125.00	183.3%
Net Income	-275.00	-150.00	-125.00	183.3%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1860 Spring Convention (1800 Professional & Bus.Develop)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
465 · MRE Society	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	19,829.00	0.00	19,829.00	100.0%
472 · CRPM	0.00			
Total Income	<u>19,829.00</u>	<u>0.00</u>	<u>19,829.00</u>	<u>100.0%</u>
Gross Profit	19,829.00	0.00	19,829.00	100.0%
Expense				
620 · Building Expense	0.00			
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%
780 · Postage	0.00			
786 · Promotion	0.00	0.00	0.00	0.0%
787 · Speaker Fees	0.00	0.00	0.00	0.0%
810 · Contract Fees	7,095.35	6,125.00	970.35	115.8%
850 · Telephone	0.00			
855 · Transportation	0.00			
860 · Conferences	0.00			
Total Expense	<u>7,095.35</u>	<u>6,125.00</u>	<u>970.35</u>	<u>115.8%</u>
Net Ordinary Income	<u>12,733.65</u>	<u>-6,125.00</u>	<u>18,858.65</u>	<u>-207.9%</u>
Net Income	<u><u>12,733.65</u></u>	<u><u>-6,125.00</u></u>	<u><u>18,858.65</u></u>	<u><u>-207.9%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1870 Education Outreach (1800 Professional & Bus.Develop)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	6,511.00	3,150.00	3,361.00	206.7%
463 · Instructor Development	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>6,511.00</u>	<u>3,150.00</u>	<u>3,361.00</u>	<u>206.7%</u>
Gross Profit	6,511.00	3,150.00	3,361.00	206.7%
Expense				
620 · Building Expense	0.00			
630 · Catering/Hotel	41.86	45.00	-3.14	93.0%
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
770 · Supplies	0.00	0.00	0.00	0.0%
780 · Postage	0.00	76.00	-76.00	0.0%
786 · Promotion	0.00			
787 · Speaker Fees	2,362.77	1,650.00	712.77	143.2%
810 · Contract Fees	1,745.40	1,200.00	545.40	145.5%
850 · Telephone	0.00			
855 · Transportation	154.17			
860 · Conferences	0.00			
Total Expense	<u>4,304.20</u>	<u>2,971.00</u>	<u>1,333.20</u>	<u>144.9%</u>
Net Ordinary Income	<u>2,206.80</u>	<u>179.00</u>	<u>2,027.80</u>	<u>1,232.8%</u>
Net Income	<u><u>2,206.80</u></u>	<u><u>179.00</u></u>	<u><u>2,027.80</u></u>	<u><u>1,232.8%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1871 Education Development (1800 Professional & Bus.Develop)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	98.91	90.00	8.91	109.9%
462 · Education Outreach	0.00			
463 · Instructor Development	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>98.91</u>	<u>90.00</u>	<u>8.91</u>	<u>109.9%</u>
Gross Profit	98.91	90.00	8.91	109.9%
Expense				
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
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%
780 · Postage	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
810 · Contract Fees	0.00	0.00	0.00	0.0%
850 · Telephone	0.00			
855 · Transportation	0.00			
860 · Conferences	0.00			
Total Expense	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
Net Ordinary Income	<u>98.91</u>	<u>90.00</u>	<u>8.91</u>	<u>109.9%</u>
Net Income	<u><u>98.91</u></u>	<u><u>90.00</u></u>	<u><u>8.91</u></u>	<u><u>109.9%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1872 Instructor Development (1800 Professional & Bus.Develop)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	325.00	0.00	325.00	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>325.00</u>	<u>0.00</u>	<u>325.00</u>	<u>100.0%</u>
Gross Profit	325.00	0.00	325.00	100.0%
Expense				
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	0.00	0.00	0.0%
632 · Copying	0.00			
639 · Dues & Commitments.	0.00	150.00	-150.00	0.0%
770 · Supplies	0.00	0.00	0.00	0.0%
780 · Postage	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00	0.00	0.00	0.0%
810 · Contract Fees	0.00	0.00	0.00	0.0%
850 · Telephone	0.00			
855 · Transportation	0.00			
860 · Conferences	2,110.48	1,850.00	260.48	114.1%
Total Expense	<u>2,110.48</u>	<u>2,000.00</u>	<u>110.48</u>	<u>105.5%</u>
Net Ordinary Income	<u>-1,785.48</u>	<u>-2,000.00</u>	<u>214.52</u>	<u>89.3%</u>
Net Income	<u>-1,785.48</u>	<u>-2,000.00</u>	<u>214.52</u>	<u>89.3%</u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1875 Broker University (1800 Professional & Bus.Develop)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	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	0.00	0.00	0.0%
Gross Profit	0.00	0.00	0.00	0.0%
Expense				
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	15.00	-15.00	0.0%
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
770 · Supplies	0.00	0.00	0.00	0.0%
780 · Postage	0.00	0.00	0.00	0.0%
786 · Promotion	0.00			
787 · Speaker Fees	0.00	0.00	0.00	0.0%
810 · Contract Fees	0.00	0.00	0.00	0.0%
850 · Telephone	0.00			
855 · Transportation	0.00			
860 · Conferences	0.00			
Total Expense	0.00	15.00	-15.00	0.0%
Net Ordinary Income	0.00	-15.00	15.00	0.0%
Net Income	0.00	-15.00	15.00	0.0%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	Total 1900 Operations			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	4,210.69	4,000.00	210.69	105.3%
415 · Rental Income	7,307.78	7,307.78	0.00	100.0%
417 · Gain on Investments	359.62			
430 · Dues Income	7,849,135.00	7,550,030.00	299,105.00	104.0%
435 · Law Book	67.42	50.00	17.42	134.8%
497 · Misc Income	21,784.19	250.00	21,534.19	8,713.7%
Total Income	<u>7,882,864.70</u>	<u>7,561,637.78</u>	<u>321,226.92</u>	<u>104.2%</u>
Gross Profit	7,882,864.70	7,561,637.78	321,226.92	104.2%
Expense				
500 · Salaries/Benefits	232,267.03	235,000.00	-2,732.97	98.8%
605 · Awards/Gifts	489.15	575.00	-85.85	85.1%
620 · Building Expense	13,428.25	17,500.00	-4,071.75	76.7%
630 · Catering/Hotel	6,008.13	6,150.00	-141.87	97.7%
639 · Dues & Commitments.	51,334.00	51,543.00	-209.00	99.6%
640 · Equipment Maintenance/Rental	4,958.61	5,000.00	-41.39	99.2%
690 · Credit Card & EFT Fees/Misc.	105,564.06	107,500.00	-1,935.94	98.2%
770 · Supplies	1,336.45	1,500.00	-163.55	89.1%
780 · Postage	161.82	250.00	-88.18	64.7%
786 · Promotion	1,062.51	1,125.00	-62.49	94.4%
810 · Contract Fees	9,154.72	10,000.00	-845.28	91.5%
850 · Telephone	990.73	3,700.00	-2,709.27	26.8%
867 · Travel	8,242.91	9,000.00	-757.09	91.6%
Total Expense	<u>434,998.37</u>	<u>448,843.00</u>	<u>-13,844.63</u>	<u>96.9%</u>
Net Ordinary Income	<u>7,447,866.33</u>	<u>7,112,794.78</u>	<u>335,071.55</u>	<u>104.7%</u>
Net Income	<u><u>7,447,866.33</u></u>	<u><u>7,112,794.78</u></u>	<u><u>335,071.55</u></u>	<u><u>104.7%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1000 General Overhead (1900 Operations)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	4,210.69	4,000.00	210.69	105.3%
415 · Rental Income	0.00			
417 · Gain on Investments	359.62			
430 · Dues Income	0.00			
435 · Law Book	67.42	50.00	17.42	134.8%
497 · Misc Income	21,784.19	250.00	21,534.19	8,713.7%
Total Income	<u>26,421.92</u>	<u>4,300.00</u>	<u>22,121.92</u>	<u>614.5%</u>
Gross Profit	26,421.92	4,300.00	22,121.92	614.5%
Expense				
500 · Salaries/Benefits	0.00			
605 · Awards/Gifts	430.00	475.00	-45.00	90.5%
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	4,958.61	5,000.00	-41.39	99.2%
690 · Credit Card & EFT Fees/Misc.	105,564.06	107,500.00	-1,935.94	98.2%
770 · Supplies	1,336.45	1,500.00	-163.55	89.1%
780 · Postage	0.00			
786 · Promotion	0.00			
810 · Contract Fees	6,542.00	6,700.00	-158.00	97.6%
850 · Telephone	990.73	3,700.00	-2,709.27	26.8%
867 · Travel	0.00			
Total Expense	<u>119,821.85</u>	<u>124,875.00</u>	<u>-5,053.15</u>	<u>96.0%</u>
Net Ordinary Income	<u>-93,399.93</u>	<u>-120,575.00</u>	<u>27,175.07</u>	<u>77.5%</u>
Net Income	<u><u>-93,399.93</u></u>	<u><u>-120,575.00</u></u>	<u><u>27,175.07</u></u>	<u><u>77.5%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1402 Individual Dues (1400 Dues)			
	Jan 19	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	18,455.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	<u>18,455.00</u>			
Gross Profit	18,455.00			
Expense				
500 · Salaries/Benefits	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	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			
786 · Promotion	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>18,455.00</u>			
Net Income	<u><u>18,455.00</u></u>			

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1404 NAR Institute Affiliates (1400 Dues)			
	Jan 19	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	5,530.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	<u>5,530.00</u>			
Gross Profit	5,530.00			
Expense				
500 · Salaries/Benefits	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	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			
786 · Promotion	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>5,530.00</u>			
Net Income	<u><u>5,530.00</u></u>			

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1400 Dues - Other (1400 Dues)			
	Jan 19	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	7,825,150.00	7,550,030.00	275,120.00	103.6%
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	<u>7,825,150.00</u>	<u>7,550,030.00</u>	<u>275,120.00</u>	<u>103.6%</u>
Gross Profit	7,825,150.00	7,550,030.00	275,120.00	103.6%
Expense				
500 · Salaries/Benefits	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	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			
786 · Promotion	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>7,825,150.00</u>	<u>7,550,030.00</u>	<u>275,120.00</u>	<u>103.6%</u>
Net Income	<u><u>7,825,150.00</u></u>	<u><u>7,550,030.00</u></u>	<u><u>275,120.00</u></u>	<u><u>103.6%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January 2019

	Total 1400 Dues (1900 Operations)			
	Jan 19	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	7,849,135.00	7,550,030.00	299,105.00	104.0%
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	<u>7,849,135.00</u>	<u>7,550,030.00</u>	<u>299,105.00</u>	<u>104.0%</u>
Gross Profit	7,849,135.00	7,550,030.00	299,105.00	104.0%
Expense				
500 · Salaries/Benefits	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	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			
786 · Promotion	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>7,849,135.00</u>	<u>7,550,030.00</u>	<u>299,105.00</u>	<u>104.0%</u>
Net Income	<u><u>7,849,135.00</u></u>	<u><u>7,550,030.00</u></u>	<u><u>299,105.00</u></u>	<u><u>104.0%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1901 Operations & Strategic Sup (1900 Operations)			
	Jan 19	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			
497 · Misc Income	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	156.56	200.00	-43.44	78.3%
639 · Dues & Commitments.	1,334.00	1,400.00	-66.00	95.3%
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	161.82	250.00	-88.18	64.7%
786 · Promotion	497.45	500.00	-2.55	99.5%
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	<u>2,149.83</u>	<u>2,350.00</u>	<u>-200.17</u>	<u>91.5%</u>
Net Ordinary Income	<u>-2,149.83</u>	<u>-2,350.00</u>	<u>200.17</u>	<u>91.5%</u>
Net Income	<u><u>-2,149.83</u></u>	<u><u>-2,350.00</u></u>	<u><u>200.17</u></u>	<u><u>91.5%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1903 Association Relations (1900 Operations)			
	Jan 19	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			
497 · Misc Income	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	5,471.20	5,500.00	-28.80	99.5%
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			
786 · Promotion	565.06	625.00	-59.94	90.4%
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	<u>6,036.26</u>	<u>6,125.00</u>	<u>-88.74</u>	<u>98.6%</u>
Net Ordinary Income	<u>-6,036.26</u>	<u>-6,125.00</u>	<u>88.74</u>	<u>98.6%</u>
Net Income	<u><u>-6,036.26</u></u>	<u><u>-6,125.00</u></u>	<u><u>88.74</u></u>	<u><u>98.6%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1905 National Meetings (1900 Operations)			
	Jan 19	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			
497 · Misc Income	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
639 · Dues & Commitments.	50,000.00	50,143.00	-143.00	99.7%
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
786 · Promotion	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	4,612.58	5,000.00	-387.42	92.3%
Total Expense	54,612.58	55,143.00	-530.42	99.0%
Net Ordinary Income	-54,612.58	-55,143.00	530.42	99.0%
Net Income	-54,612.58	-55,143.00	530.42	99.0%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1920 EXCOM & Director Support (1900 Operations)			
	Jan 19	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			
497 · Misc Income	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
605 · Awards/Gifts	59.15	100.00	-40.85	59.2%
620 · Building Expense	0.00			
630 · Catering/Hotel	380.37	450.00	-69.63	84.5%
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			
786 · Promotion	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	3,630.33	4,000.00	-369.67	90.8%
Total Expense	<u>4,069.85</u>	<u>4,550.00</u>	<u>-480.15</u>	<u>89.4%</u>
Net Ordinary Income	<u>-4,069.85</u>	<u>-4,550.00</u>	<u>480.15</u>	<u>89.4%</u>
Net Income	<u><u>-4,069.85</u></u>	<u><u>-4,550.00</u></u>	<u><u>480.15</u></u>	<u><u>89.4%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1955 Public Relations (1900 Operations)			
	Jan 19	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			
497 · Misc Income	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	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			
786 · Promotion	0.00			
810 · Contract Fees	2,098.80	2,500.00	-401.20	84.0%
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	<u>2,098.80</u>	<u>2,500.00</u>	<u>-401.20</u>	<u>84.0%</u>
Net Ordinary Income	<u>-2,098.80</u>	<u>-2,500.00</u>	<u>401.20</u>	<u>84.0%</u>
Net Income	<u><u>-2,098.80</u></u>	<u><u>-2,500.00</u></u>	<u><u>401.20</u></u>	<u><u>84.0%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	1990 Personnel (1900 Operations)			
	Jan 19	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			
497 · Misc Income	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	232,267.03	235,000.00	-2,732.97	98.8%
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	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			
786 · Promotion	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	<u>232,267.03</u>	<u>235,000.00</u>	<u>-2,732.97</u>	<u>98.8%</u>
Net Ordinary Income	<u>-232,267.03</u>	<u>-235,000.00</u>	<u>2,732.97</u>	<u>98.8%</u>
Net Income	<u><u>-232,267.03</u></u>	<u><u>-235,000.00</u></u>	<u><u>2,732.97</u></u>	<u><u>98.8%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2019

	6000 Building (1900 Operations)			
	Jan 19	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	7,307.78	7,307.78	0.00	100.0%
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	<u>7,307.78</u>	<u>7,307.78</u>	<u>0.00</u>	<u>100.0%</u>
Gross Profit	7,307.78	7,307.78	0.00	100.0%
Expense				
500 · Salaries/Benefits	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	13,428.25	17,500.00	-4,071.75	76.7%
630 · Catering/Hotel	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			
786 · Promotion	0.00			
810 · Contract Fees	513.92	800.00	-286.08	64.2%
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	<u>13,942.17</u>	<u>18,300.00</u>	<u>-4,357.83</u>	<u>76.2%</u>
Net Ordinary Income	<u>-6,634.39</u>	<u>-10,992.22</u>	<u>4,357.83</u>	<u>60.4%</u>
Net Income	<u><u>-6,634.39</u></u>	<u><u>-10,992.22</u></u>	<u><u>4,357.83</u></u>	<u><u>60.4%</u></u>