



SEEING CLEARLY TOGETHER

JANUARY 2020 FINANCIALS

Mary Roberts, President

K. Michelle Lind, CEO

ARIZONA REALTORS®

MONTHLY FINANCIAL PACKAGE

January 2020

FINANCIAL SUMMARY

NOTES.....5-7
SUMMARY BALANCE SHEET8
GROUPED BALANCE SHEET.....9-11

FINANCIAL DETAILS

BALANCE SHEET13-15
OPERATING RESERVE16
ISSUES MOBILIZATION.....17
CAPITAL RESERVE18
STRATEGIC INITIATIVE19
AAR & RAPAC.....20
ALL FUNDS BUDGET VS. ACTUAL.....21-22
OPERATING BUDGET VS. ACTUAL.....23

LEGISLATIVE & POLITICAL AFFAIRS.....24

GOVERNMENT AREA SUPPORT25
LEGISLATIVE ADVOCACY26
LOCAL LOBBYING SUPPORT.....27
LEGISLATIVE POLICY DEVELOPMENT.....28
FUNDRAISING SUPPORT.....29
FUNDRAISING LIAISON SUPPORT30
ELECTION YEAR ACTIVITIES.....31
GOVERNMENTAL COMMUNICATION32
POLITICAL RESEARCH.....33

RISK MANAGEMENT34

RISK MANAGEMENT SUPPORT.....35
LEGAL SUPPORT36
PROFESSIONAL STANDARDS ENFORCEMENT.....37
PROFESSIONAL STANDARDS TRAINING.....38
ALTERNATIVE DISPUTE RESOLUTION39
RISK MANAGEMENT PUBLICATIONS.....40
FORMS DEVELOPMENT41
LEGAL HOTLINE42

BUSINESS SERVICES & TECHNOLOGY.....43

BUSINESS SERVICES & TECHNOLOGY SUPPORT.....44
IT RESOURCE/SECURITY MANAGEMENT45
BUSINESS SERVICES DEPT46
COMMUNICATIONS.....47

| | |
|--|-----------|
| PROFESSIONAL & BUSINESS DEVELOPMENT | 48 |
| PROFESSIONAL DEVELOPMENT SUPPORT..... | 49 |
| REALTOR® INSTITUTE..... | 50 |
| rCRMS..... | 51 |
| CERTIFIED RESIDENTIAL PROPERTY MANAGER..... | 52 |
| MRE SOCIETY..... | 53 |
| SPRING CONVENTION | 54 |
| EDUCATION OUTREACH..... | 55 |
| EDUCATION DEVELOPMENT | 56 |
| INSTRUCTOR DEVELOPMENT..... | 57 |
| BROKER UNIVERSITY | 58 |
| | |
| OPERATIONS & STRATEGIC INITIATIVES | 59 |
| GENERAL OVERHEAD..... | 60 |
| DUES | 61-64 |
| OPERATIONS & STRATEGIC SUPPORT..... | 65 |
| ASSOCIATION RELATIONS | 66 |
| NATIONAL MEETINGS..... | 67 |
| EXCOM & DIRECTOR SUPPORT..... | 68 |
| PUBLIC RELATIONS..... | 69 |
| PERSONNEL..... | 70 |
| BUILDING..... | 71 |



SEEING CLEARLY TOGETHER

FINANCIAL SUMMARY



MONTHLY FINANCIAL NOTES

January 2020

Income/Expense Summary (Operating Budget vs. Actual)

| | <u>2020 Y-T-D Actual</u> | <u>Budget</u> | <u>Variance</u> |
|-------------------|--------------------------|---------------|-----------------|
| Income | | | |
| Dues | \$ 8,210,475 | \$ 7,900,000 | \$ 310,475 |
| Other | \$ 59,615 | \$ 31,746 | \$ 27,868 |
| Total Income | \$ 8,270,090 | \$ 7,931,746 | \$ 338,343 |
| Expenses | \$ 685,134 | \$ 840,951 | \$ (155,816) |
| Net Income (Loss) | \$ 7,584,955 | \$ 7,090,795 | \$ 494,160 |

Year-to-date income exceeds expense by \$7,584,955. This amount compares favorably with projected net income of \$7,090,795 for the reporting period, therefore, we have a positive year-to-date variance of \$494,160.

RESERVE FUNDS

Operating Reserve (Bylaw Article IV, Section 1; Policy B.6) - The balance as of January 1, 2020 was \$8,956,144 inclusive of UBS RMA and BlackRock Accounts. The current balance is \$8,984,329. There were no deposits or withdrawals this period. The fund has seen a change in value of \$28,184.

REALTORS® Issues Mobilization Fund (Bylaw Article IV, Section 3; Policy B.6 & RIMC Policies) - The balance as of January 1, 2020 was \$6,345,487 inclusive of the UBS RMA, Q-GARP, Dividend Ruler, Portfolio Management and BlackRock Accounts. The current balance is \$6,338,890. There were \$4,300 in deposits from contributions. These accounts have seen a change in value of (\$6,597).

Capital Reserve (Bylaw Article IV, Section 2; Policy B.6) - The balance as of January 1, 2020 was \$4,788,905 inclusive of the UBS RMA, Q-GARP, Dividend Ruler, Portfolio Management and BlackRock Accounts. The current balance is \$4,790,594. There were no deposits and \$5,929 in withdrawals for computer networking and equipment. These accounts have seen a change in value of \$1,689.

Strategic Initiatives Reserve (Bylaw Article IV, Section 4; Policy B.6) - The balance as of January 1, 2020 was \$2,230,790 inclusive of the MidFirst checking, UBS RMA, Q-GARP, Dividend Ruler, Portfolio Account Management and BlackRock Accounts. The current balance is \$2,234,741. There were no deposits or withdrawals this period. The fund has seen a change in value of \$3,951.

PRIMARY COMMITTEES

Note: Changes to the Generally Accepted Accounting Principles (GAAP) that became effective year ending December 31, 2018 require general building expenses (620) to be allocated to each department area in proportion to the total office space the area occupies and other overhead expenses (i.e., computer service(631), equipment maintenance (640), etc.) based upon staffing and past use. Therefore, the budget amounts for these categories reflect post journal entry estimates and will not be addressed in detail in these Financial Notes.

Page 24: LEGISLATIVE AND POLITICAL AFFAIRS

Expenses are **under** budget primarily due to: 1501 - *Government Area Support* is under budget due to building expenses being lower than budgeted; 1510 - *Legislative Advocacy* is under budget due to Greater Phoenix Chamber of Commerce dues not yet requested; 1545 - *Local Lobbying Support* is under budget due to no travel expenses incurred; 1550 - *Legislative Policy Development* is slightly under budget for costs to host REALTOR® Day at the Capitol; 1560 - *Fundraising Support* is under budget due to a change in Major Investor gifts and committee discussion that delayed order; 1575 - *Federal Liaison Support* is under budget due to a lack of events to date; 1585 - *Governmental Communication* is under budget due to REALTOR® Party video expenses less than budgeted and no printing necessary at this time; 1596 - *Political Research* is under budget due to no research conducted.

Overall the Legislative & Political Affairs Area has a positive net variance of \$64,950 Y-T-D.

Adjustments/Recommendations: *None at this time.*

Page 34: RISK MANAGEMENT

Expenses are **under** budget primarily due to: 1601 – *Risk Management Support*: Building Expenses and Equipment Maintenance/Rental are under budget and Conferences is under budget because registration for NAR midyear in D.C. took place in February, not January; 1602 – *Legal Support*: Contract Fees is under budget as we paid only \$414.52 to outside legal counsel in January and Subscriptions and Reference is under budget as State Bar Dues were previously paid; 1605 – *PS Enforcement*: Contract Fees are under budget because we had limited need for court reporters in January and income is more than estimated due to fines being paid from decisions rendered in the fourth quarter of 2019; 1610 – *PS Training*: Catering/Hotel is under budget because the Black Canyon Conference Center costs for the PS Workshop in February have not yet been paid and Speaker Fees are under budget because the February 2020 PS Workshop speaker was paid in February; 1618 – *Alt Dispute Resolution*: slightly under budget; 1625 – *Risk Management Publications*: Promotion is under budget because it has not yet been necessary for us to send out any ASAP text alerts; and 1650 – *Forms Development*: Contract Fees is under budget as some of the Spanish translation fees will not be paid until February; 1665 - *Legal Hotline*: slightly under budget. **Overall, the Risk Management Area has a positive net variance of \$35,204 Y-T-D.** Adjustments/Recommendations: *None*

Page 43: BUSINESS SERVICES AND TECHNOLOGY

Income is over budget due to DocuSign December and January invoice payment. Expenses are **under** budget primarily due to: 1701 - *Business Services & Tech Support*: building expense is under budget; 1730 - *IT Resource & Security Management*: under budget due to: less than expected contract fee costs associated to nVision Network managed service and less than expected contract fee costs associated Flexential Rack and Internal Chargers; 1770 - *Business Services Dept.*: charges for Real Estate Digital, Go Paperless are under budget as January billing reflects 2019 total users as the 2020 adjustment has not yet been calculated; 1780 - *Communications*: under budget due to less than anticipated costs for Website Maintenance Consultation. **Overall, the Business Services & Technology Area has a positive net variance of \$7,865 Y-T-D.** Adjustments/Recommendations: *None.*

Page 48: PROFESSIONAL AND BUSINESS DEVELOPMENT

Overall expenses are **under** budget. 1801 - *Professional Development Support*: building, copying, postage, and contract fees are under budget, Contract Fees are under budget resulting from event website expenses absorbed in the new registration platform, Promotion is under budget reflecting actual costs utilized for Facebook ads, Travel over budget due to 2019 travel expense not hitting credit card bill until January 2020; 1815 - *REALTOR® Institute* expenses under budget in promotion reflecting actual scholarship disbursements year to date; 1820 - *rCRMS*

expense in Speaker fee under budget due to timing of receipt of speaker invoices; 1825 - *CRPM* speaker fees over budget due to earlier than anticipated classes offered; 1855 - *MRES Society* income under budget based on application renewal timing; 1860 - *Spring Convention* expenses under budget for postage based on actual membership numbers for printed postcard mailing and over budget for printing, contract fees under budget reflecting timing for marketing/graphic expenses and change in online registration platform; 1870 - *Education Outreach*: is under budget overall; 1871 - *Education Development*: reflects income due to Paperless Agent and NAR payment for 4th quarter online revenue shares; 1872 - *Instructor Development*: Contract Fees over budget reflecting earlier than anticipated registration disbursement for the Bob Pike Train the Trainer Bootcamp scholarship; 1875 - *Broker University*: under budget due to no expenses. **Overall the Professional & Business Development Area has a positive net variance of \$38,952 Y-T-D.** Adjustments/Recommendations: None

Page 59: OPERATIONS AND STRATEGIC INITIATIVES

Income is **over** budget primarily due to higher than budgeted dues income, law book sales, and interest income offset by less than budgeted rental income. **There were 43,181 fully paid members for the reporting period. During the same period in 2019 there were 41,075 paid members. This represents a 5.1% increase in paid members for the same period in 2019.** (*Note: The 2020 budget was prepared anticipating an overall annual paid member increase of 2% from the 2019 budget projection.*) **Expenses were under budget overall** primarily due to: 1000 - *General Overhead* significantly less than budgeted Equipment Maintenance/Rental, Credit Card/EFT and contract fees; 1901 - *Operations Support* slightly less expenses than budgeted overall, primarily postage and promotion expenses; 1903 - *Association Relations* slightly less expenses than budgeted; 1905 - *National Meetings* slightly less than budgeted Region XI dues; 1920 - *ExCom & Director Support* slightly less than budgeted catering expenses and supplies; 1955 - *Public Relations* contract for PR firm less than budgeted; 1990 - *Personnel* less than budgeted; 6000 - *Building* expenses less than budgeted income due to past due rent from one tenant and less than budgeted building expenses for this period. **Overall, the Operations & Strategic Initiatives Area has a positive net variance of \$347,747 Y-T-D.** Adjustments/Recommendations: None.

**Arizona Association of REALTORS®
 Summary Balance Sheet
 January 2020**

| | <u>1/31/2020</u> |
|---------------------------------------|------------------------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | 32,122,558.59 |
| Accounts Receivable | 15,801.95 |
| Other Current Assets | <u>45,637.51</u> |
| Total Current Assets | 32,183,998.05 |
| Fixed Assets | 2,329,380.69 |
| Other Assets | <u>0.00</u> |
| TOTAL ASSETS | <u><u>34,513,378.74</u></u> |
| | |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | 23,415.21 |
| Credit Cards | 34,663.03 |
| Other Current Liabilities | <u>73,174.30</u> |
| Total Current Liabilities | 131,252.54 |
| Long Term Liabilities | <u>74,076.99</u> |
| Total Liabilities | 205,329.53 |
| Equity | <u>34,308,049.21</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>34,513,378.74</u></u> |

Arizona Association of REALTORS®
Grouped Balance Sheet
January 2020

January 31, 2020

ASSETS

Current Assets

Checking/Savings

AAR General Accounts

| | | | |
|---------------------------------------|------------|--------------|--------------|
| Operating Account - MIDFIRST Checking | 296,147.28 | | |
| AFLAC 125 Claims Reimb. MIDFIRST | 13,240.86 | | |
| Operating Account - CHASE Checking | 5,521.90 | 314,910.04 | |
| AAR UBS RMA Money Market | | 9,337,041.72 | |
| Combined AAR General Accounts | | | 9,651,951.76 |

Capital Accounts

| | | | |
|---|--|--------------|--------------|
| Capital Purchase - UBS Portfolio Mgmt. | | 268,184.33 | |
| Capital Purchase - BlackRock | | 2,132,724.37 | |
| Capital Reserve Fund - UBS Checking RMA | | 2,118,300.52 | |
| Capital Reserve - Q-GARP | | 156,966.20 | |
| Capital Reserve - Dividend Ruler | | 114,418.99 | |
| Combined Capital Accounts | | | 4,790,594.41 |

Operating Accounts

| | | | |
|--------------------------------------|--|--------------|--------------|
| Operating Reserve - UBS Checking RMA | | 3,638,940.45 | |
| Operating Reserve - BlackRock | | 5,345,388.90 | |
| Combined Operating Accounts | | | 8,984,329.35 |

Strategic Initiative

| | | | |
|--|--|--------------|--------------|
| Strategic Initiative - UBS Portfolio Mgmt. | | 163,232.08 | |
| Strategic Initiatives - BlackRock | | 1,030,158.07 | |
| Strategic Initiative - UBS RMA | | 727,760.52 | |
| Strategic Initiative Checking - MIDFIRST | | 88,389.45 | |
| Strategic Initiative - Q_GARP | | 113,743.33 | |
| Strategic Initiative - Dividend Ruler | | 111,457.92 | |
| Combined Strategic Initiative Accounts | | | 2,234,741.37 |

Issues Mobilization Accounts

| | | | |
|-----------------------------------|--|--------------|--------------|
| Issues Mob - UBS RMA | | 3,845,683.06 | |
| Issues Mob - Portfolio Management | | 1,027,464.41 | |
| Issues Mob - BlackRock | | 418,840.37 | |
| Issues Mob - Q_GARP | | 603,184.53 | |
| Issues Mob - Dividend Ruler | | 443,717.75 | |
| Combined Issues Mob Accounts | | | 6,338,890.12 |

Arizona Homeownership Alliance - UBS RMA

| | | | |
|--|--|------------|------------|
| | | 100,694.21 | |
| | | | 100,694.21 |

Political Survival Fund

| | | | |
|--|--|----------|----------|
| | | 1,350.71 | |
| | | | 1,350.71 |

Property Management

| | | | |
|---|--|-----------|-----------|
| Cash-AZ Bank & Trust - Preserve Property Management | | 20,006.66 | |
| | | | 20,006.66 |

**Arizona Association of REALTORS®
Grouped Balance Sheet
January 2020**

January 31, 2020

| | | |
|---------------------------------|--|-----------------------------|
| | Total Checking/Savings | <u>32,122,558.59</u> |
| Accounts Receivable | | |
| A/R - Trade | | 15,801.95 |
| A/R - Cvent | 10,206.90 | |
| Due From Region 11 | 0.00 | |
| Due From PSF Fund to IM | 0.00 | |
| | <u>Total Accounts Receivable</u> | 10,206.90 |
| Other Current Assets | | |
| Prepaid Expenses and Deposits | 37.60 | |
| Monthly Prepays | 35,393.01 | |
| | <u>Total Prepaid Expenses and Deposits</u> | 35,430.61 |
| | <u>Total Other Current Assets</u> | 45,637.51 |
| Total Current Assets | | <u>32,183,998.05</u> |
| Fixed Assets | | |
| Property and Equipment | | |
| 151 · A/D - Furn & Equipment | -197,691.97 | |
| 157 · A/D - Computer | -611,275.16 | |
| 161 · A/D - Leashold Imprvments | -981,183.08 | |
| 165 · A/D - Building Osborn | -1,044,025.24 | |
| 167 · A/D - Tenant Improvements | -76,273.25 | |
| | <u>Total Accumulated Depreciation</u> | -2,910,448.70 |
| 150 · Furniture & Equipment | 320,107.08 | |
| 156 · Computer | 711,201.11 | |
| 160 · Leasehold Improvements | 1,514,684.19 | |
| 163 · Land - Osborn | 617,737.40 | |
| 164 · Building - Osborn | 1,995,153.78 | |
| 166 · Tenant Improvements | 80,945.83 | |
| | <u>Total Property and Equipment</u> | 5,239,829.39 |
| Total Fixed Assets | | 2,329,380.69 |
| Other Assets | | |
| Loan Cost / Leasing Commissions | | |
| Note Receivable | 0.00 | |
| | <u>Total Other Assets</u> | 0.00 |
| TOTAL ASSETS | | <u><u>34,513,378.74</u></u> |

**Arizona Association of REALTORS®
Grouped Balance Sheet
January 2020**

January 31, 2020

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

Accounts Payable

23,415.21

Total Accounts Payable

23,415.21

Credit Cards

MidFirst Business Visa

34,663.03

Total Credit Cards

34,663.03

Other Current Liabilities

Due to NAR

0.00

Due to Region 11

0.00

Sales Tax Payable

0.00

Combined Current Liabilities

0.00

Accrued Salaries & P/R Taxes

16,135.18

Total Accrued Salaries & P/R Taxes

16,135.18

Security Deposits Payable - Osborn

9,642.10

Deferred Dues Income

0.00

Deferred Income - Other

11,000.00

Deferred Income Issues Mob

0.00

Stale Dated Checks/Escheat

1,363.71

Arbitration Case Pending

3,860.13

Current portion of LTD

31,173.18

57,039.12

Total Other Current Liabilities

73,174.30

Total Current Liabilities

131,252.54

Long Term Liabilities

Capital Lease Payable

74,076.99

Total Long Term Liabilities

74,076.99

TOTAL LIABILITIES

205,329.53

Equity

Temporarily restricted

304 · Fund Balance - Issues Mobilization

698,163.00

Total Temporarily restricted

698,163.00

Unrestricted/Designated

302 · Fund Balance - Operating Reserve

8,956,145.00

303 · Fund Balance - Capital

4,788,905.00

305 · Fund Balance - Issues Mobilization

5,647,323.00

307 · Fund Balance - Strategic Initiative

2,230,789.00

308 Fund Balance - AZ Homeownership

100,671.00

Total Unrestricted/Designated

21,723,833.00

3900 · Unrestricted/Undesignated

4,273,778.83

Net Income

7,612,274.38

Total Equity

34,308,049.21

TOTAL LIABILITIES & EQUITY

34,513,378.74



SEEING CLEARLY TOGETHER

FINANCIAL DETAILS

Balance Sheet

As of January 31, 2020

03/03/20

Accrual Basis

| | Jan 31, 20 |
|---|----------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| 1000 · Combined Operating Cash Account | |
| 100.3 · Operating Acc. - MidFirst 2997 | 296,147.28 |
| 100.4 · AFLAC 125 Claims - MidFirst | 13,240.86 |
| 101.3 · Operating Account - CHASE 1442 | 5,521.90 |
| 101.5 · UBS - AAR Main RMA | 9,337,041.72 |
| Total 1000 · Combined Operating Cash Account | 9,651,951.76 |
| 1005 · Q-GARP Portfolio - UBS | |
| 1005.1 · Strategic Initiative Q-GARP | 113,743.33 |
| 1005.2 · Capital Reserve Q-GARP | 156,966.20 |
| 1005.3 · Issues Mob. Q-GARP | 603,184.53 |
| Total 1005 · Q-GARP Portfolio - UBS | 873,894.06 |
| 1006 · Dividend Ruler Portfolio - UBS | |
| 1006.1 · Strategic Initiative Div. Ruler | 111,457.92 |
| 1006.2 · Capital Reserve Dividend Ruler | 114,418.99 |
| 1006.3 · Issues Mob. Dividend Ruler | 443,717.75 |
| Total 1006 · Dividend Ruler Portfolio - UBS | 669,594.66 |
| 1007 · Portfolio Management - UBS | |
| 1007.1 · Strat Initiative Portfolio Mgmt | 163,232.08 |
| 1007.2 · Capital Reserve Portfolio Mgmt | 268,184.33 |
| 1007.3 · Issues Mob. Portfolio Mgmt | 1,027,464.41 |
| Total 1007 · Portfolio Management - UBS | 1,458,880.82 |
| 10081 · BlackRock - UBS | |
| 10081.1 · Capital Reserve - BlackRock | 2,132,724.37 |
| 10081.2 · Operating Reserve - BlackRock | 5,345,388.90 |
| 10081.3 · Issues Mobilization - BlackRock | 418,840.37 |
| 10081.4 · Strategic Initiative - BlackRoc | 1,030,158.07 |
| Total 10081 · BlackRock - UBS | 8,927,111.71 |
| 101.40 · Combined Strategic Initiative | |
| 101.43 · Strategic Initiative - UBS | 727,760.52 |
| 101.44 · Strategic Init Check - MidFirst | 88,389.45 |
| Total 101.40 · Combined Strategic Initiative | 816,149.97 |
| 101.66 · Operating Reserve Net | |
| 102 · Cash in Op Reserve - UBS | 3,638,940.45 |
| Total 101.66 · Operating Reserve Net | 3,638,940.45 |
| 103 · Capital Reserve Checking RMA | 2,118,300.52 |
| 104 · Issues Mob Accounts - UBS | |
| 104.4 · Issues Mob Fund - UBS RMA | 3,845,683.06 |
| Total 104 · Issues Mob Accounts - UBS | 3,845,683.06 |
| 105 · Cash-AZ Bank & Trust/Prop Mgmt | 20,006.66 |
| 106.. · AZ Homeownership Alliance RMA | 100,694.21 |
| 111. · PSF | |
| 111 · Political Survival Fund | 1,350.71 |
| Total 111. · PSF | 1,350.71 |
| Total Checking/Savings | 32,122,558.59 |
| Accounts Receivable | |
| 112 · A/R | 15,801.95 |
| Total Accounts Receivable | 15,801.95 |
| Other Current Assets | |
| Prepaid Expenses and Deposits | |
| 123 · Monthly Prepays | |

Balance Sheet

As of January 31, 2020

| | Jan 31, 20 |
|---|----------------------|
| 123.008 · February Pre-Paid | -322.30 |
| 123.009 · March Pre-Paid | 31,897.34 |
| 123.011 · May Pre-Paid | 2,500.00 |
| 123.015 · September Pre-Paid | 76.30 |
| 123.016 · October Pre-Paid | 1,241.67 |
| Total 123 · Monthly Prepays | 35,393.01 |
| 124 · Prepaid Expenses | |
| 124.2 · Prepaid Postage-Pitney Bowes | 37.60 |
| Total 124 · Prepaid Expenses | 37.60 |
| Total Prepaid Expenses and Deposits | 35,430.61 |
| 112.110 · A/R Misc. | |
| 113.10 · A/R - Regonline | 10,206.90 |
| Total 112.110 · A/R Misc. | 10,206.90 |
| Total Other Current Assets | 45,637.51 |
| Total Current Assets | 32,183,998.05 |
| Fixed Assets | |
| Property and Equipment | |
| Total Accumulated Depreciation | |
| 151 · A/D - Furn & Equipment | -197,691.97 |
| 157 · A/D - Computer | -611,275.16 |
| 161 · A/D - Leasehold Imprvments | -981,183.08 |
| 165 · A/D - Building Osborn | -1,044,025.24 |
| 167 · A/D - Tenant Improvements | -76,273.25 |
| Total Total Accumulated Depreciation | -2,910,448.70 |
| 150 · Furniture & Equipment | 320,107.08 |
| 156 · Computer | 711,201.11 |
| 160 · Leasehold Improvements | 1,514,684.19 |
| 163 · Land - Osborn | 617,737.40 |
| 164 · Building - Osborn | 1,995,153.78 |
| 166 · Tenant Improvements | 80,945.83 |
| Total Property and Equipment | 2,329,380.69 |
| Total Fixed Assets | 2,329,380.69 |
| TOTAL ASSETS | 34,513,378.74 |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| 200 · Accounts Payable | 23,415.21 |
| Total Accounts Payable | 23,415.21 |
| Credit Cards | |
| 203.1 · MidFirst Business Credit Card | 34,663.03 |
| Total Credit Cards | 34,663.03 |
| Other Current Liabilities | |
| 214 · Accrued Salaries & P/R Taxes | |
| 2100 · Payroll Liabilities | 11,277.02 |
| 214 · Accrued Salaries & P/R Taxes - Other | 4,858.16 |
| Total 214 · Accrued Salaries & P/R Taxes | 16,135.18 |
| 215 · Security Deposits Payable - Osb | 9,642.10 |
| 228 · Deferred Income | |
| 232 · Deferred Income Other | 11,000.00 |
| Total 228 · Deferred Income | 11,000.00 |
| 240 · Stale Dated Checks/Escheat | 1,363.71 |
| 275 · Arbitration Case Pending | 3,860.13 |

Balance Sheet

As of January 31, 2020

| | Jan 31, 20 |
|---------------------------------------|----------------------|
| 295 · Current portion of LTD | 31,173.18 |
| Total Other Current Liabilities | 73,174.30 |
| Total Current Liabilities | 131,252.54 |
| Long Term Liabilities | |
| 285 · Capital Lease Payable | 74,076.99 |
| Total Long Term Liabilities | 74,076.99 |
| Total Liabilities | 205,329.53 |
| Equity | |
| Temporarily restricted | |
| 304 · Fund Bal - Issues Mobilization | 698,163.00 |
| Total Temporarily restricted | 698,163.00 |
| Unrestricted/Designated | |
| 302 · Fund Bal - Operating Reserve | 8,956,145.00 |
| 303 · Fund Bal - Capital | 4,788,905.00 |
| 305 · Fund Bal - Issues Mobilization | 5,647,323.00 |
| 307 · Fund Bal - Strategic Initiative | 2,230,789.00 |
| 308 · Fund Bal - AZ Homeownership | 100,671.00 |
| Total Unrestricted/Designated | 21,723,833.00 |
| 3900 · Unrestricted/Undesignated | 4,273,778.83 |
| Net Income | 7,612,274.38 |
| Total Equity | 34,308,049.21 |
| TOTAL LIABILITIES & EQUITY | 34,513,378.74 |

2020 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 | \$ 3,634,179.74 | | | | | | | | | | | | | \$ 3,634,179.74 |
| Dividend and Interest Income (including accrued) | | | \$4,760.71 | | | | | | | | | | | | \$4,760.71 |
| Deposits | | | | | | | | | | | | | | | \$0.00 |
| Withdrawals | | | | | | | | | | | | | | | \$0.00 |
| Change in Market Value | | | | | | | | | | | | | | | \$0.00 |
| Total | | | | | | | | | | | | | | | <u>\$ 3,638,940.45</u> |
| AAR Operating Reserve - BlackRock | UX17968 | \$ 5,321,964.92 | | | | | | | | | | | | | \$ 5,321,964.92 |
| Dividend and Interest Income (including accrued) | | | 11103.16 | | | | | | | | | | | | \$11,103.16 |
| Deposits | | | | | | | | | | | | | | | \$0.00 |
| Withdrawals | | | | | | | | | | | | | | | \$0.00 |
| Change in Market Value | | | 17613.65 | | | | | | | | | | | | \$17,613.65 |
| Fees | | | -5292.83 | | | | | | | | | | | | (\$5,292.83) |
| Total | | | | | | | | | | | | | | | <u>\$ 5,345,386.90</u> |
| TOTAL | | <u>\$ 8,956,144.66</u> | | | | | | | | | | | | | <u>\$ 8,984,329.35</u> |
| Year-to-Date Change in Value: | | <u>\$ 28,184.69</u> | | | | | | | | | | | | | |

*NOTE: The total in securities transferred out of Private Bank do not match the total in securities deposited to the RMA. This is due to a change in market value and accrued interest as we were transferring securities, not cash.

2020 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 | <u>\$ 3,838,562.83</u> | | | | | | | | | | | | | |
| Dividend and Interest Income (including account) | | | \$2,820.22 | | | | | | | | | | | | \$ 3,838,562.83 |
| Deposits | | | \$4,300.00 | | | | | | | | | | | | \$2,820.22 |
| Withdrawals | | | | | | | | | | | | | | | \$4,300.00 |
| Change in Market Value | | | \$0.01 | | | | | | | | | | | | \$0.01 |
| Fees | | | | | | | | | | | | | | | \$0.01 |
| Total | | | | | | | | | | | | | | | <u>\$ 3,845,683.06</u> |
| Realtors Issues Mob. - Q-GARP | UX52363 | <u>\$ 592,799.75</u> | | | | | | | | | | | | | |
| Dividend and Interest Income (including account) | | | \$421.88 | | | | | | | | | | | | \$ 592,799.75 |
| Deposits | | | | | | | | | | | | | | | \$421.88 |
| Withdrawals | | | | | | | | | | | | | | | \$0.00 |
| Change in Market Value | | | \$10,552.46 | | | | | | | | | | | | \$10,552.46 |
| Fees | | | (\$589.56) | | | | | | | | | | | | (\$589.56) |
| Total | | | | | | | | | | | | | | | <u>\$ 603,184.53</u> |
| Realtors Issues Mob. - Dividend Ruler | UX52365 | <u>\$ 441,348.19</u> | | | | | | | | | | | | | |
| Dividend and Interest Income (including account) | | | \$366.07 | | | | | | | | | | | | \$ 441,348.19 |
| Deposits | | | | | | | | | | | | | | | \$366.07 |
| Withdrawals | | | | | | | | | | | | | | | \$0.00 |
| Change in Market Value | | | \$2,442.43 | | | | | | | | | | | | \$2,442.43 |
| Fees | | | (\$438.94) | | | | | | | | | | | | (\$438.94) |
| Total | | | | | | | | | | | | | | | <u>\$ 443,717.75</u> |
| Realtors Issues Mob. - Portfolio Management | UX42722 | <u>\$ 1,055,909.21</u> | | | | | | | | | | | | | |
| Dividend and Interest Income (including account) | | | \$1.48 | | | | | | | | | | | | \$ 1,055,909.21 |
| Deposits | | | | | | | | | | | | | | | \$1.48 |
| Withdrawals | | | | | | | | | | | | | | | \$0.00 |
| Change in Market Value | | | (\$27,396.14) | | | | | | | | | | | | (\$27,396.14) |
| Fees | | | (\$1,050.14) | | | | | | | | | | | | (\$1,050.14) |
| Total | | | | | | | | | | | | | | | <u>\$ 1,027,464.41</u> |
| Realtors Issues Mob. - BlackRock | UX50021 | <u>\$ 416,867.99</u> | | | | | | | | | | | | | |
| Dividend and Interest Income (including account) | | | 881.07 | | | | | | | | | | | | \$ 416,867.99 |
| Deposits | | | | | | | | | | | | | | | \$881.07 |
| Withdrawals | | | | | | | | | | | | | | | \$0.00 |
| Change in Market Value | | | 1505.9 | | | | | | | | | | | | \$1,505.90 |
| Fees | | | (\$414.59) | | | | | | | | | | | | (\$414.59) |
| Total | | | | | | | | | | | | | | | <u>\$ 418,840.37</u> |
| TOTAL | | | | | | | | | | | | | | | <u>\$ 6,338,890.12</u> |
| Year-to-Date Change in Value: | | | | | | | | | | | | | | | <u>\$ (6,597.85)</u> |

*NOTE: The total in securities transferred out of Private Bank do not match the total in securities deposited to the RMA. This is due to a change in market value and accrued interest as we were transferring securities, not cash.

2020 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 | \$ 2,121,835.37 | | | | | | | | | | | | | |
| Dividend and Interest Income (including accrued) | | | \$2,394.71 | | | | | | | | | | | | \$ 2,121,835.37 |
| Deposits | | | | | | | | | | | | | | | \$2,394.71 |
| Withdrawals | | | (\$5,928.56) | | | | | | | | | | | | \$0.00 |
| Change in Market Value | | | | | | | | | | | | | | | (\$5,928.56) |
| Fees | | | | | | | | | | | | | | | \$0.00 |
| Total | | | | | | | | | | | | | | | <u>\$0.00</u> |
| | | | | | | | | | | | | | | | <u>\$ 2,118,300.52</u> |
| Capital Purchase - Q-GARP | UX52366 | \$ 154,222.11 | | | | | | | | | | | | | |
| Dividend and Interest Income (including accrued) | | | \$110.42 | | | | | | | | | | | | \$ 154,222.11 |
| Deposits | | | | | | | | | | | | | | | \$110.42 |
| Withdrawals | | | | | | | | | | | | | | | \$0.00 |
| Change in Market Value | | | \$2,787.05 | | | | | | | | | | | | \$2,787.05 |
| Fees | | | (\$153.38) | | | | | | | | | | | | (\$153.38) |
| Total | | | | | | | | | | | | | | | <u>\$ 156,966.20</u> |
| | | | | | | | | | | | | | | | <u>\$ 113,775.12</u> |
| Capital Purchase - Dividend Ruler | UX52368 | \$ 113,775.12 | | | | | | | | | | | | | |
| Dividend and Interest Income (including accrued) | | | \$95.57 | | | | | | | | | | | | \$ 113,775.12 |
| Deposits | | | | | | | | | | | | | | | \$95.57 |
| Withdrawals | | | | | | | | | | | | | | | \$0.00 |
| Change in Market Value | | | \$661.45 | | | | | | | | | | | | \$661.45 |
| Fees | | | (\$113.15) | | | | | | | | | | | | (\$113.15) |
| Total | | | | | | | | | | | | | | | <u>\$ 114,418.99</u> |
| | | | | | | | | | | | | | | | <u>\$ 113,775.12</u> |
| Capital Purchase - Portfolio Management | UX42723 | \$ 275,607.63 | | | | | | | | | | | | | |
| Dividend and Interest Income (including accrued) | | | \$0.33 | | | | | | | | | | | | \$ 275,607.63 |
| Deposits | | | | | | | | | | | | | | | \$0.33 |
| Withdrawals | | | | | | | | | | | | | | | \$0.00 |
| Change in Market Value | | | (\$7,149.53) | | | | | | | | | | | | (\$7,149.53) |
| Fees | | | (\$274.10) | | | | | | | | | | | | (\$274.10) |
| Total | | | | | | | | | | | | | | | <u>\$ 268,184.33</u> |
| | | | | | | | | | | | | | | | <u>\$ 275,607.63</u> |
| Capital Purchase - BlackRock | UX17969 | \$ 2,123,464.85 | | | | | | | | | | | | | |
| Dividend and Interest Income (including accrued) | | | \$4,410.51 | | | | | | | | | | | | \$ 2,123,464.85 |
| Deposits | | | | | | | | | | | | | | | \$4,410.51 |
| Withdrawals | | | | | | | | | | | | | | | \$0.00 |
| Change in Market Value | | | \$6,960.85 | | | | | | | | | | | | \$6,960.85 |
| Fees | | | (\$2,111.84) | | | | | | | | | | | | (\$2,111.84) |
| Total | | | | | | | | | | | | | | | <u>\$ 2,132,724.37</u> |
| | | | | | | | | | | | | | | | <u>\$ 2,123,464.85</u> |
| TOTAL | | \$ 4,788,905.08 | | | | | | | | | | | | | <u>\$ 4,790,594.41</u> |
| Year-to-Date Change in Value: | | \$ 1,669.33 | | | | | | | | | | | | | <u>\$ 1,669.33</u> |

*NOTE: The total in securities transferred out of Private Bank do not match the total in securities deposited to the RMA. This is due to a change in market value and accrued interest as we were transferring securities, not cash.

2020 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 | \$ 88,389.45 | \$0.00 | | | | | | | | | | | | \$ 88,389.45 |
| Deposits | | | | | | | | | | | | | | | \$0.00 |
| Withdrawals | | | | | | | | | | | | | | | \$0.00 |
| Transfers | | | | | | | | | | | | | | | \$0.00 |
| Total | | | | | | | | | | | | | | | \$ 88,389.45 |
| Strategic Initiative - UBS RNA | UX27692 | \$ 726,560.37 | \$1,370.15 | | | | | | | | | | | | \$ 726,560.37 |
| Dividend and Interest Income (excluding account) | | | | | | | | | | | | | | | 1,370.15 |
| Deposits | | | | | | | | | | | | | | | 0.00 |
| Withdrawals | | | | | | | | | | | | | | | 0.00 |
| Change in Market Value | | | | | | | | | | | | | | | 170.00 |
| Fees | | | | | | | | | | | | | | | 0.00 |
| Total | | | | | | | | | | | | | | | \$ 727,760.52 |
| Strategic Initiative - Q-GARP | UX52369 | \$ 111,811.14 | \$78.57 | | | | | | | | | | | | \$ 111,811.14 |
| Dividend and Interest Income (excluding account) | | | | | | | | | | | | | | | 78.57 |
| Deposits | | | | | | | | | | | | | | | 0.00 |
| Withdrawals | | | | | | | | | | | | | | | 0.00 |
| Change in Market Value | | | | | | | | | | | | | | | 1,964.82 |
| Fees | | | | | | | | | | | | | | | (\$111.20) |
| Total | | | | | | | | | | | | | | | \$ 113,743.33 |
| Strategic Initiative - Dividend Ruler | UX52370 | \$ 110,860.94 | \$92.82 | | | | | | | | | | | | \$ 110,860.94 |
| Dividend and Interest Income (excluding account) | | | | | | | | | | | | | | | 92.82 |
| Deposits | | | | | | | | | | | | | | | 0.00 |
| Withdrawals | | | | | | | | | | | | | | | 0.00 |
| Change in Market Value | | | | | | | | | | | | | | | 614.42 |
| Fees | | | | | | | | | | | | | | | (\$110.26) |
| Total | | | | | | | | | | | | | | | \$ 111,457.92 |
| Strategic Initiative - Portfolio Management | UX42724 | \$ 167,760.28 | \$0.33 | | | | | | | | | | | | \$ 167,760.28 |
| Dividend and Interest Income (excluding account) | | | | | | | | | | | | | | | 0.33 |
| Deposits | | | | | | | | | | | | | | | 0.00 |
| Withdrawals | | | | | | | | | | | | | | | 0.00 |
| Change in Market Value | | | | | | | | | | | | | | | 4,361.69 |
| Fees | | | | | | | | | | | | | | | (\$166.84) |
| Total | | | | | | | | | | | | | | | \$ 163,232.08 |
| Strategic Initiative - BlackRock | UX53105 | \$ 1,025,408.03 | \$2,182.68 | | | | | | | | | | | | \$ 1,025,408.03 |
| Dividend and Interest Income (excluding account) | | | | | | | | | | | | | | | \$2,182.68 |
| Deposits | | | | | | | | | | | | | | | \$0.00 |
| Withdrawals | | | | | | | | | | | | | | | \$0.00 |
| Change in Market Value | | | | | | | | | | | | | | | \$3,587.15 |
| Fees | | | | | | | | | | | | | | | (\$1,019.79) |
| Total | | | | | | | | | | | | | | | \$ 1,030,158.07 |
| TOTAL | | \$ 2,230,730.21 | | | | | | | | | | | | | \$ 2,234,741.37 |
| Year-to-Date Change in Value: | | \$ 3,951.16 | | | | | | | | | | | | | |

2020 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 | \$ 5,579.56 | | | | | | | | | | | | | \$ 5,579.56 |
| | | | | | | | | | | | | | | | \$0.00 |
| | | | | | | | | | | | | | | | (\$57.66) |
| | | | | | | | | | | | | | | | \$0.00 |
| Total | | | | | | | | | | | | | | | <u>\$ 5,521.90</u> |
| AAR General Checking - MIDFIRST | xx-2997 | \$ 452,852.41 | | | | | | | | | | | | | \$ 452,852.41 |
| | | | | | | | | | | | | | | | \$3,965,095.17 |
| | | | | | | | | | | | | | | | (\$546,800.30) |
| | | | | | | | | | | | | | | | (\$3,575,000.00) |
| Total | | | | | | | | | | | | | | | <u>\$ 286,147.28</u> |
| AAR Main RMA | UX66381 | \$ 5,756,988.85 | | | | | | | | | | | | | \$ 5,756,988.85 |
| Dividend and Interest Income (including account) | | | | | | | | | | | | | | | \$5,477.87 |
| Transfers | | | | | | | | | | | | | | | \$3,575,000.00 |
| Withdrawals | | | | | | | | | | | | | | | \$0.00 |
| Change in Market Value | | | | | | | | | | | | | | | (\$425.00) |
| Total | | | | | | | | | | | | | | | <u>\$ 9,337,041.72</u> |
| RAPAC - RMA | UX68862 | \$ 907,432.62 | | | | | | | | | | | | | \$ 907,432.62 |
| Dividend and Interest Income (including account) | | | | | | | | | | | | | | | \$626.37 |
| Deposits | | | | | | | | | | | | | | | \$0.00 |
| Transfers | | | | | | | | | | | | | | | \$0.00 |
| Withdrawals | | | | | | | | | | | | | | | \$0.00 |
| Change in Market Value | | | | | | | | | | | | | | | \$0.00 |
| Total | | | | | | | | | | | | | | | <u>\$ 908,058.99</u> |
| TOTAL | | | | | | | | | | | | | | | <u><u>\$ 7,122,853.44</u></u> |

Arizona Association of REALTORS®
All Funds Budget vs. Actual
January 2020

| | <u>Jan 20</u> |
|---------------------------------------|---------------------|
| Ordinary Income/Expense | |
| Income | |
| 410 · Interest Income | 18,013.90 |
| 415 · Rental Income | 6,507.90 |
| 417 · Gain on Investments | 27,765.25 |
| 430 · Dues Income | 8,210,475.00 |
| 433 · Forms Licensing | 6,000.00 |
| 435 · Law Book | 82.30 |
| 440 · Other Program Income | 750.00 |
| 440.3 · Arbitration Deposits Retained | 0.00 |
| 440.5 · Ethics Admin Fees | 1,200.00 |
| 440.6 · Retained Fine | 3,100.00 |
| 461 · Education Development | 998.56 |
| 462 · Education Outreach | 3,055.00 |
| 465 · MRE Society | 150.00 |
| 466 · Member Communications | 0.00 |
| 467 · REALTOR Institute | 2,550.00 |
| 468 · rCRMS | 6,404.00 |
| 469 · Spring Convention | 22,517.00 |
| 472 · CRPM | 1,248.00 |
| 491 · IM Contributions | 5,507.00 |
| Total Income | <u>8,316,323.91</u> |
| Gross Profit | 8,316,323.91 |
| Expense | |
| 500 · Salaries/Benefits | 226,174.40 |
| 540 · Staff Development | 125.00 |
| 605 · Awards/Gifts | 668.12 |
| 620 · Building Expense | 9,478.77 |
| 630 · Catering/Hotel | 86,097.87 |
| 631 · Computer Service and Expense | 1,768.23 |
| 632 · Copying | 0.00 |
| 633 · Furniture/Equipment Expense | 1,532.02 |
| 639 · Dues & Commitments. | 74,687.00 |
| 640 · Equipment Maintenance/Rental | 3,778.39 |
| 6560 · Payroll Expenses | -0.01 |
| 660 · Management Fees | 589.56 |
| 690 · Credit Card & EFT Fees/Misc. | 94,857.95 |
| 693 · Investment Banking Fees | 11,257.06 |
| 770 · Supplies | 3,577.20 |
| 780 · Postage | 12,392.33 |
| 781 · Printing | 4,514.27 |
| 786 · Promotion | 7,160.29 |
| 787 · Speaker Fees | 1,916.80 |
| 790 · Subscriptions and Reference | 7,244.71 |

Arizona Association of REALTORS®
All Funds Budget vs. Actual
January 2020

| | <u>Jan 20</u> |
|----------------------------|----------------------------|
| 810 · Contract Fees | 143,155.40 |
| 850 · Telephone | 3,482.90 |
| 860 · Conferences | 529.80 |
| 867 · Travel | 9,061.47 |
| Total Expense | <u>704,049.53</u> |
| Net Ordinary Income | <u>7,612,274.38</u> |
| Net Income | <u><u>7,612,274.38</u></u> |

Arizona Association of REALTORS®
Operating Budget vs. Actual
January 2020

03/03/20

Accrual Basis

| | Jan 20 | Budget | \$ Over Budget | % of Budget |
|---------------------------------------|---------------------|---------------------|--------------------|---------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 410 · Interest Income | 5,477.87 | 5,000.00 | 477.87 | 109.6% |
| 415 · Rental Income | 6,507.90 | 7,478.73 | -970.83 | 87.0% |
| 417 · Gain on Investments | -425.00 | | | |
| 430 · Dues Income | 8,210,475.00 | 7,900,000.00 | 310,475.00 | 103.9% |
| 433 · Forms Licensing | 6,000.00 | 5,000.00 | 1,000.00 | 120.0% |
| 435 · Law Book | 82.30 | 75.00 | 7.30 | 109.7% |
| 440 · Other Program Income | 750.00 | | | |
| 440.3 · Arbitration Deposits Retained | 0.00 | 1,000.00 | -1,000.00 | 0.0% |
| 440.5 · Ethics Admin Fees | 1,200.00 | 900.00 | 300.00 | 133.3% |
| 440.6 · Retained Fine | 3,100.00 | 1,000.00 | 2,100.00 | 310.0% |
| 461 · Education Development | 998.56 | 95.00 | 903.56 | 1,051.1% |
| 462 · Education Outreach | 3,055.00 | 2,025.00 | 1,030.00 | 150.9% |
| 465 · MRE Society | 150.00 | 250.00 | -100.00 | 60.0% |
| 467 · REALTOR Institute | 2,550.00 | 3,658.00 | -1,108.00 | 69.7% |
| 468 · rCRMS | 6,404.00 | 4,515.00 | 1,889.00 | 141.8% |
| 469 · Spring Convention | 22,517.00 | 0.00 | 22,517.00 | 100.0% |
| 472 · CRPM | 1,248.00 | 750.00 | 498.00 | 166.4% |
| Total Income | 8,270,090.63 | 7,931,746.73 | 338,343.90 | 104.3% |
| Gross Profit | 8,270,090.63 | 7,931,746.73 | 338,343.90 | 104.3% |
| Expense | | | | |
| 500 · Salaries/Benefits | 226,174.40 | 243,000.00 | -16,825.60 | 93.1% |
| 540 · Staff Development | 125.00 | 275.00 | -150.00 | 45.5% |
| 605 · Awards/Gifts | 668.12 | 27,728.00 | -27,059.88 | 2.4% |
| 620 · Building Expense | 9,478.77 | 18,914.74 | -9,435.97 | 50.1% |
| 630 · Catering/Hotel | 86,097.87 | 102,377.00 | -16,279.13 | 84.1% |
| 631 · Computer Service and Expense | 198.15 | 1,400.00 | -1,201.85 | 14.2% |
| 632 · Copying | 0.00 | 478.33 | -478.33 | 0.0% |
| 639 · Dues & Commitments. | 74,687.00 | 77,995.00 | -3,308.00 | 95.8% |
| 640 · Equipment Maintenance/Rental | 3,778.39 | 6,347.06 | -2,568.67 | 59.5% |
| 6560 · Payroll Expenses | -0.01 | | | |
| 690 · Credit Card & EFT Fees/Misc. | 94,857.95 | 100,000.00 | -5,142.05 | 94.9% |
| 770 · Supplies | 3,577.20 | 4,180.98 | -603.78 | 85.6% |
| 780 · Postage | 12,392.33 | 17,033.83 | -4,641.50 | 72.8% |
| 781 · Printing | 4,514.27 | 7,456.50 | -2,942.23 | 60.5% |
| 786 · Promotion | 7,160.29 | 25,366.63 | -18,206.34 | 28.2% |
| 787 · Speaker Fees | 1,916.80 | 5,900.00 | -3,983.20 | 32.5% |
| 790 · Subscriptions and Reference | 7,244.71 | 10,803.82 | -3,559.11 | 67.1% |
| 810 · Contract Fees | 139,222.60 | 172,247.91 | -33,025.31 | 80.8% |
| 850 · Telephone | 3,482.90 | 3,973.04 | -490.14 | 87.7% |
| 860 · Conferences | 529.80 | 2,079.00 | -1,549.20 | 25.5% |
| 867 · Travel | 9,028.12 | 13,394.48 | -4,366.36 | 67.4% |
| Total Expense | 685,134.66 | 840,951.32 | -155,816.66 | 81.5% |
| Net Ordinary Income | 7,584,955.97 | 7,090,795.41 | 494,160.56 | 107.0% |
| Net Income | 7,584,955.97 | 7,090,795.41 | 494,160.56 | 107.0% |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | Total 1500 Legislative & Pol. Affairs | | | |
|------------------------------------|---------------------------------------|--------------------|-------------------|--------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 605 · Awards/Gifts | 483.12 | 27,403.00 | -26,919.88 | 1.8% |
| 620 · Building Expense | 234.69 | 1,574.99 | -1,340.30 | 14.9% |
| 630 · Catering/Hotel | 75,447.77 | 75,315.00 | 132.77 | 100.2% |
| 631 · Computer Service and Expense | 0.00 | 250.00 | -250.00 | 0.0% |
| 632 · Copying | 0.00 | 83.33 | -83.33 | 0.0% |
| 639 · Dues & Commitments. | 23,650.00 | 26,850.00 | -3,200.00 | 88.1% |
| 640 · Equipment Maintenance/Rental | 14.18 | 30.00 | -15.82 | 47.3% |
| 770 · Supplies | 352.13 | 329.98 | 22.15 | 106.7% |
| 780 · Postage | 27.31 | 66.83 | -39.52 | 40.9% |
| 781 · Printing | 431.45 | 4,225.00 | -3,793.55 | 10.2% |
| 786 · Promotion | 2,000.00 | 15,941.63 | -13,941.63 | 12.5% |
| 790 · Subscriptions and Reference | 4,533.00 | 5,876.32 | -1,343.32 | 77.1% |
| 810 · Contract Fees | 10,814.65 | 24,194.58 | -13,379.93 | 44.7% |
| 850 · Telephone | 450.13 | 458.33 | -8.20 | 98.2% |
| 860 · Conferences | 529.80 | 0.00 | 529.80 | 100.0% |
| 867 · Travel | 0.00 | 1,319.48 | -1,319.48 | 0.0% |
| Total Expense | 118,968.23 | 183,918.47 | -64,950.24 | 64.7% |
| Net Ordinary Income | -118,968.23 | -183,918.47 | 64,950.24 | 64.7% |
| Net Income | -118,968.23 | -183,918.47 | 64,950.24 | 64.7% |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1501 Government Area Support (1500 Legislative & Pol. Affairs) | | | |
|------------------------------------|---|------------------|------------------|--------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 234.69 | 1,574.99 | -1,340.30 | 14.9% |
| 630 · Catering/Hotel | 1,029.89 | 315.00 | 714.89 | 326.9% |
| 631 · Computer Service and Expense | 0.00 | 250.00 | -250.00 | 0.0% |
| 632 · Copying | 0.00 | 83.33 | -83.33 | 0.0% |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 14.18 | 30.00 | -15.82 | 47.3% |
| 770 · Supplies | 273.38 | 249.98 | 23.40 | 109.4% |
| 780 · Postage | 27.31 | 66.83 | -39.52 | 40.9% |
| 781 · Printing | 431.45 | 225.00 | 206.45 | 191.8% |
| 786 · Promotion | 0.00 | | | |
| 790 · Subscriptions and Reference | 0.00 | | | |
| 810 · Contract Fees | 106.65 | 116.66 | -10.01 | 91.4% |
| 850 · Telephone | 450.13 | 458.33 | -8.20 | 98.2% |
| 860 · Conferences | 0.00 | 0.00 | 0.00 | 0.0% |
| 867 · Travel | 0.00 | 1,069.48 | -1,069.48 | 0.0% |
| Total Expense | 2,567.68 | 4,439.60 | -1,871.92 | 57.8% |
| Net Ordinary Income | -2,567.68 | -4,439.60 | 1,871.92 | 57.8% |
| Net Income | -2,567.68 | -4,439.60 | 1,871.92 | 57.8% |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1510 Legislative Advocacy (1500 Legislative & Pol. Affairs) | | | |
|------------------------------------|--|--------------------------|------------------------|---------------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | | | |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 639 · Dues & Commitments. | 13,650.00 | 16,600.00 | -2,950.00 | 82.2% |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | 983.33 | -983.33 | 0.0% |
| 790 · Subscriptions and Reference | 4,533.00 | 5,876.32 | -1,343.32 | 77.1% |
| 810 · Contract Fees | 10,708.00 | 11,161.25 | -453.25 | 95.9% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 529.80 | 0.00 | 529.80 | 100.0% |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>29,420.80</u> | <u>34,620.90</u> | <u>-5,200.10</u> | <u>85.0%</u> |
| Net Ordinary Income | <u>-29,420.80</u> | <u>-34,620.90</u> | <u>5,200.10</u> | <u>85.0%</u> |
| Net Income | <u><u>-29,420.80</u></u> | <u><u>-34,620.90</u></u> | <u><u>5,200.10</u></u> | <u><u>85.0%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January 2020

| | 1545 Local Lobbying Support (1500 Legislative & Pol. Affairs) | | | |
|------------------------------------|--|---------|----------------|-------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | | | |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 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 | 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 2020

| | 1550 Legislative Policy Dev. (1500 Legislative & Pol. Affairs) | | | |
|------------------------------------|---|--------------------------|----------------------|---------------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 74,417.88 | 75,000.00 | -582.12 | 99.2% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 78.75 | 80.00 | -1.25 | 98.4% |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 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 | <u>74,496.63</u> | <u>75,080.00</u> | <u>-583.37</u> | <u>99.2%</u> |
| Net Ordinary Income | <u>-74,496.63</u> | <u>-75,080.00</u> | <u>583.37</u> | <u>99.2%</u> |
| Net Income | <u><u>-74,496.63</u></u> | <u><u>-75,080.00</u></u> | <u><u>583.37</u></u> | <u><u>99.2%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1560 Fundraising Support (1500 Legislative & Pol. Affairs) | | | |
|------------------------------------|---|-------------------|-------------------|--------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 605 · Awards/Gifts | 483.12 | 27,403.00 | -26,919.88 | 1.8% |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | 0.00 | 0.00 | 0.0% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 639 · Dues & Commitments. | 10,000.00 | 10,250.00 | -250.00 | 97.6% |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | 0.00 | 0.00 | 0.0% |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | 125.00 | -125.00 | 0.0% |
| 790 · Subscriptions and Reference | 0.00 | | | |
| 810 · Contract Fees | 0.00 | 7,916.67 | -7,916.67 | 0.0% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | 10,483.12 | 45,694.67 | -35,211.55 | 22.9% |
| Net Ordinary Income | -10,483.12 | -45,694.67 | 35,211.55 | 22.9% |
| Net Income | -10,483.12 | -45,694.67 | 35,211.55 | 22.9% |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1575 Federal Liaison Support (1500 Legislative & Pol. Affairs) | | | |
|------------------------------------|---|------------------|------------------|-------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | | | |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | 0.00 | 0.00 | 0.0% |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | 6,000.00 | -6,000.00 | 0.0% |
| 790 · Subscriptions and Reference | 0.00 | | | |
| 810 · Contract Fees | 0.00 | | | |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | 0.00 | 0.00 | 0.0% |
| 867 · Travel | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Expense | 0.00 | 6,000.00 | -6,000.00 | 0.0% |
| Net Ordinary Income | 0.00 | -6,000.00 | 6,000.00 | 0.0% |
| Net Income | 0.00 | -6,000.00 | 6,000.00 | 0.0% |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January 2020

| | 1580 - Election Year Activities (1500 Legislative & Pol. Affairs) | | | |
|------------------------------------|--|-------------|----------------|-------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | | | |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 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 | 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 2020**

| | 1585 Governmental Communication (1500 Legislative & Pol. Affairs) | | | |
|------------------------------------|--|-------------------|-------------------|--------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | | | |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | 4,000.00 | -4,000.00 | 0.0% |
| 786 · Promotion | 2,000.00 | 8,833.30 | -6,833.30 | 22.6% |
| 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 | 2,000.00 | 12,833.30 | -10,833.30 | 15.6% |
| Net Ordinary Income | -2,000.00 | -12,833.30 | 10,833.30 | 15.6% |
| Net Income | -2,000.00 | -12,833.30 | 10,833.30 | 15.6% |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January 2020**

| | 1596 Political Research (1500 Legislative & Pol. Affairs) | | | |
|------------------------------------|--|-----------|----------------|-------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | | | |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 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 2020

| | Total 1600 Risk Management | | | |
|---------------------------------------|----------------------------|--------------------------|-------------------------|---------------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 440 · Other Program Income | 750.00 | | | |
| 440.3 · Arbitration Deposits Retained | 0.00 | 1,000.00 | -1,000.00 | 0.0% |
| 440.5 · Ethics Admin Fees | 1,200.00 | 900.00 | 300.00 | 133.3% |
| 440.6 · Retained Fine | 3,100.00 | 1,000.00 | 2,100.00 | 310.0% |
| Total Income | <u>5,050.00</u> | <u>2,900.00</u> | <u>2,150.00</u> | <u>174.1%</u> |
| Gross Profit | 5,050.00 | 2,900.00 | 2,150.00 | 174.1% |
| Expense | | | | |
| 620 · Building Expense | 349.17 | 800.00 | -450.83 | 43.6% |
| 630 · Catering/Hotel | 656.06 | 15,410.00 | -14,753.94 | 4.3% |
| 631 · Computer Service and Expense | 0.00 | 500.00 | -500.00 | 0.0% |
| 632 · Copying | 0.00 | 250.00 | -250.00 | 0.0% |
| 640 · Equipment Maintenance/Rental | 21.27 | 50.00 | -28.73 | 42.5% |
| 770 · Supplies | 302.64 | 800.00 | -497.36 | 37.8% |
| 780 · Postage | 639.42 | 1,390.00 | -750.58 | 46.0% |
| 781 · Printing | 0.00 | 50.00 | -50.00 | 0.0% |
| 786 · Promotion | 0.00 | 2,250.00 | -2,250.00 | 0.0% |
| 787 · Speaker Fees | 0.00 | 2,750.00 | -2,750.00 | 0.0% |
| 790 · Subscriptions and Reference | 2,707.40 | 4,877.50 | -2,170.10 | 55.5% |
| 810 · Contract Fees | 18,158.06 | 23,208.00 | -5,049.94 | 78.2% |
| 850 · Telephone | 675.20 | 665.00 | 10.20 | 101.5% |
| 860 · Conferences | 0.00 | 2,079.00 | -2,079.00 | 0.0% |
| 867 · Travel | 1,990.49 | 3,475.00 | -1,484.51 | 57.3% |
| Total Expense | <u>25,499.71</u> | <u>58,554.50</u> | <u>-33,054.79</u> | <u>43.5%</u> |
| Net Ordinary Income | <u>-20,449.71</u> | <u>-55,654.50</u> | <u>35,204.79</u> | <u>36.7%</u> |
| Net Income | <u><u>-20,449.71</u></u> | <u><u>-55,654.50</u></u> | <u><u>35,204.79</u></u> | <u><u>36.7%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1601 Risk Management Support (1600 Risk Management) | | | |
|---------------------------------------|--|-------------------------|------------------------|---------------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 440 · Other Program Income | 0.00 | | | |
| 440.3 · Arbitration Deposits 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 | 349.17 | 800.00 | -450.83 | 43.6% |
| 630 · Catering/Hotel | 400.23 | 600.00 | -199.77 | 66.7% |
| 631 · Computer Service and Expense | 0.00 | 500.00 | -500.00 | 0.0% |
| 632 · Copying | 0.00 | 250.00 | -250.00 | 0.0% |
| 640 · Equipment Maintenance/Rental | 21.27 | 50.00 | -28.73 | 42.5% |
| 770 · Supplies | 302.64 | 300.00 | 2.64 | 100.9% |
| 780 · Postage | 112.78 | 140.00 | -27.22 | 80.6% |
| 781 · Printing | 0.00 | 0.00 | 0.00 | 0.0% |
| 786 · Promotion | 0.00 | 250.00 | -250.00 | 0.0% |
| 787 · Speaker Fees | 0.00 | | | |
| 790 · Subscriptions and Reference | 0.00 | | | |
| 810 · Contract Fees | 151.47 | 721.00 | -569.53 | 21.0% |
| 850 · Telephone | 675.20 | 665.00 | 10.20 | 101.5% |
| 860 · Conferences | 0.00 | 2,079.00 | -2,079.00 | 0.0% |
| 867 · Travel | 131.10 | 1,000.00 | -868.90 | 13.1% |
| Total Expense | <u>2,143.86</u> | <u>7,355.00</u> | <u>-5,211.14</u> | <u>29.1%</u> |
| Net Ordinary Income | <u>-2,143.86</u> | <u>-7,355.00</u> | <u>5,211.14</u> | <u>29.1%</u> |
| Net Income | <u><u>-2,143.86</u></u> | <u><u>-7,355.00</u></u> | <u><u>5,211.14</u></u> | <u><u>29.1%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1602 Legal Support (1600 Risk Management) | | | |
|---------------------------------------|--|-------------------------|------------------------|--------------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 440 · Other Program Income | 0.00 | | | |
| 440.3 · Arbitration Deposits 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 | | | |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | | | |
| 787 · Speaker Fees | 0.00 | | | |
| 790 · Subscriptions and Reference | 414.52 | 2,112.50 | -1,697.98 | 19.6% |
| 810 · Contract Fees | 0.00 | 2,000.00 | -2,000.00 | 0.0% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | 500.00 | -500.00 | 0.0% |
| Total Expense | <u>414.52</u> | <u>4,612.50</u> | <u>-4,197.98</u> | <u>9.0%</u> |
| Net Ordinary Income | <u>-414.52</u> | <u>-4,612.50</u> | <u>4,197.98</u> | <u>9.0%</u> |
| Net Income | <u><u>-414.52</u></u> | <u><u>-4,612.50</u></u> | <u><u>4,197.98</u></u> | <u><u>9.0%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1605 PS Enforcement (1600 Risk Management) | | | |
|---------------------------------------|---|-------------------------|------------------------|---------------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 440 · Other Program Income | 0.00 | | | |
| 440.3 · Arbitration Deposits Retained | 0.00 | 1,000.00 | -1,000.00 | 0.0% |
| 440.5 · Ethics Admin Fees | 1,200.00 | 900.00 | 300.00 | 133.3% |
| 440.6 · Retained Fine | 3,100.00 | 1,000.00 | 2,100.00 | 310.0% |
| Total Income | <u>4,300.00</u> | <u>2,900.00</u> | <u>1,400.00</u> | <u>148.3%</u> |
| Gross Profit | 4,300.00 | 2,900.00 | 1,400.00 | 148.3% |
| Expense | | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 255.83 | 190.00 | 65.83 | 134.6% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | 250.00 | -250.00 | 0.0% |
| 780 · Postage | 526.64 | 1,250.00 | -723.36 | 42.1% |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | | | |
| 787 · Speaker Fees | 0.00 | | | |
| 790 · Subscriptions and Reference | 2,292.88 | 2,440.00 | -147.12 | 94.0% |
| 810 · Contract Fees | 1,892.43 | 3,600.00 | -1,707.57 | 52.6% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 1,779.92 | 1,100.00 | 679.92 | 161.8% |
| Total Expense | <u>6,747.70</u> | <u>8,830.00</u> | <u>-2,082.30</u> | <u>76.4%</u> |
| Net Ordinary Income | <u>-2,447.70</u> | <u>-5,930.00</u> | <u>3,482.30</u> | <u>41.3%</u> |
| Net Income | <u><u>-2,447.70</u></u> | <u><u>-5,930.00</u></u> | <u><u>3,482.30</u></u> | <u><u>41.3%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1610 PS Training (1600 Risk Management) | | | |
|---------------------------------------|--|-------------------|-------------------|--------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 440 · Other Program Income | 750.00 | | | |
| 440.3 · Arbitration Deposits Retained | 0.00 | | | |
| 440.5 · Ethics Admin Fees | 0.00 | | | |
| 440.6 · Retained Fine | 0.00 | | | |
| Total Income | 750.00 | | | |
| Gross Profit | 750.00 | | | |
| Expense | | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | 14,550.00 | -14,550.00 | 0.0% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 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 | 2,750.00 | -2,750.00 | 0.0% |
| 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 | 750.00 | -750.00 | 0.0% |
| Total Expense | 0.00 | 18,625.00 | -18,625.00 | 0.0% |
| Net Ordinary Income | 750.00 | -18,625.00 | 19,375.00 | -4.0% |
| Net Income | 750.00 | -18,625.00 | 19,375.00 | -4.0% |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January 2020**

| | 1615 Alt. Dispute Resolution (1600 Risk Management) | | | |
|---------------------------------------|--|-----------------------|---------------------|---------------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 440 · Other Program Income | 0.00 | | | |
| 440.3 · Arbitration Deposits 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 | 0.00 | 0.00 | 0.0% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 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% |
| 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 | 79.47 | 125.00 | -45.53 | 63.6% |
| Total Expense | <u>79.47</u> | <u>125.00</u> | <u>-45.53</u> | <u>63.6%</u> |
| Net Ordinary Income | <u>-79.47</u> | <u>-125.00</u> | <u>45.53</u> | <u>63.6%</u> |
| Net Income | <u><u>-79.47</u></u> | <u><u>-125.00</u></u> | <u><u>45.53</u></u> | <u><u>63.6%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January 2020

| | 1625 Risk Management Publicatns (1600 Risk Management) | | | |
|---------------------------------------|---|-------------------------|------------------------|--------------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 440 · Other Program Income | 0.00 | | | |
| 440.3 · Arbitration Deposits 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 | | | |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 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 | | | |
| 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 | <u>0.00</u> | <u>2,000.00</u> | <u>-2,000.00</u> | <u>0.0%</u> |
| Net Ordinary Income | <u>0.00</u> | <u>-2,000.00</u> | <u>2,000.00</u> | <u>0.0%</u> |
| Net Income | <u><u>0.00</u></u> | <u><u>-2,000.00</u></u> | <u><u>2,000.00</u></u> | <u><u>0.0%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | Total 1650 Forms Development and Sale (1600 Risk Management) | | | |
|---------------------------------------|---|-------------------------|----------------------|---------------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 440 · Other Program Income | 0.00 | | | |
| 440.3 · Arbitration Deposits 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% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | | | |
| 787 · Speaker Fees | 0.00 | | | |
| 790 · Subscriptions and Reference | 0.00 | | | |
| 810 · Contract Fees | 256.83 | 1,000.00 | -743.17 | 25.7% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>256.83</u> | <u>1,070.00</u> | <u>-813.17</u> | <u>24.0%</u> |
| Net Ordinary Income | <u>-256.83</u> | <u>-1,070.00</u> | <u>813.17</u> | <u>24.0%</u> |
| Net Income | <u><u>-256.83</u></u> | <u><u>-1,070.00</u></u> | <u><u>813.17</u></u> | <u><u>24.0%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1665 Legal Hotline (1600 Risk Management) | | | |
|---------------------------------------|--|--------------------------|---------------------|---------------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 440 · Other Program Income | 0.00 | | | |
| 440.3 · Arbitration Deposits 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 | | | |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | 50.00 | -50.00 | 0.0% |
| 786 · Promotion | 0.00 | | | |
| 787 · Speaker Fees | 0.00 | | | |
| 790 · Subscriptions and Reference | 0.00 | | | |
| 810 · Contract Fees | 15,857.33 | 15,887.00 | -29.67 | 99.8% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>15,857.33</u> | <u>15,937.00</u> | <u>-79.67</u> | <u>99.5%</u> |
| Net Ordinary Income | <u>-15,857.33</u> | <u>-15,937.00</u> | <u>79.67</u> | <u>99.5%</u> |
| Net Income | <u><u>-15,857.33</u></u> | <u><u>-15,937.00</u></u> | <u><u>79.67</u></u> | <u><u>99.5%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | Total 1700 Business Services & Tech. | | | |
|------------------------------------|--------------------------------------|---------------------------|------------------------|---------------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 433 · Forms Licensing | 6,000.00 | 5,000.00 | 1,000.00 | 120.0% |
| 466 · Member Communications | 0.00 | 600.00 | -600.00 | 0.0% |
| Total Income | <u>6,000.00</u> | <u>5,600.00</u> | <u>400.00</u> | <u>107.1%</u> |
| Gross Profit | 6,000.00 | 5,600.00 | 400.00 | 107.1% |
| Expense | | | | |
| 620 · Building Expense | 417.87 | 1,150.00 | -732.13 | 36.3% |
| 631 · Computer Service and Expense | 133.49 | 400.00 | -266.51 | 33.4% |
| 640 · Equipment Maintenance/Rental | 24.91 | 150.00 | -125.09 | 16.6% |
| 770 · Supplies | 499.94 | 575.00 | -75.06 | 86.9% |
| 780 · Postage | 97.82 | 110.00 | -12.18 | 88.9% |
| 790 · Subscriptions and Reference | 4.31 | 50.00 | -45.69 | 8.6% |
| 810 · Contract Fees | 103,957.03 | 109,850.00 | -5,892.97 | 94.6% |
| 850 · Telephone | 872.16 | 975.00 | -102.84 | 89.5% |
| 867 · Travel | 262.21 | 475.00 | -212.79 | 55.2% |
| Total Expense | <u>106,269.74</u> | <u>113,735.00</u> | <u>-7,465.26</u> | <u>93.4%</u> |
| Net Ordinary Income | <u>-100,269.74</u> | <u>-108,135.00</u> | <u>7,865.26</u> | <u>92.7%</u> |
| Net Income | <u><u>-100,269.74</u></u> | <u><u>-108,135.00</u></u> | <u><u>7,865.26</u></u> | <u><u>92.7%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1701 Bus Services & Tech Suppt (1700 Business Services & Tech.) | | | |
|------------------------------------|--|-------------------------|------------------------|---------------------|
| | Jan 20 | 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 | 417.87 | 1,150.00 | -732.13 | 36.3% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 24.91 | 150.00 | -125.09 | 16.6% |
| 770 · Supplies | 499.94 | 575.00 | -75.06 | 86.9% |
| 780 · Postage | 97.82 | 110.00 | -12.18 | 88.9% |
| 790 · Subscriptions and Reference | 4.31 | 50.00 | -45.69 | 8.6% |
| 810 · Contract Fees | 208.03 | 350.00 | -141.97 | 59.4% |
| 850 · Telephone | 872.16 | 975.00 | -102.84 | 89.5% |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>2,125.04</u> | <u>3,360.00</u> | <u>-1,234.96</u> | <u>63.2%</u> |
| Net Ordinary Income | <u>-2,125.04</u> | <u>-3,360.00</u> | <u>1,234.96</u> | <u>63.2%</u> |
| Net Income | <u><u>-2,125.04</u></u> | <u><u>-3,360.00</u></u> | <u><u>1,234.96</u></u> | <u><u>63.2%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January 2020**

| | 1730 IT Resource/Security Mgmt. (1700 Business Services & Tech.) | | | |
|------------------------------------|---|--------------------------|------------------------|---------------------|
| | Jan 20 | 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 | | | |
| 631 · Computer Service and Expense | 133.49 | 400.00 | -266.51 | 33.4% |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 0.00 | | | |
| 790 · Subscriptions and Reference | 0.00 | | | |
| 810 · Contract Fees | 12,415.14 | 15,000.00 | -2,584.86 | 82.8% |
| 850 · Telephone | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>12,548.63</u> | <u>15,400.00</u> | <u>-2,851.37</u> | <u>81.5%</u> |
| Net Ordinary Income | <u>-12,548.63</u> | <u>-15,400.00</u> | <u>2,851.37</u> | <u>81.5%</u> |
| Net Income | <u><u>-12,548.63</u></u> | <u><u>-15,400.00</u></u> | <u><u>2,851.37</u></u> | <u><u>81.5%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January 2020**

| | 1770 Business Services Dept. (1700 Business Services & Tech.) | | | |
|------------------------------------|--|--------------------------|------------------------|---------------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 433 · Forms Licensing | 6,000.00 | 5,000.00 | 1,000.00 | 120.0% |
| 466 · Member Communications | 0.00 | | | |
| Total Income | <u>6,000.00</u> | <u>5,000.00</u> | <u>1,000.00</u> | <u>120.0%</u> |
| Gross Profit | 6,000.00 | 5,000.00 | 1,000.00 | 120.0% |
| Expense | | | | |
| 620 · Building Expense | 0.00 | | | |
| 631 · Computer Service and Expense | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 0.00 | | | |
| 790 · Subscriptions and Reference | 0.00 | | | |
| 810 · Contract Fees | 87,401.06 | 89,500.00 | -2,098.94 | 97.7% |
| 850 · Telephone | 0.00 | | | |
| 867 · Travel | 228.86 | 350.00 | -121.14 | 65.4% |
| Total Expense | <u>87,629.92</u> | <u>89,850.00</u> | <u>-2,220.08</u> | <u>97.5%</u> |
| Net Ordinary Income | <u>-81,629.92</u> | <u>-84,850.00</u> | <u>3,220.08</u> | <u>96.2%</u> |
| Net Income | <u><u>-81,629.92</u></u> | <u><u>-84,850.00</u></u> | <u><u>3,220.08</u></u> | <u><u>96.2%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1780 Communications (1700 Business Services & Tech.) | | | |
|------------------------------------|---|-----------|----------------|-------------|
| | Jan 20 | 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 | | | |
| 631 · Computer Service and Expense | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 0.00 | | | |
| 790 · Subscriptions and Reference | 0.00 | | | |
| 810 · Contract Fees | 3,932.80 | 5,000.00 | -1,067.20 | 78.7% |
| 850 · Telephone | 0.00 | | | |
| 867 · Travel | 33.35 | 125.00 | -91.65 | 26.7% |
| Total Expense | 3,966.15 | 5,125.00 | -1,158.85 | 77.4% |
| Net Ordinary Income | -3,966.15 | -4,525.00 | 558.85 | 87.6% |
| Net Income | -3,966.15 | -4,525.00 | 558.85 | 87.6% |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | Total 1800 Professional & Bus.Develop | | | |
|------------------------------------|---------------------------------------|--------------------------|-------------------------|----------------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 461 · Education Development | 998.56 | 95.00 | 903.56 | 1,051.1% |
| 462 · Education Outreach | 3,055.00 | 2,025.00 | 1,030.00 | 150.9% |
| 465 · MRE Society | 150.00 | 250.00 | -100.00 | 60.0% |
| 467 · REALTOR Institute | 2,550.00 | 3,658.00 | -1,108.00 | 69.7% |
| 468 · rCRMS | 6,404.00 | 4,515.00 | 1,889.00 | 141.8% |
| 469 · Spring Convention | 22,517.00 | 0.00 | 22,517.00 | 100.0% |
| 472 · CRPM | 1,248.00 | 750.00 | 498.00 | 166.4% |
| Total Income | <u>36,922.56</u> | <u>11,293.00</u> | <u>25,629.56</u> | <u>327.0%</u> |
| Gross Profit | 36,922.56 | 11,293.00 | 25,629.56 | 327.0% |
| Expense | | | | |
| 620 · Building Expense | 188.90 | 839.75 | -650.85 | 22.5% |
| 630 · Catering/Hotel | 420.68 | 652.00 | -231.32 | 64.5% |
| 631 · Computer Service and Expense | 64.66 | 50.00 | 14.66 | 129.3% |
| 632 · Copying | 0.00 | 145.00 | -145.00 | 0.0% |
| 640 · Equipment Maintenance/Rental | 14.18 | 7.06 | 7.12 | 200.8% |
| 770 · Supplies | 823.11 | 626.00 | 197.11 | 131.5% |
| 780 · Postage | 11,587.22 | 15,167.00 | -3,579.78 | 76.4% |
| 781 · Printing | 4,082.82 | 3,181.50 | 901.32 | 128.3% |
| 786 · Promotion | 658.99 | 2,175.00 | -1,516.01 | 30.3% |
| 787 · Speaker Fees | 1,916.80 | 3,150.00 | -1,233.20 | 60.9% |
| 810 · Contract Fees | 3,077.50 | 10,615.33 | -7,537.83 | 29.0% |
| 850 · Telephone | 522.29 | 374.71 | 147.58 | 139.4% |
| 867 · Travel | 553.64 | 250.00 | 303.64 | 221.5% |
| Total Expense | <u>23,910.79</u> | <u>37,233.35</u> | <u>-13,322.56</u> | <u>64.2%</u> |
| Net Ordinary Income | <u>13,011.77</u> | <u>-25,940.35</u> | <u>38,952.12</u> | <u>-50.2%</u> |
| Net Income | <u><u>13,011.77</u></u> | <u><u>-25,940.35</u></u> | <u><u>38,952.12</u></u> | <u><u>-50.2%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1801 Prof Dev Support (1800 Professional & Bus.Develop) | | | |
|------------------------------------|--|-------------------------|------------------------|---------------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 461 · Education Development | 0.00 | | | |
| 462 · Education Outreach | 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 | 188.90 | 839.75 | -650.85 | 22.5% |
| 630 · Catering/Hotel | 390.70 | 400.00 | -9.30 | 97.7% |
| 631 · Computer Service and Expense | 64.66 | 50.00 | 14.66 | 129.3% |
| 632 · Copying | 0.00 | 145.00 | -145.00 | 0.0% |
| 640 · Equipment Maintenance/Rental | 14.18 | 7.06 | 7.12 | 200.8% |
| 770 · Supplies | 259.66 | 276.00 | -16.34 | 94.1% |
| 780 · Postage | 27.31 | 90.00 | -62.69 | 30.3% |
| 781 · Printing | 30.78 | 162.50 | -131.72 | 18.9% |
| 786 · Promotion | 35.99 | 425.00 | -389.01 | 8.5% |
| 787 · Speaker Fees | 0.00 | | | |
| 810 · Contract Fees | 412.40 | 3,478.33 | -3,065.93 | 11.9% |
| 850 · Telephone | 522.29 | 374.71 | 147.58 | 139.4% |
| 867 · Travel | 553.64 | 250.00 | 303.64 | 221.5% |
| Total Expense | <u>2,500.51</u> | <u>6,498.35</u> | <u>-3,997.84</u> | <u>38.5%</u> |
| Net Ordinary Income | <u>-2,500.51</u> | <u>-6,498.35</u> | <u>3,997.84</u> | <u>38.5%</u> |
| Net Income | <u><u>-2,500.51</u></u> | <u><u>-6,498.35</u></u> | <u><u>3,997.84</u></u> | <u><u>38.5%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1815 REALTOR Institute (1800 Professional & Bus.Develop) | | | |
|------------------------------------|---|----------------------|-----------------------|---------------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 461 · Education Development | 0.00 | | | |
| 462 · Education Outreach | 0.00 | | | |
| 465 · MRE Society | 0.00 | | | |
| 467 · REALTOR Institute | 2,550.00 | 3,658.00 | -1,108.00 | 69.7% |
| 468 · rCRMS | 0.00 | | | |
| 469 · Spring Convention | 0.00 | | | |
| 472 · CRPM | 0.00 | | | |
| Total Income | <u>2,550.00</u> | <u>3,658.00</u> | <u>-1,108.00</u> | <u>69.7%</u> |
| Gross Profit | 2,550.00 | 3,658.00 | -1,108.00 | 69.7% |
| Expense | | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | 150.00 | -150.00 | 0.0% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 563.45 | 350.00 | 213.45 | 161.0% |
| 780 · Postage | 0.00 | 0.00 | 0.00 | 0.0% |
| 781 · Printing | 0.00 | 0.00 | 0.00 | 0.0% |
| 786 · Promotion | 623.00 | 1,250.00 | -627.00 | 49.8% |
| 787 · Speaker Fees | 0.00 | 0.00 | 0.00 | 0.0% |
| 810 · Contract Fees | 960.00 | 937.00 | 23.00 | 102.5% |
| 850 · Telephone | 0.00 | | | |
| 867 · Travel | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Expense | <u>2,146.45</u> | <u>2,687.00</u> | <u>-540.55</u> | <u>79.9%</u> |
| Net Ordinary Income | <u>403.55</u> | <u>971.00</u> | <u>-567.45</u> | <u>41.6%</u> |
| Net Income | <u><u>403.55</u></u> | <u><u>971.00</u></u> | <u><u>-567.45</u></u> | <u><u>41.6%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1820 rCRMS (1800 Professional & Bus.Develop) | | | |
|------------------------------------|---|------------------------|------------------------|----------------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 461 · Education Development | 0.00 | | | |
| 462 · Education Outreach | 0.00 | | | |
| 465 · MRE Society | 0.00 | | | |
| 467 · REALTOR Institute | 0.00 | | | |
| 468 · rCRMS | 6,404.00 | 4,515.00 | 1,889.00 | 141.8% |
| 469 · Spring Convention | 0.00 | | | |
| 472 · CRPM | 0.00 | | | |
| Total Income | <u>6,404.00</u> | <u>4,515.00</u> | <u>1,889.00</u> | <u>141.8%</u> |
| Gross Profit | 6,404.00 | 4,515.00 | 1,889.00 | 141.8% |
| Expense | | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | 62.00 | -62.00 | 0.0% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | 0.00 | 0.00 | 0.0% |
| 780 · Postage | 42.05 | 111.00 | -68.95 | 37.9% |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | | | |
| 787 · Speaker Fees | 0.00 | 2,250.00 | -2,250.00 | 0.0% |
| 810 · Contract Fees | 0.00 | 0.00 | 0.00 | 0.0% |
| 850 · Telephone | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>42.05</u> | <u>2,423.00</u> | <u>-2,380.95</u> | <u>1.7%</u> |
| Net Ordinary Income | <u>6,361.95</u> | <u>2,092.00</u> | <u>4,269.95</u> | <u>304.1%</u> |
| Net Income | <u><u>6,361.95</u></u> | <u><u>2,092.00</u></u> | <u><u>4,269.95</u></u> | <u><u>304.1%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1825 Cert. Res. Prop. Manager (1800 Professional & Bus.Develop) | | | |
|------------------------------------|--|----------------------|-----------------------|---------------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 461 · Education Development | 0.00 | | | |
| 462 · Education Outreach | 0.00 | | | |
| 465 · MRE Society | 0.00 | | | |
| 467 · REALTOR Institute | 0.00 | | | |
| 468 · rCRMS | 0.00 | | | |
| 469 · Spring Convention | 0.00 | | | |
| 472 · CRPM | 1,248.00 | 750.00 | 498.00 | 166.4% |
| Total Income | <u>1,248.00</u> | <u>750.00</u> | <u>498.00</u> | <u>166.4%</u> |
| Gross Profit | 1,248.00 | 750.00 | 498.00 | 166.4% |
| Expense | | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | 0.00 | 0.00 | 0.0% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | 0.00 | 0.00 | 0.0% |
| 780 · Postage | 24.90 | 16.00 | 8.90 | 155.6% |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | | | |
| 787 · Speaker Fees | 1,016.80 | 0.00 | 1,016.80 | 100.0% |
| 810 · Contract Fees | 0.00 | 0.00 | 0.00 | 0.0% |
| 850 · Telephone | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>1,041.70</u> | <u>16.00</u> | <u>1,025.70</u> | <u>6,510.6%</u> |
| Net Ordinary Income | <u>206.30</u> | <u>734.00</u> | <u>-527.70</u> | <u>28.1%</u> |
| Net Income | <u><u>206.30</u></u> | <u><u>734.00</u></u> | <u><u>-527.70</u></u> | <u><u>28.1%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January 2020

| | Total 1855 MRE Society (1800 Professional & Bus.Develop) | | | |
|------------------------------------|---|---------------|----------------|--------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 461 · Education Development | 0.00 | | | |
| 462 · Education Outreach | 0.00 | | | |
| 465 · MRE Society | 150.00 | 250.00 | -100.00 | 60.0% |
| 467 · REALTOR Institute | 0.00 | | | |
| 468 · rCRMS | 0.00 | | | |
| 469 · Spring Convention | 0.00 | | | |
| 472 · CRPM | 0.00 | | | |
| Total Income | <u>150.00</u> | <u>250.00</u> | <u>-100.00</u> | <u>60.0%</u> |
| Gross Profit | 150.00 | 250.00 | -100.00 | 60.0% |
| Expense | | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | | | |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 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% |
| 810 · Contract Fees | 0.00 | | | |
| 850 · Telephone | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>0.00</u> | <u>0.00</u> | <u>0.00</u> | <u>0.0%</u> |
| Net Ordinary Income | <u>150.00</u> | <u>250.00</u> | <u>-100.00</u> | <u>60.0%</u> |
| Net Income | <u>150.00</u> | <u>250.00</u> | <u>-100.00</u> | <u>60.0%</u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January 2020**

| | 1860 Spring Convention (1800 Professional & Bus.Develop) | | | |
|------------------------------------|---|--------------------------|-------------------------|----------------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 461 · Education Development | 0.00 | | | |
| 462 · Education Outreach | 0.00 | | | |
| 465 · MRE Society | 0.00 | | | |
| 467 · REALTOR Institute | 0.00 | | | |
| 468 · rCRMS | 0.00 | | | |
| 469 · Spring Convention | 22,517.00 | 0.00 | 22,517.00 | 100.0% |
| 472 · CRPM | 0.00 | | | |
| Total Income | <u>22,517.00</u> | <u>0.00</u> | <u>22,517.00</u> | <u>100.0%</u> |
| Gross Profit | 22,517.00 | 0.00 | 22,517.00 | 100.0% |
| Expense | | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | 0.00 | 0.00 | 0.0% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | 0.00 | 0.00 | 0.0% |
| 780 · Postage | 11,398.99 | 14,850.00 | -3,451.01 | 76.8% |
| 781 · Printing | 4,052.04 | 3,019.00 | 1,033.04 | 134.2% |
| 786 · Promotion | 0.00 | 500.00 | -500.00 | 0.0% |
| 787 · Speaker Fees | 0.00 | 0.00 | 0.00 | 0.0% |
| 810 · Contract Fees | 310.10 | 6,000.00 | -5,689.90 | 5.2% |
| 850 · Telephone | 0.00 | | | |
| 867 · Travel | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Expense | <u>15,761.13</u> | <u>24,369.00</u> | <u>-8,607.87</u> | <u>64.7%</u> |
| Net Ordinary Income | <u>6,755.87</u> | <u>-24,369.00</u> | <u>31,124.87</u> | <u>-27.7%</u> |
| Net Income | <u><u>6,755.87</u></u> | <u><u>-24,369.00</u></u> | <u><u>31,124.87</u></u> | <u><u>-27.7%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January 2020**

| | 1870 Education Outreach (1800 Professional & Bus.Develop) | | | |
|------------------------------------|--|-----------------|-----------------|---------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 461 · Education Development | 50.00 | | | |
| 462 · Education Outreach | 3,055.00 | 2,025.00 | 1,030.00 | 150.9% |
| 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 | 3,105.00 | 2,025.00 | 1,080.00 | 153.3% |
| Gross Profit | 3,105.00 | 2,025.00 | 1,080.00 | 153.3% |
| Expense | | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 29.98 | 40.00 | -10.02 | 75.0% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | 0.00 | 0.00 | 0.0% |
| 780 · Postage | 93.97 | 100.00 | -6.03 | 94.0% |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | | | |
| 787 · Speaker Fees | 900.00 | 900.00 | 0.00 | 100.0% |
| 810 · Contract Fees | 0.00 | 0.00 | 0.00 | 0.0% |
| 850 · Telephone | 0.00 | | | |
| 867 · Travel | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Expense | 1,023.95 | 1,040.00 | -16.05 | 98.5% |
| Net Ordinary Income | 2,081.05 | 985.00 | 1,096.05 | 211.3% |
| Net Income | 2,081.05 | 985.00 | 1,096.05 | 211.3% |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January 2020**

| | 1871 Education Development (1800 Professional & Bus.Develop) | | | |
|------------------------------------|---|---------------------|----------------------|----------------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 461 · Education Development | 948.56 | 95.00 | 853.56 | 998.5% |
| 462 · Education Outreach | 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>948.56</u> | <u>95.00</u> | <u>853.56</u> | <u>998.5%</u> |
| Gross Profit | 948.56 | 95.00 | 853.56 | 998.5% |
| Expense | | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | | | |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | 0.00 | 0.00 | 0.0% |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 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 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>0.00</u> | <u>0.00</u> | <u>0.00</u> | <u>0.0%</u> |
| Net Ordinary Income | <u>948.56</u> | <u>95.00</u> | <u>853.56</u> | <u>998.5%</u> |
| Net Income | <u><u>948.56</u></u> | <u><u>95.00</u></u> | <u><u>853.56</u></u> | <u><u>998.5%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1872 Instructor Development (1800 Professional & Bus.Develop) | | | |
|------------------------------------|--|--------------------|-------------------------|----------------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 461 · Education Development | 0.00 | | | |
| 462 · Education Outreach | 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 | | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | 0.00 | 0.00 | 0.0% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | 0.00 | 0.00 | 0.0% |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | | | |
| 787 · Speaker Fees | 0.00 | 0.00 | 0.00 | 0.0% |
| 810 · Contract Fees | 1,395.00 | 0.00 | 1,395.00 | 100.0% |
| 850 · Telephone | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>1,395.00</u> | <u>0.00</u> | <u>1,395.00</u> | <u>100.0%</u> |
| Net Ordinary Income | <u>-1,395.00</u> | <u>0.00</u> | <u>-1,395.00</u> | <u>100.0%</u> |
| Net Income | <u><u>-1,395.00</u></u> | <u><u>0.00</u></u> | <u><u>-1,395.00</u></u> | <u><u>100.0%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1875 Broker University (1800 Professional & Bus.Develop) | | | |
|------------------------------------|---|-----------------------|----------------------|--------------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 461 · Education Development | 0.00 | | | |
| 462 · Education Outreach | 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 | | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | 0.00 | 0.00 | 0.0% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | 0.00 | 0.00 | 0.0% |
| 780 · Postage | 0.00 | 0.00 | 0.00 | 0.0% |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | | | |
| 787 · Speaker Fees | 0.00 | 0.00 | 0.00 | 0.0% |
| 810 · Contract Fees | 0.00 | 200.00 | -200.00 | 0.0% |
| 850 · Telephone | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>0.00</u> | <u>200.00</u> | <u>-200.00</u> | <u>0.0%</u> |
| Net Ordinary Income | <u>0.00</u> | <u>-200.00</u> | <u>200.00</u> | <u>0.0%</u> |
| Net Income | <u><u>0.00</u></u> | <u><u>-200.00</u></u> | <u><u>200.00</u></u> | <u><u>0.0%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | Total 1900 Operations | | | |
|------------------------------------|----------------------------|----------------------------|--------------------------|----------------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 410 · Interest Income | 5,477.87 | 5,000.00 | 477.87 | 109.6% |
| 415 · Rental Income | 6,507.90 | 7,478.73 | -970.83 | 87.0% |
| 417 · Gain on Investments | -425.00 | | | |
| 430 · Dues Income | 8,210,475.00 | 7,900,000.00 | 310,475.00 | 103.9% |
| 435 · Law Book | 82.30 | 75.00 | 7.30 | 109.7% |
| Total Income | <u>8,222,118.07</u> | <u>7,912,553.73</u> | <u>309,564.34</u> | <u>103.9%</u> |
| Gross Profit | 8,222,118.07 | 7,912,553.73 | 309,564.34 | 103.9% |
| Expense | | | | |
| 500 · Salaries/Benefits | 226,174.40 | 243,000.00 | -16,825.60 | 93.1% |
| 540 · Staff Development | 125.00 | 275.00 | -150.00 | 45.5% |
| 605 · Awards/Gifts | 185.00 | 325.00 | -140.00 | 56.9% |
| 620 · Building Expense | 8,288.14 | 14,550.00 | -6,261.86 | 57.0% |
| 630 · Catering/Hotel | 9,573.36 | 11,000.00 | -1,426.64 | 87.0% |
| 631 · Computer Service and Expense | 0.00 | 200.00 | -200.00 | 0.0% |
| 639 · Dues & Commitments. | 51,037.00 | 51,145.00 | -108.00 | 99.8% |
| 640 · Equipment Maintenance/Rental | 3,703.85 | 6,110.00 | -2,406.15 | 60.6% |
| 6560 · Payroll Expenses | -0.01 | | | |
| 690 · Credit Card & EFT Fees/Misc. | 94,857.95 | 100,000.00 | -5,142.05 | 94.9% |
| 770 · Supplies | 1,599.38 | 1,850.00 | -250.62 | 86.5% |
| 780 · Postage | 40.56 | 300.00 | -259.44 | 13.5% |
| 786 · Promotion | 4,501.30 | 5,000.00 | -498.70 | 90.0% |
| 810 · Contract Fees | 7,148.16 | 9,380.00 | -2,231.84 | 76.2% |
| 850 · Telephone | 963.12 | 1,500.00 | -536.88 | 64.2% |
| 867 · Travel | 6,255.13 | 8,000.00 | -1,744.87 | 78.2% |
| Total Expense | <u>414,452.34</u> | <u>452,635.00</u> | <u>-38,182.66</u> | <u>91.6%</u> |
| Net Ordinary Income | <u>7,807,665.73</u> | <u>7,459,918.73</u> | <u>347,747.00</u> | <u>104.7%</u> |
| Net Income | <u><u>7,807,665.73</u></u> | <u><u>7,459,918.73</u></u> | <u><u>347,747.00</u></u> | <u><u>104.7%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1000 General Overhead (1900 Operations) | | | |
|------------------------------------|--|---------------------------|------------------------|---------------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 410 · Interest Income | 5,477.87 | 5,000.00 | 477.87 | 109.6% |
| 415 · Rental Income | 0.00 | | | |
| 417 · Gain on Investments | -425.00 | | | |
| 430 · Dues Income | 0.00 | | | |
| 435 · Law Book | 82.30 | 75.00 | 7.30 | 109.7% |
| Total Income | <u>5,135.17</u> | <u>5,075.00</u> | <u>60.17</u> | <u>101.2%</u> |
| Gross Profit | 5,135.17 | 5,075.00 | 60.17 | 101.2% |
| Expense | | | | |
| 500 · Salaries/Benefits | 0.00 | | | |
| 540 · Staff Development | 125.00 | 275.00 | -150.00 | 45.5% |
| 605 · Awards/Gifts | 185.00 | 325.00 | -140.00 | 56.9% |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | | | |
| 631 · Computer Service and Expense | 0.00 | 200.00 | -200.00 | 0.0% |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 3,703.85 | 6,110.00 | -2,406.15 | 60.6% |
| 6560 · Payroll Expenses | 0.00 | | | |
| 690 · Credit Card & EFT Fees/Misc. | 94,857.95 | 100,000.00 | -5,142.05 | 94.9% |
| 770 · Supplies | 1,416.00 | 1,550.00 | -134.00 | 91.4% |
| 780 · Postage | -7.00 | | | |
| 786 · Promotion | 0.00 | | | |
| 810 · Contract Fees | 934.70 | 2,000.00 | -1,065.30 | 46.7% |
| 850 · Telephone | 963.12 | 1,500.00 | -536.88 | 64.2% |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>102,178.62</u> | <u>111,960.00</u> | <u>-9,781.38</u> | <u>91.3%</u> |
| Net Ordinary Income | <u>-97,043.45</u> | <u>-106,885.00</u> | <u>9,841.55</u> | <u>90.8%</u> |
| Net Income | <u><u>-97,043.45</u></u> | <u><u>-106,885.00</u></u> | <u><u>9,841.55</u></u> | <u><u>90.8%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1402 Individual Dues (1400 Dues) | | | |
|------------------------------------|-------------------------------------|--------|----------------|-------------|
| | Jan 20 | 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 | 14,995.00 | | | |
| 435 · Law Book | 0.00 | | | |
| Total Income | 14,995.00 | | | |
| Gross Profit | 14,995.00 | | | |
| Expense | | | | |
| 500 · Salaries/Benefits | 0.00 | | | |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | | | |
| 631 · Computer Service and Expense | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 6560 · Payroll Expenses | 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 | 0.00 | | | |
| Net Ordinary Income | 14,995.00 | | | |
| Net Income | 14,995.00 | | | |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1404 NAR Institute Affiliates (1400 Dues) | | | |
|------------------------------------|--|--------|----------------|-------------|
| | Jan 20 | 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 | 4,200.00 | | | |
| 435 · Law Book | 0.00 | | | |
| Total Income | <u>4,200.00</u> | | | |
| Gross Profit | 4,200.00 | | | |
| Expense | | | | |
| 500 · Salaries/Benefits | 0.00 | | | |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | | | |
| 631 · Computer Service and Expense | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 6560 · Payroll Expenses | 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>4,200.00</u> | | | |
| Net Income | <u><u>4,200.00</u></u> | | | |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1400 Dues - Other (1400 Dues) | | | |
|------------------------------------|----------------------------------|----------------------------|--------------------------|----------------------|
| | Jan 20 | 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 | 8,191,280.00 | 7,900,000.00 | 291,280.00 | 103.7% |
| 435 · Law Book | 0.00 | | | |
| Total Income | <u>8,191,280.00</u> | <u>7,900,000.00</u> | <u>291,280.00</u> | <u>103.7%</u> |
| Gross Profit | 8,191,280.00 | 7,900,000.00 | 291,280.00 | 103.7% |
| Expense | | | | |
| 500 · Salaries/Benefits | 0.00 | | | |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | | | |
| 631 · Computer Service and Expense | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 6560 · Payroll Expenses | 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>8,191,280.00</u> | <u>7,900,000.00</u> | <u>291,280.00</u> | <u>103.7%</u> |
| Net Income | <u><u>8,191,280.00</u></u> | <u><u>7,900,000.00</u></u> | <u><u>291,280.00</u></u> | <u><u>103.7%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | Total 1400 Dues (1900 Operations) | | | |
|------------------------------------|--------------------------------------|----------------------------|--------------------------|----------------------|
| | Jan 20 | 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 | 8,210,475.00 | 7,900,000.00 | 310,475.00 | 103.9% |
| 435 · Law Book | 0.00 | | | |
| Total Income | <u>8,210,475.00</u> | <u>7,900,000.00</u> | <u>310,475.00</u> | <u>103.9%</u> |
| Gross Profit | 8,210,475.00 | 7,900,000.00 | 310,475.00 | 103.9% |
| Expense | | | | |
| 500 · Salaries/Benefits | 0.00 | | | |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | | | |
| 631 · Computer Service and Expense | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 6560 · Payroll Expenses | 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>8,210,475.00</u> | <u>7,900,000.00</u> | <u>310,475.00</u> | <u>103.9%</u> |
| Net Income | <u><u>8,210,475.00</u></u> | <u><u>7,900,000.00</u></u> | <u><u>310,475.00</u></u> | <u><u>103.9%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1901 Operations & Strategic Sup (1900 Operations) | | | |
|------------------------------------|--|-------------------------|----------------------|---------------------|
| | Jan 20 | 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 | <u>0.00</u> | | | |
| Gross Profit | 0.00 | | | |
| Expense | | | | |
| 500 · Salaries/Benefits | 0.00 | | | |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 1,865.00 | 2,000.00 | -135.00 | 93.3% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 6560 · Payroll Expenses | 0.00 | | | |
| 690 · Credit Card & EFT Fees/Misc. | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 47.56 | 300.00 | -252.44 | 15.9% |
| 786 · Promotion | 4,501.30 | 5,000.00 | -498.70 | 90.0% |
| 810 · Contract Fees | 0.00 | | | |
| 850 · Telephone | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>6,413.86</u> | <u>7,300.00</u> | <u>-886.14</u> | <u>87.9%</u> |
| Net Ordinary Income | <u>-6,413.86</u> | <u>-7,300.00</u> | <u>886.14</u> | <u>87.9%</u> |
| Net Income | <u><u>-6,413.86</u></u> | <u><u>-7,300.00</u></u> | <u><u>886.14</u></u> | <u><u>87.9%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1903 Association Relations (1900 Operations) | | | |
|------------------------------------|---|-------------------------|----------------------|---------------------|
| | Jan 20 | 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 | <u>0.00</u> | | | |
| Gross Profit | 0.00 | | | |
| Expense | | | | |
| 500 · Salaries/Benefits | 0.00 | | | |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 7,073.22 | 8,000.00 | -926.78 | 88.4% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 6560 · Payroll Expenses | 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>7,073.22</u> | <u>8,000.00</u> | <u>-926.78</u> | <u>88.4%</u> |
| Net Ordinary Income | <u>-7,073.22</u> | <u>-8,000.00</u> | <u>926.78</u> | <u>88.4%</u> |
| Net Income | <u><u>-7,073.22</u></u> | <u><u>-8,000.00</u></u> | <u><u>926.78</u></u> | <u><u>88.4%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1905 National Meetings (1900 Operations) | | | |
|------------------------------------|---|--------------------------|----------------------|---------------------|
| | Jan 20 | 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 | <u>0.00</u> | | | |
| Gross Profit | 0.00 | | | |
| Expense | | | | |
| 500 · Salaries/Benefits | 0.00 | | | |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | | | |
| 631 · Computer Service and Expense | 0.00 | | | |
| 639 · Dues & Commitments. | 51,037.00 | 51,145.00 | -108.00 | 99.8% |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 6560 · Payroll Expenses | 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 | 1,456.11 | 2,000.00 | -543.89 | 72.8% |
| Total Expense | <u>52,493.11</u> | <u>53,145.00</u> | <u>-651.89</u> | <u>98.8%</u> |
| Net Ordinary Income | <u>-52,493.11</u> | <u>-53,145.00</u> | <u>651.89</u> | <u>98.8%</u> |
| Net Income | <u><u>-52,493.11</u></u> | <u><u>-53,145.00</u></u> | <u><u>651.89</u></u> | <u><u>98.8%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1920 EXCOM & Director Support (1900 Operations) | | | |
|------------------------------------|--|-------------------------|------------------------|---------------------|
| | Jan 20 | 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 | <u>0.00</u> | | | |
| Gross Profit | 0.00 | | | |
| Expense | | | | |
| 500 · Salaries/Benefits | 0.00 | | | |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 635.14 | 1,000.00 | -364.86 | 63.5% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 6560 · Payroll Expenses | 0.00 | | | |
| 690 · Credit Card & EFT Fees/Misc. | 0.00 | | | |
| 770 · Supplies | 183.38 | 300.00 | -116.62 | 61.1% |
| 780 · Postage | 0.00 | | | |
| 786 · Promotion | 0.00 | | | |
| 810 · Contract Fees | 0.00 | | | |
| 850 · Telephone | 0.00 | | | |
| 867 · Travel | 4,799.02 | 6,000.00 | -1,200.98 | 80.0% |
| Total Expense | <u>5,617.54</u> | <u>7,300.00</u> | <u>-1,682.46</u> | <u>77.0%</u> |
| Net Ordinary Income | <u>-5,617.54</u> | <u>-7,300.00</u> | <u>1,682.46</u> | <u>77.0%</u> |
| Net Income | <u><u>-5,617.54</u></u> | <u><u>-7,300.00</u></u> | <u><u>1,682.46</u></u> | <u><u>77.0%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1955 Public Relations (1900 Operations) | | | |
|------------------------------------|--|------------------|----------------|--------------|
| | Jan 20 | 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 | <u>0.00</u> | | | |
| Gross Profit | 0.00 | | | |
| Expense | | | | |
| 500 · Salaries/Benefits | 0.00 | | | |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | | | |
| 631 · Computer Service and Expense | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 6560 · Payroll Expenses | 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 | 5,699.54 | 6,500.00 | -800.46 | 87.7% |
| 850 · Telephone | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>5,699.54</u> | <u>6,500.00</u> | <u>-800.46</u> | <u>87.7%</u> |
| Net Ordinary Income | <u>-5,699.54</u> | <u>-6,500.00</u> | <u>800.46</u> | <u>87.7%</u> |
| Net Income | <u>-5,699.54</u> | <u>-6,500.00</u> | <u>800.46</u> | <u>87.7%</u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 1990 Personnel (1900 Operations) | | | |
|------------------------------------|-------------------------------------|---------------------------|-------------------------|---------------------|
| | Jan 20 | 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 | <u>0.00</u> | | | |
| Gross Profit | 0.00 | | | |
| Expense | | | | |
| 500 · Salaries/Benefits | 226,174.40 | 243,000.00 | -16,825.60 | 93.1% |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | | | |
| 631 · Computer Service and Expense | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 6560 · Payroll Expenses | -0.01 | | | |
| 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>226,174.39</u> | <u>243,000.00</u> | <u>-16,825.61</u> | <u>93.1%</u> |
| Net Ordinary Income | <u>-226,174.39</u> | <u>-243,000.00</u> | <u>16,825.61</u> | <u>93.1%</u> |
| Net Income | <u><u>-226,174.39</u></u> | <u><u>-243,000.00</u></u> | <u><u>16,825.61</u></u> | <u><u>93.1%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2020

| | 6000 Building (1900 Operations) | | | |
|------------------------------------|------------------------------------|-------------------------|------------------------|---------------------|
| | Jan 20 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 410 · Interest Income | 0.00 | | | |
| 415 · Rental Income | 6,507.90 | 7,478.73 | -970.83 | 87.0% |
| 417 · Gain on Investments | 0.00 | | | |
| 430 · Dues Income | 0.00 | | | |
| 435 · Law Book | 0.00 | | | |
| Total Income | <u>6,507.90</u> | <u>7,478.73</u> | <u>-970.83</u> | <u>87.0%</u> |
| Gross Profit | 6,507.90 | 7,478.73 | -970.83 | 87.0% |
| Expense | | | | |
| 500 · Salaries/Benefits | 0.00 | | | |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 8,288.14 | 14,550.00 | -6,261.86 | 57.0% |
| 630 · Catering/Hotel | 0.00 | | | |
| 631 · Computer Service and Expense | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 6560 · Payroll Expenses | 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 | 880.00 | -366.08 | 58.4% |
| 850 · Telephone | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>8,802.06</u> | <u>15,430.00</u> | <u>-6,627.94</u> | <u>57.0%</u> |
| Net Ordinary Income | <u>-2,294.16</u> | <u>-7,951.27</u> | <u>5,657.11</u> | <u>28.9%</u> |
| Net Income | <u><u>-2,294.16</u></u> | <u><u>-7,951.27</u></u> | <u><u>5,657.11</u></u> | <u><u>28.9%</u></u> |