

2022

MARCH FINANCIALS

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Gary Nelson, President
Scott Drucker, CEO



ARIZONA REALTORS®
MONTHLY FINANCIAL PACKAGE
MARCH 2022

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FINANCIAL SUMMARY





MONTHLY FINANCIAL NOTES

March 2022

Income/Expense Summary (Operating Budget vs. Actual)

| <u>2022 Y-T-D</u> | <u>Actual</u> | <u>Budget</u> | <u>Variance</u> |
|-------------------|-----------------|-----------------|-----------------|
| Income | | | |
| Dues | \$ 9,368,447.30 | \$ 8,940,700.00 | \$ 427,747.30 |
| Other | \$ 92,093.04 | \$ 121,202.26 | \$ (29,109.22) |
| Total Income | \$ 9,460,540.34 | \$ 9,061,902.26 | \$ 398,638.08 |
| Expenses | | | |
| Net Income (Loss) | \$ 7,826,233.16 | \$ 7,136,284.91 | \$ 689,948.25 |

Year-to-date income exceeds expenses by \$7,826,233.16. This amount compares favorably with the projected net income of \$7,136,284.91 for the reporting period; therefore, we have a positive year-to-date variance of \$689,948.25.

RESERVE FUNDS

Operating Reserve (Bylaw Article IV, Section 1; Policy B.6) - The balance as of January 1, 2022, was \$10,807,552.11 inclusive of the UBS RMA and BlackRock Accounts. The current balance is \$10,631,027.03. There were \$11,434.24 in withdrawals primarily for the Sanford for NAR Treasurer campaign and building security patrol services. There were no deposits this period. The fund has seen a change in value year-to-date of (\$176,525.08).

REALTORS® Issues Mobilization Fund (Bylaw Article IV, Section 3; Policy B.6 & RIMC Policies) - The balance as of January 1, 2022, was \$11,320,615.18 inclusive of the UBS RMA, BlackRock, Q-GARP, Dividend Ruler, Portfolio Management, and KAR accounts. The current balance is \$10,991,952.15. There were \$4,200.00 in deposits for Issues Mobilization contributions transferred from PSF. There were no withdrawals. These accounts have seen a change in value year-to-date of (\$328,663.03).

Capital Reserve (Bylaw Article IV, Section 2; Policy B.6) - The balance as of January 1, 2022, was \$6,414,288.02 inclusive of the UBS RMA, BlackRock, Q-GARP, Dividend Ruler, Portfolio Management, and KAR accounts. The current balance is \$6,249,790.31. There were \$2,766.55 in withdrawals this period primarily for exterior fencing, and reimbursement of Executive Committee Members technology reimbursements. There were no deposits. These accounts have seen a change in value year-to-date of (\$164,497.71).

Strategic Initiatives Reserve (Bylaw Article IV, Section 4; Policy B.6) - The balance as of January 1, 2022, was \$2,997,889.84 inclusive of the MidFirst checking, UBS RMA, BlackRock, Q-GARP, Dividend Ruler, and Portfolio Management Accounts. The current balance is \$2,920,382.20. There were no deposits and no withdrawals for this period. The fund has seen a change in value year-to-date of (\$77,507.64).

AZ Homeownership Alliance (Bylaw Article IV, Section 5) - The balance as of January 1, 2022, was \$100,469.98 inclusive of the UBS RMA. The current balance is \$100,474.93. There were no deposits and no withdrawals this period. The fund has seen a change in value year-to-date of \$4.95.

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 overall primarily due to: 1501 - *Government Area Support* is overall under budget due to reduced building costs and reduced expenses from committee meetings being attended virtually and less than expected travel to local associations, but slightly over budget in Contract Fees due to increased property management fees; 1510 - *Legislative Advocacy* is overall under budget, specifically in Dues & Commitments, due to delays in renewing the Arizona Chamber membership, but slightly over budget in promotional activities due to requested meetings with legislators and staff; 1545 - *Local Lobbying Support* is under budget due to a lack of need for local lobbying support; 1550 - *Legislative Policy Development* is overall under budget due to not renting a tent for REALTOR® Day at the Capitol, although slightly over budget in supplies due to anticipating a higher turnout; 1560 - *Fundraising Support* is over budget due to delayed NAR Grant Reimbursement for RAPAC Spring Auction items; 1575 - *Federal Liaison Support* - no activity as of yet; 1585 - *Governmental Communications* no activity as of yet; 1596 - *Political Research* is under budget due less than expected research needed on legislation.

Overall, the Legislative & Political Affairs Area has a positive net variance of \$23,738.61 Y-T-D.

Adjustments/Recommendations: None

Page 32: RISK MANAGEMENT

Income from Professional Standards Fees is under budget as several anticipated hearings have not been held due to settlement or complainants withdrawing their complaints and not appearing at hearings. Expenses are under budget overall primarily due to: 1601 - *Risk Management Support* general expenses such as Building Expenses, Computer Service and Expenses, Supplies, and Postage were less than budgeted, Conferences and Travel is under budget because not all of the travel expenses allocated for the NAR Legislative Conference have yet been incurred; Catering/Hotel is over budget because the cost associated with catering the Risk Management Committee lunches was higher than anticipated; 1602 - *Legal Support* Contract Fees is under budget due to not having paid any outside legal counsel; 1605 - *PS Enforcement* Postage is under budget because we primarily communicated with the parties and panelists via email, and Contract Fees is under budget as we were refunded Abacus training fees paid in 2021, and for 2022 we contracted with Abacus for a rate lower than anticipated; 1610 - *PS Training* Catering/Hotel is under budget because the Arizona REALTORS® Annual Professional Standards Training costs, including rental of the Desert Willow Conference Center, were less than anticipated when budgeted; 1615 - *Alt Dispute Resolution* no activity as of yet; 1625 - *Risk Management Publications* Promotion is under budget because we did not send out any A.S.A.P text alerts; 1650 - *Forms Development* Contract Fees is slightly under budget as the Solar Addendum has not yet been translated into Spanish; and 1665 - *Legal Hotline* is slightly under budget as the monthly fee negotiated with Zelms, Erlich & Mack is less than what was anticipated when budgeted.

Overall, the Risk Management Area has a positive net variance of \$21,386.08.

Adjustments/Recommendations: None

Page 40: BUSINESS TECHNOLOGY & COMMUNICATIONS

Income received was exactly as budgeted. Expenses are under budget overall primarily due to: 1701 - *Bus. Services & Tech Support* Building expenses were less than anticipated, printing volume was not used as planned, the telephone expense was less than expected and conference expense was not used as planned; 1730 - *IT Resource & Security Management* is under budget due to less than expected costs associated with our member database RAMCO and our technology managed services company GMI; 1770 - *Business Services Department* actual expenses are as budgeted; 1780 - *Communications* is under budget due to less than expected costs associated with supplies, printing, promotion, and computer services and website maintenance fees paid to a third-party vendor; 1781 - *Diversity*

Committee is under budget due to less than anticipated promotion, dues and commitments, and not having yet paid speaker fees to Nate Johnson for the Committee's April Fair Housing Zoom presentation.

Overall, the Business Technology & Communications Area has a positive net variance of \$67,158.76 Y-T-D.

Adjustments/Recommendations: None

Page 46: PROFESSIONAL AND BUSINESS DEVELOPMENT

Income is under budget primarily resulting from the Industry Partners Conference actuals. Expenses are under budget overall due to:

1801 - Professional Development Support under budget reflecting Building, Postage, Equipment Maintenance/Rental, Supplies, Printing, Computer Service and Telephone actual expenses to date for building operations; Staff Development expense timing was earlier than expected; Contract Fees are under budget due to timing for education registration platform enhancements and reflect actual EFT expenses incurred to date; Conferences is under budget due to change in event platform resulting in Cvent conference cancellation; *1815 - REALTOR® Institute* Income is under budget primarily due to higher number of discounted students and expenses are under budget due to timing of GRI class billing and revenue share disbursements, and Promotion is under budget to date due to less than anticipated scholarship requests/disbursements; *1820 - rCRMS* Income and Speaker expenses are higher than expected to date due to type of class scheduled vs. anticipated (one-day vs. two-day classes), Contract Fees are under budget to date due to timing of revenue share disbursements, and Postage is under budget due to DTC (direct-to-classroom) offerings converted to DTM (direct-to-member) offerings; *1825 - CRPM* Income and Expenses are less than anticipated year-to-date due to two canceled classes in January and change in the NARPM registration fee structure, Contract Fees are under budget to date due to timing of revenue share disbursements, and Postage is under budget due to DTC (direct-to-classroom) offerings converted to DTM (direct-to-member) offerings; *1840 - Leadership Training/Conference* Speaker expense is under budget to date due to speaker adjustment; *1850 - Industry Partners Conference* Income and related expenses are under budget due to attendance level at this live event; *1855 - Professionalism* expenses are under budget due to delayed timing for the new StartSmart program; *1870 - Education Outreach* Income and expenses reflect actual number of classes and number of students, Contract Fees are under budget to date due to timing of revenue share disbursements, and Postage is under budget due to DTC (direct-to-classroom) offerings converted to DTM (direct-to-member) offerings; *1871 - Education Development* Staff Development is over budget year-to-date due to timing of training, and Contract Fees is under budget due to StartSmart content development timing; *1872 - Instructor Development* Conference expense discrepancy is due to a credit for a canceled conference in January; *1875 - Broker University* Contract Fees are under budget due to timing of revenue share disbursements.

Overall, the Professional & Business Development Area has a positive net variance of \$28,726.21 Y-T-D.

Adjustments/Recommendations: None

Page 58: OPERATIONS AND STRATEGIC INITIATIVES

Income is **over** budget due to higher than budgeted dues and rental income. **There were 53,483 fully paid members during the reporting period. During the same period in 2021, there were 52,266 paid members.**

This represents a 2.32% increase in paid members for the same period in 2021. (*Note: The 2022 budget was prepared anticipating a 4% annual paid member increase from the 2021 budget projection.*) Expenses were **under** budget overall.

1000 - General Overhead Equipment Maintenance/Rental is over budget this period, but will be reallocated to each area department at the end of second quarter; Credit Card & EFT Fees and Contract Fees were less than budgeted; *1901 - Operations Support* expenses were less than budgeted overall primarily due to no Search/CEO Transition expenses and less than budgeted Promotion expenses, but Postage was over budget due to the timing of the postage meter refill; *1903 - Association Relations* is slightly under budget; *1905 - National Meetings* Region XI dues were more than budgeted due to more members than anticipated in 2021; Conferences was under budget due to less than anticipated fees associated with NAR AEI; *1920 - ExCom & Director Support* Contract Fees are under budget as the national facilitator fees were less than expected; *1955 - Public Relations* expenses are slightly less than budgeted; *1990 - Personnel* is less than budgeted; *6000 - Building* income is more than budgeted as a result of new tenant leases and expenses are less than budgeted.

Overall, the Operations & Strategic Initiatives Area has a positive net variance of \$548,938.59 Y-T-D.

Adjustments/Recommendations: None.

**Arizona Association of REALTORS®
Summary Balance Sheet
March 2022**

| | 3/31/2022 |
|---------------------------------------|----------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | 41,519,298.42 |
| Accounts Receivable | 4,721.72 |
| Other Current Assets | 176,251.90 |
| Total Current Assets | 41,700,272.04 |
| Fixed Assets | 2,097,590.26 |
| Other Assets | 0.00 |
| TOTAL ASSETS | 43,797,862.30 |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | 18,389.70 |
| Credit Cards | 49,600.87 |
| Other Current Liabilities | 88,678.90 |
| Total Current Liabilities | 156,669.47 |
| Long Term Liabilities | 116,306.70 |
| Total Liabilities | 272,976.17 |
| Equity | 43,524,886.13 |
| TOTAL LIABILITIES & EQUITY | 43,797,862.30 |

Arizona Association of REALTORS®
Grouped Balance Sheet
March 2022

March 31, 2022

ASSETS**Current Assets****Checking/Savings****AAR General Accounts**

| | | |
|---------------------------------------|------------|----------------------|
| Operating Account - MIDFIRST Checking | 374,473.39 | |
| AFLAC 125 Claims Reimb. MIDFIRST | 9,820.92 | |
| Operating Account - CHASE Checking | 324.40 | 384,618.71 |
| AAR UBS RMA Money Market | | <u>10,219,263.68</u> |
| Combined AAR General Accounts | | 10,603,882.39 |

Capital Accounts

| | | |
|---|--------------|---------------------|
| Capital Purchase - UBS Portfolio Mgmt. | 273,982.70 | |
| Capital Purchase - KAR | 48,422.35 | |
| Capital Purchase - BlackRock | 3,084,025.41 | |
| Capital Reserve Fund - UBS Checking RMA | 2,467,325.14 | |
| Capital Reserve - Q-GARP | 230,361.83 | |
| Capital Reserve - Dividend Ruler | 145,672.88 | |
| Combined Capital Accounts | | <u>6,249,790.31</u> |

Operating Accounts

| | | |
|--------------------------------------|--------------|----------------------|
| Operating Reserve - UBS Checking RMA | 4,089,339.90 | |
| Operating Reserve - BlackRock | 6,541,687.13 | |
| Combined Operating Accounts | | <u>10,631,027.03</u> |

Strategic Initiative

| | | |
|--|--------------|---------------------|
| Strategic Initiative - UBS Portfolio Mgmt. | 195,489.28 | |
| Strategic Initiatives - BlackRock | 1,157,987.08 | |
| Strategic Initiative - UBS RMA | 1,193,263.20 | |
| Strategic Initiative Checking - MIDFIRST | 65,439.45 | |
| Strategic Initiative - Q_GARP | 165,877.00 | |
| Strategic Initiative - Dividend Ruler | 142,326.19 | |
| Combined Strategic Initiative Accounts | | <u>2,920,382.20</u> |

Issues Mobilization Accounts

| | | |
|-----------------------------------|--------------|----------------------|
| Issues Mob - UBS RMA | 4,708,205.13 | |
| Issues Mob - Portfolio Management | 1,038,580.44 | |
| Issues Mob - KAR | 193,920.93 | |
| Issues Mob - BlackRock | 3,600,809.01 | |
| Issues Mob - Q_GARP | 884,259.72 | |
| Issues Mob - Dividend Ruler | 566,176.92 | |
| Combined Issues Mob Accounts | | <u>10,991,952.15</u> |

Arizona Homeownership Alliance - UBS RMA

| | | |
|--|-------------------|------------|
| | <u>100,474.93</u> | 100,474.93 |
|--|-------------------|------------|

Political Survival Fund

| | | |
|--|------------------|-----------|
| | <u>16,394.67</u> | 16,394.67 |
|--|------------------|-----------|

Property Management

**Arizona Association of REALTORS®
Grouped Balance Sheet
March 2022**

| | <u>March 31, 2022</u> | |
|---|-----------------------|-----------------------------|
| Cash-AZ Bank & Trust - Preserve Property Management | <u>5,394.74</u> | 5,394.74 |
| | | <u>41,519,298.42</u> |
| Total Checking/Savings | | |
| Accounts Receivable | | |
| A/R - Trade | | <u>4,721.72</u> |
| A/R - Cvent | 13,367.28 | |
| Due From Region 11 | 0.00 | |
| Due From PSF Fund to IM | <u>0.00</u> | |
| Total Accounts Receivable | | 13,367.28 |
| REACH Ventures | | 100,000.00 |
| Other Current Assets | | |
| Prepaid Expenses and Deposits | 154.73 | |
| Monthly Prepays | <u>62,729.89</u> | |
| Total Prepaid Expenses and Deposits | | 62,884.62 |
| Total Other Current Assets | | 76,251.90 |
| Total Current Assets | | <u>41,700,272.04</u> |
| Fixed Assets | | |
| Property and Equipment | | |
| 151 · A/D - Furn & Equipment | -163,115.94 | |
| 157 · A/D - Computer | -652,779.97 | |
| 161 · A/D - Leashold Imprvments | -1,180,926.11 | |
| 165 · A/D - Building Osborn | -1,146,515.12 | |
| 167 · A/D - Tenant Improvements | <u>-79,642.59</u> | |
| Total Accumulated Depreciation | | -3,222,979.73 |
| 150 · Furniture & Equipment | 302,335.85 | |
| 156 · Computer | 694,041.05 | |
| 160 · Leasehold Improvements | 1,630,356.08 | |
| 163 · Land - Osborn | 617,737.40 | |
| 164 · Building - Osborn | 1,995,153.78 | |
| 166 · Tenant Improvements | <u>80,945.83</u> | |
| Total Property and Equipment | | 5,320,569.99 |
| Total Fixed Assets | | 2,097,590.26 |
| Other Assets | | |
| Loan Cost / Leasing Commissions | | |
| Note Receivable | <u>0.00</u> | |
| Total Other Assets | | 0.00 |
| TOTAL ASSETS | | <u><u>43,797,862.30</u></u> |

Arizona Association of REALTORS®
Grouped Balance Sheet
March 2022

March 31, 2022

LIABILITIES & EQUITY**Liabilities****Current Liabilities****Accounts Payable**

Accounts Payable

18,389.70

Total Accounts Payable

18,389.70

Credit Cards

MidFirst Business Visa

49,600.87

Total Credit Cards

49,600.87

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

14,626.69

Total Accrued Salaries & P/R Taxes

14,626.69

Security Deposits Payable - Osborn

10,642.07

Deferred Dues Income

0.00

Deferred Income - Other

4,000.00

Deferred Income Issues Mob

0.00

Stale Dated Checks/Escheat

2,695.68

Arbitration Case Pending

27,760.13

Current portion of LTD

28,954.33

74,052.21

Total Other Current Liabilities

88,678.90

Total Current Liabilities

156,669.47

Long Term Liabilities

Capital Lease Payable

116,306.70

Total Long Term Liabilities

116,306.70

TOTAL LIABILITIES

272,976.17

Equity**Temporarily restricted**

304 · Fund Balance - Issues Mobilization

734,006.00

Total Temporarily restricted

734,006.00

Unrestricted/Designated

302 · Fund Balance - Operating Reserve

9,856,666.00

303 · Fund Balance - Capital

5,606,680.00

305 · Fund Balance - Issues Mobilization

8,344,938.00

307 · Fund Balance - Strategic Initiative

2,420,923.00

308 Fund Balance - AZ Homeownership

100,593.00

Total Unrestricted/Designated

26,329,800.00

3900 · Unrestricted/Undesignated

9,404,117.65

Net Income

7,056,962.48

Total Equity

43,524,886.13

TOTAL LIABILITIES & EQUITY

43,797,862.30

CONNECTING

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TOGETHER

FINANCIAL DETAILS



Arizona Association of REALTORS®

Balance Sheet

As of March 31, 2022

| | Mar 31, 22 |
|---|----------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| 1000 · Combined Operating Cash Account | |
| 100.3 · Operating Acc. - MidFirst 2997 | 374,473.39 |
| 100.4 · AFLAC 125 Claims - MidFirst | 9,820.92 |
| 101.3 · Operating Account - CHASE 1442 | 324.40 |
| 101.5 · UBS - AAR Main RMA | 10,219,263.68 |
| Total 1000 · Combined Operating Cash Account | 10,603,882.39 |
| 1005 · Q-GARP Portfolio - UBS | |
| 1005.1 · Strategic Initiative Q-GARP | 165,877.00 |
| 1005.2 · Capital Reserve Q-GARP | 230,361.83 |
| 1005.3 · Issues Mob. Q-GARP | 884,259.72 |
| Total 1005 · Q-GARP Portfolio - UBS | 1,280,498.55 |
| 1006 · Dividend Ruler Portfolio - UBS | |
| 1006.1 · Strategic Initiative Div. Ruler | 142,326.19 |
| 1006.2 · Capital Reserve Dividend Ruler | 145,672.88 |
| 1006.3 · Issues Mob. Dividend Ruler | 566,176.92 |
| Total 1006 · Dividend Ruler Portfolio - UBS | 854,175.99 |
| 1007 · Portfolio Management - UBS | |
| 1007.1 · Strat Initiative Portfolio Mgmt | 195,489.28 |
| 1007.2 · Capital Reserve Portfolio Mgmt | 273,982.70 |
| 1007.3 · Issues Mob. Portfolio Mgmt | 1,038,580.44 |
| Total 1007 · Portfolio Management - UBS | 1,508,052.42 |
| 10081 · BlackRock - UBS | |
| 10081.1 · Capital Reserve - BlackRock | 3,084,025.41 |
| 10081.2 · Operating Reserve - BlackRock | 6,541,687.13 |
| 10081.3 · Issues Mobilization - BlackRock | 3,600,809.01 |
| 10081.4 · Strategic Initiative - BlackRoc | 1,157,987.08 |
| Total 10081 · BlackRock - UBS | 14,384,508.63 |
| 10082 · KAR - UBS | |
| 10082.1 · Capital Purchase - KAR | 48,422.35 |
| 10082.2 · Issues Mobilization - KAR | 193,920.93 |
| Total 10082 · KAR - UBS | 242,343.28 |
| 101.40 · Combined Strategic Initiative | |
| 101.43 · Strategic Initiative - UBS | 1,193,263.20 |
| 101.44 · Strategic Init Check - MidFirst | 65,439.45 |
| Total 101.40 · Combined Strategic Initiative | 1,258,702.65 |
| 101.66 · Operating Reserve Net | |
| 102 · Cash in Op Reserve - UBS | 4,089,339.90 |
| Total 101.66 · Operating Reserve Net | 4,089,339.90 |
| 103 · Capital Reserve Checking RMA | 2,467,325.14 |
| 104 · Issues Mob Accounts - UBS | |
| 104.4 · Issues Mob Fund - UBS RMA | 4,708,205.13 |
| Total 104 · Issues Mob Accounts - UBS | 4,708,205.13 |
| 105 · Cash-AZ Bank & Trust/Prop Mgmt | 5,394.74 |
| 106.. · AZ Homeownership Alliance RMA | 100,474.93 |
| 111. · PSF | |
| 111 · Political Survival Fund | 16,394.67 |
| Total 111. · PSF | 16,394.67 |

Arizona Association of REALTORS®

Balance Sheet

As of March 31, 2022

| | Mar 31, 22 |
|--------------------------------------|----------------------|
| Total Checking/Savings | 41,519,298.42 |
| Accounts Receivable 112 · A/R | 4,721.72 |
| Total Accounts Receivable | 4,721.72 |
| Other Current Assets | |
| Prepaid Expenses and Deposits | |
| 123 · Monthly Prepays | |
| 123.010 · April Pre-Pays | 38,109.90 |
| 123.011 · May Pre-Pays | 13,938.48 |
| 123.012 · June Pre-Pays | 1,669.78 |
| 123.014 · August Pre-Pays | 2,643.00 |
| 123.015 · September Pre-Pays | 2,643.00 |
| 123.016 · October Pre-Pays | 3,725.73 |
| Total 123 · Monthly Prepays | 62,729.89 |
| 124 · Prepaid Expenses | |
| 124.2 · Prepaid Postage-Pitney Bowes | 154.73 |
| Total 124 · Prepaid Expenses | 154.73 |
| Total Prepaid Expenses and Deposits | 62,884.62 |
| 112.110 · A/R Misc. | |
| 113.10 · A/R - Regonline | 13,367.28 |
| Total 112.110 · A/R Misc. | 13,367.28 |
| 115 · Reach Ventures | 100,000.00 |
| Total Other Current Assets | 176,251.90 |
| Total Current Assets | 41,700,272.04 |
| Fixed Assets | |
| Property and Equipment | |
| Total Accumulated Depreciation | |
| 151 · A/D - Furn & Equipment | -163,115.94 |
| 157 · A/D - Computer | -652,779.97 |
| 161 · A/D - Leasehold Imprvments | -1,180,926.11 |
| 165 · A/D - Building Osborn | -1,146,515.12 |
| 167 · A/D - Tenant Improvements | -79,642.59 |
| Total Total Accumulated Depreciation | -3,222,979.73 |
| 150 · Furniture & Equipment | 302,335.85 |
| 156 · Computer | 694,041.05 |
| 160 · Leasehold Improvements | 1,630,356.08 |
| 163 · Land - Osborn | 617,737.40 |
| 164 · Building - Osborn | 1,995,153.78 |
| 166 · Tenant Improvements | 80,945.83 |
| Total Property and Equipment | 2,097,590.26 |
| Total Fixed Assets | 2,097,590.26 |
| TOTAL ASSETS | 43,797,862.30 |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| 200 · Accounts Payable | 18,389.70 |
| Total Accounts Payable | 18,389.70 |
| Credit Cards | |

Arizona Association of REALTORS®

Balance Sheet

As of March 31, 2022

| | Mar 31, 22 |
|---|----------------------|
| 203.1 · MidFirst Business Credit Card | 49,600.87 |
| Total Credit Cards | 49,600.87 |
| Other Current Liabilities | |
| 214 · Accrued Salaries & P/R Taxes | |
| 2100 · Payroll Liabilities | 9,768.53 |
| 214 · Accrued Salaries & P/R Taxes - Other | 4,858.16 |
| Total 214 · Accrued Salaries & P/R Taxes | 14,626.69 |
| 215 · Security Deposits Payable - Osb | 10,642.07 |
| 228 · Deferred Income | |
| 232 · Deferred Income Other | 4,000.00 |
| Total 228 · Deferred Income | 4,000.00 |
| 240 · Stale Dated Checks/Escheat | 2,695.68 |
| 275 · Arbitration Case Pending | 27,760.13 |
| 295 · Current portion of LTD | 28,954.33 |
| Total Other Current Liabilities | 88,678.90 |
| Total Current Liabilities | 156,669.47 |
| Long Term Liabilities | |
| 285 · Capital Lease Payable | 116,306.70 |
| Total Long Term Liabilities | 116,306.70 |
| Total Liabilities | 272,976.17 |
| Equity | |
| Temporarily restricted | |
| 304 · Fund Bal - Issues Mobilization | 734,006.00 |
| Total Temporarily restricted | 734,006.00 |
| Unrestricted/Designated | |
| 302 · Fund Bal - Operating Reserve | 9,856,666.00 |
| 303 · Fund Bal - Capital | 5,606,680.00 |
| 305 · Fund Bal - Issues Mobilization | 8,344,938.00 |
| 307 · Fund Bal - Strategic Initiative | 2,420,923.00 |
| 308 · Fund Bal - AZ Homeownership | 100,593.00 |
| Total Unrestricted/Designated | 26,329,800.00 |
| 3900 · Unrestricted/Undesignated | 9,404,117.65 |
| Net Income | 7,056,962.48 |
| Total Equity | 43,524,886.13 |
| TOTAL LIABILITIES & EQUITY | 43,797,862.30 |

2022 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 | \$ 5,376,514.85 | | | | | | | | | | | | | |
| Dividend and Interest Income (including account) | | | \$763.53 | (\$14,520.34) | \$20,168.02 | | | | | | | | | | \$ 5,376,514.85 |
| Deposits | | | \$4,580.68 | | | | | | | | | | | | \$6,411.21 |
| Withdrawals | | | (\$3,502.95) | (\$1,255,554.58) | (\$11,434.24) | | | | | | | | | | \$4,580.68 |
| Change in Market Value | | | (\$4,376.35) | (\$4,427.25) | (\$18,752.05) | | | | | | | | | | (\$1,270,501.18) |
| Total | | | | | | | | | | | | | | | <u>\$ 4,089,339.90</u> |
| AAR Operating Reserve - BlackRock | UX17968 | \$ 5,431,037.26 | | | | | | | | | | | | | |
| Dividend and Interest Income (including account) | | | \$5,490.00 | \$5,586.16 | \$7,249.30 | | | | | | | | | | \$ 5,431,037.26 |
| Deposits | | | | \$1,250,000.00 | | | | | | | | | | | \$18,325.46 |
| Withdrawals | | | | | | | | | | | | | | | \$1,250,000.00 |
| Change in Market Value | | | (\$45,300.07) | (\$24,177.54) | (\$82,841.34) | | | | | | | | | | \$0.00 |
| Fees | | | (\$5,356.54) | | | | | | | | | | | | (\$152,318.95) |
| Total | | | | | | | | | | | | | | | <u>\$ 6,541,687.13</u> |
| TOTAL | | | | | | | | | | | | | | | <u>\$ 10,631,027.03</u> |
| Year-to-Date Change in Value: | | | | | | | | | | | | | | | <u>\$ (176,525.08)</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.

Capital Reserve

| ACCOUNT | Acct. # | Balance Forward | Jan. | Feb. | Mar. | Apr. | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | NET |
|--|---------|------------------------|---------------|---------------|---------------|------|-----|-----|-----|-----|-----|-----|-----|-----|------------------------|
| Capital Purchase - RMA | UX68872 | \$ 2,482,962.40 | | | | | | | | | | | | | \$ 2,482,962.40 |
| Dividend and Interest Income (revenue account) | | | \$364.65 | (\$6,767.45) | \$11,217.63 | | | | | | | | | | \$3,855.13 |
| Deposits | | | | | | | | | | | | | | | \$0.00 |
| Withdrawals | | | (\$1,901.00) | (\$470.00) | (\$2,766.55) | | | | | | | | | | (\$5,137.55) |
| Change in Market Value | | | (\$2,050.11) | (\$7,723.81) | (\$9,606.92) | | | | | | | | | | (\$13,865.84) |
| Fees | | | | | | | | | | | | | | | \$0.00 |
| Total | | | | | | | | | | | | | | | \$ 2,467,325.14 |
| Capital Purchase - Q-GARP | UX32366 | \$ 253,846.53 | | | | | | | | | | | | | \$ 253,846.53 |
| Dividend and Interest Income (revenue account) | | | \$28.71 | \$117.89 | \$275.26 | | | | | | | | | | \$421.86 |
| Deposits | | | | | | | | | | | | | | | \$0.00 |
| Withdrawals | | | (\$10,749.24) | (\$13,127.25) | \$6,220.34 | | | | | | | | | | \$0.00 |
| Change in Market Value | | | (\$251.37) | | | | | | | | | | | | (\$23,656.19) |
| Fees | | | | | | | | | | | | | | | (\$148.45) |
| Total | | | | | | | | | | | | | | | \$ 230,381.83 |
| Capital Purchase - Dividend Ruler | UX32388 | \$ 150,509.42 | | | | | | | | | | | | | \$ 150,509.42 |
| Dividend and Interest Income (revenue account) | | | \$182.30 | \$102.54 | \$463.48 | | | | | | | | | | \$748.32 |
| Deposits | | | | | | | | | | | | | | | \$0.00 |
| Withdrawals | | | (\$5,594.21) | (\$3,091.16) | \$3,038.96 | | | | | | | | | | (\$5,436.41) |
| Change in Market Value | | | (\$746.45) | | | | | | | | | | | | (\$148.45) |
| Fees | | | | | | | | | | | | | | | \$0.00 |
| Total | | | | | | | | | | | | | | | \$ 145,872.88 |
| Capital Purchase - Portfolio Management | UX42723 | \$ 312,203.74 | | | | | | | | | | | | | \$ 312,203.74 |
| Dividend and Interest Income (revenue account) | | | \$6.63 | \$0.03 | \$185.02 | | | | | | | | | | \$291.68 |
| Deposits | | | | | | | | | | | | | | | \$0.00 |
| Withdrawals | | | (\$24,001.05) | (\$9,675.23) | (\$4,243.51) | | | | | | | | | | (\$38,204.79) |
| Change in Market Value | | | (\$6,071.49) | | | | | | | | | | | | (\$307.93) |
| Fees | | | | | | | | | | | | | | | \$0.00 |
| Total | | | | | | | | | | | | | | | \$ 273,882.70 |
| Capital Purchase - BlackRock | UX17969 | \$ 3,159,032.32 | | | | | | | | | | | | | \$ 3,159,032.32 |
| Dividend and Interest Income (revenue account) | | | \$3,056.27 | \$3,056.08 | \$3,241.24 | | | | | | | | | | \$9,352.59 |
| Deposits | | | | | | | | | | | | | | | \$0.00 |
| Withdrawals | | | (\$26,483.59) | (\$14,478.84) | (\$40,095.91) | | | | | | | | | | (\$81,243.74) |
| Change in Market Value | | | (\$3,717.76) | | | | | | | | | | | | (\$32,115.76) |
| Fees | | | | | | | | | | | | | | | \$0.00 |
| Total | | | | | | | | | | | | | | | \$ 3,084,025.41 |
| Capital Purchase - KAR | UX57610 | \$ 55,733.51 | | | | | | | | | | | | | \$ 55,733.51 |
| Dividend and Interest Income (revenue account) | | | \$16.01 | \$4.33 | \$53.29 | | | | | | | | | | \$73.63 |
| Deposits | | | | | | | | | | | | | | | \$0.00 |
| Withdrawals | | | (\$5,967.41) | (\$1,716.57) | \$460.78 | | | | | | | | | | (\$7,214.95) |
| Change in Market Value | | | (\$106.84) | | | | | | | | | | | | (\$103.84) |
| Fees | | | | | | | | | | | | | | | \$0.00 |
| Total | | | | | | | | | | | | | | | \$ 48,422.35 |
| TOTAL | | \$ 6,414,288.02 | | | | | | | | | | | | | \$ 6,249,790.31 |
| Year-to-Date Change in Value: | | | | | | | | | | | | | | | \$ (164,497.71) |

*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.

2022 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 | \$ 65,439.45 | \$0.00 | \$0.00 | \$0.00 | | | | | | | | | | \$ 65,439.45 |
| Deposits | | | | | | | | | | | | | | | \$0.00 |
| Withdrawals | | | | | | | | | | | | | | | \$0.00 |
| Transfers | | | | | | | | | | | | | | | \$0.00 |
| Total | | | | | | | | | | | | | | | \$0.00 |
| Strategic Initiative - UBS RMA | UX27692 | \$ 1,333,020.55 | \$184.02 | (\$2,256.60) | \$3,310.22 | | | | | | | | | | \$ 1,333,020.55 |
| Dividend and Interest Income (including account) | | | | | | | | | | | | | | | 1,235.54 |
| Deposits | | | | | | | | | | | | | | | 0.00 |
| Withdrawals | | | | | | | | | | | | | | | (\$6,000.00) |
| Change in Market Value | | | | | | | | | | | | | | | (\$5,744.52) |
| Fees | | | | | | | | | | | | | | | 0.00 |
| Total | | | | | | | | | | | | | | | \$ 1,193,283.20 |
| Strategic Initiative - Q-GARP | UX52389 | \$ 183,169.32 | \$21.44 | \$67.63 | \$202.43 | | | | | | | | | | \$ 183,169.32 |
| Dividend and Interest Income (including account) | | | | | | | | | | | | | | | 311.50 |
| Deposits | | | | | | | | | | | | | | | 0.00 |
| Withdrawals | | | | | | | | | | | | | | | 0.00 |
| Change in Market Value | | | | | | | | | | | | | | | 17,425.16 |
| Fees | | | | | | | | | | | | | | | (\$1,917.94) |
| Total | | | | | | | | | | | | | | | \$ 165,877.00 |
| Strategic Initiative - Dividend Ruler | UX52370 | \$ 147,151.93 | \$178.80 | \$98.80 | \$463.75 | | | | | | | | | | \$ 147,151.93 |
| Dividend and Interest Income (including account) | | | | | | | | | | | | | | | 731.35 |
| Deposits | | | | | | | | | | | | | | | 0.00 |
| Withdrawals | | | | | | | | | | | | | | | 0.00 |
| Change in Market Value | | | | | | | | | | | | | | | (\$4,179.66) |
| Fees | | | | | | | | | | | | | | | 345.14 |
| Total | | | | | | | | | | | | | | | \$ 142,328.19 |
| Strategic Initiative - Portfolio Management | UX42724 | \$ 221,236.95 | \$4.88 | \$0.00 | \$232.73 | | | | | | | | | | \$ 221,236.95 |
| Dividend and Interest Income (including account) | | | | | | | | | | | | | | | 237.64 |
| Deposits | | | | | | | | | | | | | | | 0.00 |
| Withdrawals | | | | | | | | | | | | | | | 0.00 |
| Change in Market Value | | | | | | | | | | | | | | | 25,767.50 |
| Fees | | | | | | | | | | | | | | | (\$2,062.21) |
| Total | | | | | | | | | | | | | | | \$ 195,488.28 |
| Strategic Initiative - BlackRock | UX53105 | \$ 1,047,871.64 | \$1,112.63 | \$1,101.15 | \$1,298.92 | | | | | | | | | | \$ 1,047,871.64 |
| Dividend and Interest Income (including account) | | | | | | | | | | | | | | | \$3,512.70 |
| Deposits | | | | | | | | | | | | | | | \$135,000.00 |
| Withdrawals | | | | | | | | | | | | | | | 50.00 |
| Change in Market Value | | | | | | | | | | | | | | | (\$27,363.74) |
| Fees | | | | | | | | | | | | | | | (\$1,023.52) |
| Total | | | | | | | | | | | | | | | \$ 1,157,987.08 |
| TOTAL | | \$ 2,997,889.84 | | | | | | | | | | | | | \$ 2,920,382.20 |
| Year-to-Date Change in Value: | | \$ (77,507.64) | | | | | | | | | | | | | |

2022 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 | \$ 474.38 | | | | | | | | | | | | | |
| Deposits | | | | | | | | | | | | | | | \$ 474.38 |
| Withdrawals | | | (\$50.00) | (\$49.99) | (\$49.99) | | | | | | | | | | \$0.00 |
| Transfers | | | | | | | | | | | | | | | (\$149.98) |
| Total | | | | | | | | | | | | | | | \$ 324.40 |
| AAR General Checking - MIDFIRST | | | | | | | | | | | | | | | |
| | xx-2997 | \$ 345,418.25 | | | | | | | | | | | | | |
| Deposits | | | \$3,591,427.60 | \$647,814.84 | \$295,007.88 | | | | | | | | | | \$ 345,418.25 |
| Withdrawals | | | (\$918,868.89) | (\$497,700.37) | (\$488,625.92) | | | | | | | | | | \$4,534,250.32 |
| Transfers | | | (\$2,000,000.00) | (\$1,000,000.00) | \$0.00 | | | | | | | | | | (\$1,505,195.18) |
| Total | | | | | | | | | | | | | | | \$ 374,473.39 |
| AAR Main RMA | | | | | | | | | | | | | | | |
| Dividend and Interest Income (including account) | UX66381 | \$ 7,226,939.30 | | | | | | | | | | | | | |
| Transfers | | | \$209.30 | (\$9,447.46) | \$22,089.83 | | | | | | | | | | \$ 7,226,939.30 |
| Withdrawals | | | \$2,000,000.00 | \$1,000,000.00 | \$0.00 | | | | | | | | | | \$12,851.67 |
| Change in Market Value | | | (\$747.04) | (\$2,151.17) | (\$17,629.08) | | | | | | | | | | \$3,000,000.00 |
| Total | | | | | | | | | | | | | | | \$ 10,219,263.66 |
| AZ Homeownership Alliance | | | | | | | | | | | | | | | |
| Dividend and Interest Income (including account) | UX45239 | \$ 100,469.98 | | | | | | | | | | | | | |
| Transfers | | | \$1.70 | \$1.71 | \$1.54 | | | | | | | | | | \$ 100,469.98 |
| Withdrawals | | | | | | | | | | | | | | | \$4.95 |
| Change in Market Value | | | | | | | | | | | | | | | \$0.00 |
| Fees | | | | | | | | | | | | | | | \$0.00 |
| Total | | | | | | | | | | | | | | | \$ 100,474.93 |
| RAPAC - RMA | | | | | | | | | | | | | | | |
| Dividend and Interest Income (including account) | UX68862 | \$ 1,561,729.69 | | | | | | | | | | | | | |
| Deposits | | | \$100.30 | (\$9,699.76) | \$12,387.79 | | | | | | | | | | \$ 1,561,729.69 |
| Transfers | | | | | | | | | | | | | | | \$2,788.33 |
| Withdrawals | | | (\$480.24) | (\$613.90) | (\$6,201.55) | | | | | | | | | | \$0.00 |
| Change in Market Value | | | | | | | | | | | | | | | \$0.00 |
| Total | | | | | | | | | | | | | | | \$ 1,557,322.33 |
| TOTAL | | | | | | | | | | | | | | | \$ 12,251,858.73 |

**Arizona Association of REALTORS®
All Funds Budget vs. Actual
January through March 2022**

| | <u>Jan - Mar 22</u> |
|---------------------------------------|---------------------|
| Ordinary Income/Expense | |
| Income | |
| 410 · Interest Income | 16,709.27 |
| 415 · Rental Income | 17,473.48 |
| 417 · Gain on Investments | -765,053.53 |
| 430 · Dues Income | 9,368,447.30 |
| 433 · Forms Licensing | 21,000.00 |
| 435 · Law Book | 369.34 |
| 440 · Other Program Income | 821.23 |
| 440.10 · Ethics Citation Fee | 0.00 |
| 440.3 · Arbitration Deposits Retained | 500.00 |
| 440.5 · Ethics Admin Fees | 1,500.00 |
| 440.6 · Retained Fine | 2,750.00 |
| 460 · Broker University | 2,232.00 |
| 461 · Education Development | 1,055.22 |
| 462 · Education Outreach | 11,548.00 |
| 466 · Member Communications | 0.00 |
| 467 · REALTOR Institute | 8,255.00 |
| 468 · rCRMS | 5,232.00 |
| 471 · Industry Partners | 20,682.00 |
| 472 · CRPM | 5,809.00 |
| 491 · IM Contributions | 13,900.00 |
| 497 · Misc Income | 541.39 |
| Total Income | <u>8,733,771.70</u> |
| Gross Profit | <u>8,733,771.70</u> |
| Expense | |
| 500 · Salaries/Benefits | 722,834.24 |
| 540 · Staff Development | 1,490.97 |
| 605 · Awards/Gifts | 8,632.50 |
| 620 · Building Expense | 93,264.50 |
| 629 · Operating Reserve Contributions | 20,912.78 |
| 630 · Catering/Hotel | 92,618.84 |
| 631 · Computer Service and Expense | 6,689.73 |
| 632 · Copying | 38.25 |
| 633 · Furniture/Equipment Expense | 127.05 |
| 639 · Dues & Commitments. | 79,578.22 |
| 640 · Equipment Maintenance/Rental | 9,697.45 |
| 660 · Management Fees | 1,029.37 |
| 690 · Credit Card & EFT Fees/Misc. | 130,806.73 |
| 693 · Investment Banking Fees | 14,976.18 |
| 770 · Supplies | 5,236.18 |
| 780 · Postage | 2,537.37 |
| 781 · Printing | 183.10 |
| 786 · Promotion | 12,710.75 |

Arizona Association of REALTORS®
All Funds Budget vs. Actual
January through March 2022

| | <u>Jan - Mar 22</u> |
|-----------------------------------|----------------------------|
| 787 · Speaker Fees | 25,013.19 |
| 788 · Staff Expense | 190.05 |
| 790 · Subscriptions and Reference | 10,131.27 |
| 810 · Contract Fees | 405,300.32 |
| 850 · Telephone | 6,822.68 |
| 860 · Conferences | 6,944.99 |
| 867 · Travel | 19,042.51 |
| Total Expense | <u>1,676,809.22</u> |
| Net Ordinary Income | <u>7,056,962.48</u> |
| Net Income | <u><u>7,056,962.48</u></u> |

Arizona Association of REALTORS®
Operating Budget vs. Actual
 January through March 2022

| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
|---------------------------------------|---------------------|---------------------|--------------------|---------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 410 · Interest Income | -799.18 | 1,365.00 | -2,164.18 | -58.5% |
| 415 · Rental Income | 17,473.48 | 8,002.26 | 9,471.22 | 218.4% |
| 417 · Gain on Investments | -6,876.44 | | | |
| 430 · Dues Income | 9,368,447.30 | 8,940,700.00 | 427,747.30 | 104.8% |
| 433 · Forms Licensing | 21,000.00 | 21,000.00 | 0.00 | 100.0% |
| 435 · Law Book | 369.34 | 150.00 | 219.34 | 246.2% |
| 440 · Other Program Income | 821.23 | 1,000.00 | -178.77 | 82.1% |
| 440.10 · Ethics Citation Fee | 0.00 | 250.00 | -250.00 | 0.0% |
| 440.3 · Arbitration Deposits Retained | 500.00 | 500.00 | 0.00 | 100.0% |
| 440.5 · Ethics Admin Fees | 1,500.00 | 1,800.00 | -300.00 | 83.3% |
| 440.6 · Retained Fine | 2,750.00 | 3,000.00 | -250.00 | 91.7% |
| 460 · Broker University | 2,232.00 | 1,770.00 | 462.00 | 126.1% |
| 461 · Education Development | 1,055.22 | 695.00 | 360.22 | 151.8% |
| 462 · Education Outreach | 11,548.00 | 12,375.00 | -827.00 | 93.3% |
| 466 · Member Communications | 0.00 | 500.00 | -500.00 | 0.0% |
| 467 · REALTOR Institute | 8,255.00 | 12,400.00 | -4,145.00 | 66.6% |
| 468 · rCRMS | 5,232.00 | 2,415.00 | 2,817.00 | 216.6% |
| 471 · Industry Partners | 20,682.00 | 46,375.00 | -25,693.00 | 44.6% |
| 472 · CRPM | 5,809.00 | 7,325.00 | -1,516.00 | 79.3% |
| 497 · Misc Income | 541.39 | 280.00 | 261.39 | 193.4% |
| Total Income | 9,460,540.34 | 9,061,902.26 | 398,638.08 | 104.4% |
| Gross Profit | 9,460,540.34 | 9,061,902.26 | 398,638.08 | 104.4% |
| Expense | | | | |
| 500 · Salaries/Benefits | 722,834.24 | 728,000.00 | -5,165.76 | 99.3% |
| 540 · Staff Development | 1,490.97 | 2,750.00 | -1,259.03 | 54.2% |
| 605 · Awards/Gifts | 8,632.50 | 14,345.00 | -5,712.50 | 60.2% |
| 620 · Building Expense | 93,264.50 | 104,558.34 | -11,293.84 | 89.2% |
| 630 · Catering/Hotel | 92,618.84 | 109,305.00 | -16,686.16 | 84.7% |
| 631 · Computer Service and Expense | 1,233.07 | 3,400.00 | -2,166.93 | 36.3% |
| 632 · Copying | 38.25 | 1,350.00 | -1,311.75 | 2.8% |
| 639 · Dues & Commitments. | 79,578.22 | 80,250.00 | -671.78 | 99.2% |
| 640 · Equipment Maintenance/Rental | 9,697.45 | 16,092.00 | -6,394.55 | 60.3% |
| 690 · Credit Card & EFT Fees/Misc. | 130,806.73 | 150,000.00 | -19,193.27 | 87.2% |
| 770 · Supplies | 5,236.18 | 8,806.74 | -3,570.56 | 59.5% |
| 780 · Postage | 2,537.37 | 3,972.25 | -1,434.88 | 63.9% |
| 781 · Printing | 183.10 | 12,950.00 | -12,766.90 | 1.4% |
| 786 · Promotion | 12,710.75 | 17,001.50 | -4,290.75 | 74.8% |
| 787 · Speaker Fees | 25,013.19 | 30,150.00 | -5,136.81 | 83.0% |
| 788 · Staff Expense | 190.05 | 250.00 | -59.95 | 76.0% |
| 790 · Subscriptions and Reference | 10,131.27 | 14,608.48 | -4,477.21 | 69.4% |
| 810 · Contract Fees | 405,300.32 | 574,564.06 | -169,263.74 | 70.5% |
| 850 · Telephone | 6,822.68 | 10,602.73 | -3,780.05 | 64.3% |
| 860 · Conferences | 6,944.99 | 14,783.00 | -7,838.01 | 47.0% |
| 867 · Travel | 19,042.51 | 27,878.25 | -8,835.74 | 68.3% |
| Total Expense | 1,634,307.18 | 1,925,617.35 | -291,310.17 | 84.9% |
| Net Ordinary Income | 7,826,233.16 | 7,136,284.91 | 689,948.25 | 109.7% |
| Net Income | 7,826,233.16 | 7,136,284.91 | 689,948.25 | 109.7% |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through March 2022

| | Total 1500 Legislative & Pol. Affairs | | | |
|------------------------------------|---------------------------------------|--------------------|-------------------|--------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 605 · Awards/Gifts | 7,945.75 | 13,370.00 | -5,424.25 | 59.4% |
| 620 · Building Expense | 3,130.63 | 6,421.00 | -3,290.37 | 48.8% |
| 630 · Catering/Hotel | 47,171.01 | 50,142.00 | -2,970.99 | 94.1% |
| 631 · Computer Service and Expense | 199.79 | 500.00 | -300.21 | 40.0% |
| 632 · Copying | 0.00 | 50.00 | -50.00 | 0.0% |
| 639 · Dues & Commitments. | 24,500.00 | 25,650.00 | -1,150.00 | 95.5% |
| 640 · Equipment Maintenance/Rental | 11.25 | 2,030.00 | -2,018.75 | 0.6% |
| 770 · Supplies | 876.63 | 1,150.02 | -273.39 | 76.2% |
| 780 · Postage | 191.40 | 265.50 | -74.10 | 72.1% |
| 781 · Printing | 90.27 | 675.00 | -584.73 | 13.4% |
| 786 · Promotion | 7,752.69 | 4,531.50 | 3,221.19 | 171.1% |
| 790 · Subscriptions and Reference | 5,165.97 | 8,310.98 | -3,145.01 | 62.2% |
| 810 · Contract Fees | 67,081.85 | 70,098.31 | -3,016.46 | 95.7% |
| 850 · Telephone | 901.29 | 1,544.20 | -642.91 | 58.4% |
| 860 · Conferences | 781.91 | 1,250.00 | -468.09 | 62.6% |
| 867 · Travel | 284.46 | 3,835.00 | -3,550.54 | 7.4% |
| Total Expense | 166,084.90 | 189,823.51 | -23,738.61 | 87.5% |
| Net Ordinary Income | -166,084.90 | -189,823.51 | 23,738.61 | 87.5% |
| Net Income | -166,084.90 | -189,823.51 | 23,738.61 | 87.5% |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through March 2022

| | 1501 Government Area Support (1500 Legislative & Pol. Affairs) | | | |
|------------------------------------|---|-------------------|-------------------|--------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 3,130.63 | 6,421.00 | -3,290.37 | 48.8% |
| 630 · Catering/Hotel | 48.20 | 142.00 | -93.80 | 33.9% |
| 631 · Computer Service and Expense | 199.79 | 500.00 | -300.21 | 40.0% |
| 632 · Copying | 0.00 | 50.00 | -50.00 | 0.0% |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 11.25 | 2,030.00 | -2,018.75 | 0.6% |
| 770 · Supplies | 280.23 | 750.02 | -469.79 | 37.4% |
| 780 · Postage | 178.46 | 265.50 | -87.04 | 67.2% |
| 781 · Printing | 90.27 | 675.00 | -584.73 | 13.4% |
| 786 · Promotion | 0.00 | | | |
| 790 · Subscriptions and Reference | 0.00 | 0.00 | 0.00 | 0.0% |
| 810 · Contract Fees | 425.83 | 348.30 | 77.53 | 122.3% |
| 850 · Telephone | 901.29 | 1,544.20 | -642.91 | 58.4% |
| 860 · Conferences | 0.00 | 0.00 | 0.00 | 0.0% |
| 867 · Travel | 284.46 | 3,335.00 | -3,050.54 | 8.5% |
| Total Expense | 5,550.41 | 16,061.02 | -10,510.61 | 34.6% |
| Net Ordinary Income | -5,550.41 | -16,061.02 | 10,510.61 | 34.6% |
| Net Income | -5,550.41 | -16,061.02 | 10,510.61 | 34.6% |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1510 Legislative Advocacy (1500 Legislative & Pol. Affairs) | | | |
|------------------------------------|--|-------------------|------------------|--------------|
| | Jan - Mar 22 | 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. | 14,500.00 | 15,400.00 | -900.00 | 94.2% |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 1,073.71 | 2,286.50 | -1,212.79 | 47.0% |
| 790 · Subscriptions and Reference | 5,165.97 | 8,310.98 | -3,145.01 | 62.2% |
| 810 · Contract Fees | 32,274.00 | 32,500.01 | -226.01 | 99.3% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 781.91 | 1,250.00 | -468.09 | 62.6% |
| 867 · Travel | 0.00 | | | |
| Total Expense | 53,795.59 | 59,747.49 | -5,951.90 | 90.0% |
| Net Ordinary Income | -53,795.59 | -59,747.49 | 5,951.90 | 90.0% |
| Net Income | -53,795.59 | -59,747.49 | 5,951.90 | 90.0% |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through March 2022

| | 1545 Local Lobbying Support (1500 Legislative & Pol. Affairs) | | | |
|------------------------------------|--|-----------------------|----------------------|--------------------|
| | Jan - Mar 22 | 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 | 500.00 | -500.00 | 0.0% |
| Total Expense | <u>0.00</u> | <u>500.00</u> | <u>-500.00</u> | <u>0.0%</u> |
| Net Ordinary Income | <u>0.00</u> | <u>-500.00</u> | <u>500.00</u> | <u>0.0%</u> |
| Net Income | <u><u>0.00</u></u> | <u><u>-500.00</u></u> | <u><u>500.00</u></u> | <u><u>0.0%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1550 Legislative Policy Dev. (1500 Legislative & Pol. Affairs) | | | |
|------------------------------------|---|-------------------|------------------|--------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 47,122.81 | 50,000.00 | -2,877.19 | 94.2% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 402.01 | 400.00 | 2.01 | 100.5% |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | | | |
| 790 · Subscriptions and Reference | 0.00 | | | |
| 810 · Contract Fees | 33,382.02 | 33,500.00 | -117.98 | 99.6% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Expense | 80,906.84 | 83,900.00 | -2,993.16 | 96.4% |
| Net Ordinary Income | -80,906.84 | -83,900.00 | 2,993.16 | 96.4% |
| Net Income | -80,906.84 | -83,900.00 | 2,993.16 | 96.4% |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through March 2022

| | 1560 Fundraising Support (1500 Legislative & Pol. Affairs) | | | |
|------------------------------------|---|-------------------|------------------|--------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 605 · Awards/Gifts | 7,945.75 | 13,370.00 | -5,424.25 | 59.4% |
| 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 | 194.39 | 0.00 | 194.39 | 100.0% |
| 780 · Postage | 12.94 | 0.00 | 12.94 | 100.0% |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 6,678.98 | 2,245.00 | 4,433.98 | 297.5% |
| 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 | 24,832.06 | 25,865.00 | -1,032.94 | 96.0% |
| Net Ordinary Income | -24,832.06 | -25,865.00 | 1,032.94 | 96.0% |
| Net Income | -24,832.06 | -25,865.00 | 1,032.94 | 96.0% |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through March 2022

| | 1585 Governmental Communication (1500 Legislative & Pol. Affairs) | | | |
|------------------------------------|--|-------------------------|------------------------|--------------------|
| | Jan - Mar 22 | 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 | 0.00 | 0.00 | 0.0% |
| 786 · Promotion | 0.00 | 0.00 | 0.00 | 0.0% |
| 790 · Subscriptions and Reference | 0.00 | | | |
| 810 · Contract Fees | 0.00 | 1,250.00 | -1,250.00 | 0.0% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>0.00</u> | <u>1,250.00</u> | <u>-1,250.00</u> | <u>0.0%</u> |
| Net Ordinary Income | <u>0.00</u> | <u>-1,250.00</u> | <u>1,250.00</u> | <u>0.0%</u> |
| Net Income | <u><u>0.00</u></u> | <u><u>-1,250.00</u></u> | <u><u>1,250.00</u></u> | <u><u>0.0%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through March 2022

| | 1596 Political Research (1500 Legislative & Pol. Affairs) | | | |
|------------------------------------|--|-------------------------|------------------------|---------------------|
| | Jan - Mar 22 | 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 | 1,000.00 | 2,500.00 | -1,500.00 | 40.0% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>1,000.00</u> | <u>2,500.00</u> | <u>-1,500.00</u> | <u>40.0%</u> |
| Net Ordinary Income | <u>-1,000.00</u> | <u>-2,500.00</u> | <u>1,500.00</u> | <u>40.0%</u> |
| Net Income | <u><u>-1,000.00</u></u> | <u><u>-2,500.00</u></u> | <u><u>1,500.00</u></u> | <u><u>40.0%</u></u> |

**Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through March 2022**

| | Total 1600 Risk Management | | | |
|---------------------------------------|----------------------------|--------------------------|-------------------------|---------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 440 · Other Program Income | 821.23 | 1,000.00 | -178.77 | 82.1% |
| 440.10 · Ethics Citation Fee | 0.00 | 250.00 | -250.00 | 0.0% |
| 440.3 · Arbitration Deposits Retained | 500.00 | 500.00 | 0.00 | 100.0% |
| 440.5 · Ethics Admin Fees | 1,500.00 | 1,800.00 | -300.00 | 83.3% |
| 440.6 · Retained Fine | 2,750.00 | 3,000.00 | -250.00 | 91.7% |
| Total Income | <u>5,571.23</u> | <u>6,550.00</u> | <u>-978.77</u> | <u>85.1%</u> |
| Gross Profit | 5,571.23 | 6,550.00 | -978.77 | 85.1% |
| Expense | | | | |
| 620 · Building Expense | 5,594.09 | 6,538.09 | -944.00 | 85.6% |
| 630 · Catering/Hotel | 11,607.10 | 15,785.00 | -4,177.90 | 73.5% |
| 631 · Computer Service and Expense | 0.00 | 625.00 | -625.00 | 0.0% |
| 632 · Copying | 0.00 | 300.00 | -300.00 | 0.0% |
| 640 · Equipment Maintenance/Rental | -42.43 | 50.00 | -92.43 | -84.9% |
| 770 · Supplies | 471.28 | 1,201.00 | -729.72 | 39.2% |
| 780 · Postage | 279.97 | 956.00 | -676.03 | 29.3% |
| 781 · Printing | 0.00 | 350.00 | -350.00 | 0.0% |
| 786 · Promotion | 75.46 | 1,000.00 | -924.54 | 7.5% |
| 787 · Speaker Fees | 3,000.00 | 3,000.00 | 0.00 | 100.0% |
| 790 · Subscriptions and Reference | 4,444.02 | 5,335.00 | -890.98 | 83.3% |
| 810 · Contract Fees | 52,562.97 | 61,547.50 | -8,984.53 | 85.4% |
| 850 · Telephone | 1,361.71 | 1,875.00 | -513.29 | 72.6% |
| 860 · Conferences | 2,128.63 | 4,500.00 | -2,371.37 | 47.3% |
| 867 · Travel | 735.19 | 1,520.25 | -785.06 | 48.4% |
| Total Expense | <u>82,217.99</u> | <u>104,582.84</u> | <u>-22,364.85</u> | <u>78.6%</u> |
| Net Ordinary Income | <u>-76,646.76</u> | <u>-98,032.84</u> | <u>21,386.08</u> | <u>78.2%</u> |
| Net Income | <u><u>-76,646.76</u></u> | <u><u>-98,032.84</u></u> | <u><u>21,386.08</u></u> | <u><u>78.2%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through March 2022

| | 1601 Risk Management Support (1600 Risk Management) | | | |
|---------------------------------------|--|--------------------------|------------------------|---------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 440 · Other Program Income | 0.00 | | | |
| 440.10 · Ethics Citation Fee | 0.00 | | | |
| 440.3 · Arbitration Deposits Retained | 0.00 | | | |
| 440.5 · 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 | 5,594.09 | 6,538.09 | -944.00 | 85.6% |
| 630 · Catering/Hotel | 859.66 | 450.00 | 409.66 | 191.0% |
| 631 · Computer Service and Expense | 0.00 | 625.00 | -625.00 | 0.0% |
| 632 · Copying | 0.00 | 250.00 | -250.00 | 0.0% |
| 640 · Equipment Maintenance/Rental | -42.43 | 50.00 | -92.43 | -84.9% |
| 770 · Supplies | 386.58 | 701.00 | -314.42 | 55.1% |
| 780 · Postage | 198.55 | 406.00 | -207.45 | 48.9% |
| 781 · Printing | 0.00 | 250.00 | -250.00 | 0.0% |
| 786 · Promotion | 75.46 | 0.00 | 75.46 | 100.0% |
| 787 · Speaker Fees | 0.00 | | | |
| 790 · Subscriptions and Reference | 0.00 | | | |
| 810 · Contract Fees | 510.18 | 876.00 | -365.82 | 58.2% |
| 850 · Telephone | 1,361.71 | 1,875.00 | -513.29 | 72.6% |
| 860 · Conferences | 2,128.63 | 4,500.00 | -2,371.37 | 47.3% |
| 867 · Travel | 735.19 | 900.00 | -164.81 | 81.7% |
| Total Expense | <u>11,807.62</u> | <u>17,421.09</u> | <u>-5,613.47</u> | <u>67.8%</u> |
| Net Ordinary Income | <u>-11,807.62</u> | <u>-17,421.09</u> | <u>5,613.47</u> | <u>67.8%</u> |
| Net Income | <u><u>-11,807.62</u></u> | <u><u>-17,421.09</u></u> | <u><u>5,613.47</u></u> | <u><u>67.8%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through March 2022

| | 1602 Legal Support (1600 Risk Management) | | | |
|---------------------------------------|--|------------------|------------------|--------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 440 · Other Program Income | 0.00 | | | |
| 440.10 · Ethics Citation Fee | 0.00 | | | |
| 440.3 · Arbitration Deposits Retained | 0.00 | | | |
| 440.5 · Ethics Admin Fees | 0.00 | | | |
| 440.6 · Retained Fine | 0.00 | | | |
| Total Income | 0.00 | | | |
| Gross Profit | 0.00 | | | |
| Expense | | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | | | |
| 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 | 1,371.03 | 2,100.00 | -728.97 | 65.3% |
| 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 | 0.00 | 0.00 | 0.0% |
| Total Expense | 1,371.03 | 7,100.00 | -5,728.97 | 19.3% |
| Net Ordinary Income | -1,371.03 | -7,100.00 | 5,728.97 | 19.3% |
| Net Income | -1,371.03 | -7,100.00 | 5,728.97 | 19.3% |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through March 2022

| | 1605 PS Enforcement (1600 Risk Management) | | | |
|---------------------------------------|---|-------------------------|------------------------|---------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 440 · Other Program Income | 0.00 | | | |
| 440.10 · Ethics Citation Fee | 0.00 | 250.00 | -250.00 | 0.0% |
| 440.3 · Arbitration Deposits Retained | 500.00 | 500.00 | 0.00 | 100.0% |
| 440.5 · Ethics Admin Fees | 1,500.00 | 1,800.00 | -300.00 | 83.3% |
| 440.6 · Retained Fine | 2,750.00 | 3,000.00 | -250.00 | 91.7% |
| Total Income | <u>4,750.00</u> | <u>5,550.00</u> | <u>-800.00</u> | <u>85.6%</u> |
| Gross Profit | 4,750.00 | 5,550.00 | -800.00 | 85.6% |
| Expense | | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 183.85 | 360.00 | -176.15 | 51.1% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 84.70 | 250.00 | -165.30 | 33.9% |
| 780 · Postage | 81.42 | 500.00 | -418.58 | 16.3% |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | | | |
| 787 · Speaker Fees | 0.00 | | | |
| 790 · Subscriptions and Reference | 3,072.99 | 2,885.00 | 187.99 | 106.5% |
| 810 · Contract Fees | 1,124.22 | 3,070.50 | -1,946.28 | 36.6% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | 620.25 | -620.25 | 0.0% |
| Total Expense | <u>4,547.18</u> | <u>7,685.75</u> | <u>-3,138.57</u> | <u>59.2%</u> |
| Net Ordinary Income | <u>202.82</u> | <u>-2,135.75</u> | <u>2,338.57</u> | <u>-9.5%</u> |
| Net Income | <u><u>202.82</u></u> | <u><u>-2,135.75</u></u> | <u><u>2,338.57</u></u> | <u><u>-9.5%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through March 2022

| | 1610 PS Training (1600 Risk Management) | | | |
|---------------------------------------|--|--------------------------|------------------------|---------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 440 · Other Program Income | 821.23 | 1,000.00 | -178.77 | 82.1% |
| 440.10 · Ethics Citation Fee | 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>821.23</u> | <u>1,000.00</u> | <u>-178.77</u> | <u>82.1%</u> |
| Gross Profit | 821.23 | 1,000.00 | -178.77 | 82.1% |
| Expense | | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 10,563.59 | 14,870.00 | -4,306.41 | 71.0% |
| 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 | 3,000.00 | 3,000.00 | 0.00 | 100.0% |
| 790 · Subscriptions and Reference | 0.00 | 350.00 | -350.00 | 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 | | | |
| Total Expense | <u>13,563.59</u> | <u>18,470.00</u> | <u>-4,906.41</u> | <u>73.4%</u> |
| Net Ordinary Income | <u>-12,742.36</u> | <u>-17,470.00</u> | <u>4,727.64</u> | <u>72.9%</u> |
| Net Income | <u><u>-12,742.36</u></u> | <u><u>-17,470.00</u></u> | <u><u>4,727.64</u></u> | <u><u>72.9%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through March 2022

| | 1625 Risk Management Publicatns (1600 Risk Management) | | | |
|---------------------------------------|---|-------------------------|------------------------|--------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 440 · Other Program Income | 0.00 | | | |
| 440.10 · Ethics Citation Fee | 0.00 | | | |
| 440.3 · Arbitration Deposits Retained | 0.00 | | | |
| 440.5 · 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 | 1,000.00 | -1,000.00 | 0.0% |
| 787 · Speaker Fees | 0.00 | | | |
| 790 · Subscriptions and Reference | 0.00 | | | |
| 810 · Contract Fees | 0.00 | 0.00 | 0.00 | 0.0% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>0.00</u> | <u>1,000.00</u> | <u>-1,000.00</u> | <u>0.0%</u> |
| Net Ordinary Income | <u>0.00</u> | <u>-1,000.00</u> | <u>1,000.00</u> | <u>0.0%</u> |
| Net Income | <u><u>0.00</u></u> | <u><u>-1,000.00</u></u> | <u><u>1,000.00</u></u> | <u><u>0.0%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | Total 1650 Forms Development and Sale (1600 Risk Management) | | | |
|---------------------------------------|---|-------------------------|----------------------|---------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 440 · Other Program Income | 0.00 | | | |
| 440.10 · Ethics Citation Fee | 0.00 | | | |
| 440.3 · Arbitration Deposits Retained | 0.00 | | | |
| 440.5 · 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 | 105.00 | -105.00 | 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 | 424.11 | 1,100.00 | -675.89 | 38.6% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>424.11</u> | <u>1,205.00</u> | <u>-780.89</u> | <u>35.2%</u> |
| Net Ordinary Income | <u>-424.11</u> | <u>-1,205.00</u> | <u>780.89</u> | <u>35.2%</u> |
| Net Income | <u><u>-424.11</u></u> | <u><u>-1,205.00</u></u> | <u><u>780.89</u></u> | <u><u>35.2%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through March 2022

| | 1665 Legal Hotline (1600 Risk Management) | | | |
|---------------------------------------|--|--------------------------|------------------------|---------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 440 · Other Program Income | 0.00 | | | |
| 440.10 · Ethics Citation Fee | 0.00 | | | |
| 440.3 · Arbitration Deposits Retained | 0.00 | | | |
| 440.5 · 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 | 50.00 | -50.00 | 0.0% |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 0.00 | 50.00 | -50.00 | 0.0% |
| 781 · Printing | 0.00 | 100.00 | -100.00 | 0.0% |
| 786 · Promotion | 0.00 | | | |
| 787 · Speaker Fees | 0.00 | | | |
| 790 · Subscriptions and Reference | 0.00 | | | |
| 810 · Contract Fees | 50,504.46 | 51,501.00 | -996.54 | 98.1% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>50,504.46</u> | <u>51,701.00</u> | <u>-1,196.54</u> | <u>97.7%</u> |
| Net Ordinary Income | <u>-50,504.46</u> | <u>-51,701.00</u> | <u>1,196.54</u> | <u>97.7%</u> |
| Net Income | <u><u>-50,504.46</u></u> | <u><u>-51,701.00</u></u> | <u><u>1,196.54</u></u> | <u><u>97.7%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through March 2022

| | Total 1700 Business Services & Tech. | | | |
|------------------------------------|--------------------------------------|---------------------------|-------------------------|---------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 433 · Forms Licensing | 21,000.00 | 21,000.00 | 0.00 | 100.0% |
| 466 · Member Communications | 0.00 | 500.00 | -500.00 | 0.0% |
| Total Income | <u>21,000.00</u> | <u>21,500.00</u> | <u>-500.00</u> | <u>97.7%</u> |
| Gross Profit | 21,000.00 | 21,500.00 | -500.00 | 97.7% |
| Expense | | | | |
| 540 · Staff Development | 555.22 | 1,750.00 | -1,194.78 | 31.7% |
| 620 · Building Expense | 6,671.84 | 8,500.00 | -1,828.16 | 78.5% |
| 630 · Catering/Hotel | 0.00 | 100.00 | -100.00 | 0.0% |
| 631 · Computer Service and Expense | 387.05 | 1,375.00 | -987.95 | 28.1% |
| 632 · Copying | 0.00 | 500.00 | -500.00 | 0.0% |
| 639 · Dues & Commitments. | 249.00 | 750.00 | -501.00 | 33.2% |
| 640 · Equipment Maintenance/Rental | 34.06 | 40.00 | -5.94 | 85.2% |
| 770 · Supplies | 518.87 | 1,980.00 | -1,461.13 | 26.2% |
| 780 · Postage | 264.29 | 270.00 | -5.71 | 97.9% |
| 781 · Printing | 0.00 | 10,960.00 | -10,960.00 | 0.0% |
| 786 · Promotion | 0.00 | 1,850.00 | -1,850.00 | 0.0% |
| 787 · Speaker Fees | 3,000.00 | 5,000.00 | -2,000.00 | 60.0% |
| 790 · Subscriptions and Reference | 521.28 | 962.50 | -441.22 | 54.2% |
| 810 · Contract Fees | 194,407.15 | 236,574.00 | -42,166.85 | 82.2% |
| 850 · Telephone | 1,655.43 | 3,050.00 | -1,394.57 | 54.3% |
| 860 · Conferences | 1,853.92 | 1,100.00 | 753.92 | 168.5% |
| 867 · Travel | 96.63 | 3,112.00 | -3,015.37 | 3.1% |
| Total Expense | <u>210,214.74</u> | <u>277,873.50</u> | <u>-67,658.76</u> | <u>75.7%</u> |
| Net Ordinary Income | <u>-189,214.74</u> | <u>-256,373.50</u> | <u>67,158.76</u> | <u>73.8%</u> |
| Net Income | <u><u>-189,214.74</u></u> | <u><u>-256,373.50</u></u> | <u><u>67,158.76</u></u> | <u><u>73.8%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1701 Bus Services & Tech Suppt (1700 Business Services & Tech.) | | | |
|------------------------------------|--|--------------------------|------------------------|---------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 433 · Forms Licensing | 0.00 | | | |
| 466 · Member Communications | 0.00 | | | |
| Total Income | <u>0.00</u> | | | |
| Gross Profit | 0.00 | | | |
| Expense | | | | |
| 540 · Staff Development | 470.22 | 1,000.00 | -529.78 | 47.0% |
| 620 · Building Expense | 6,671.84 | 8,500.00 | -1,828.16 | 78.5% |
| 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 | 34.06 | 40.00 | -5.94 | 85.2% |
| 770 · Supplies | 437.32 | 750.00 | -312.68 | 58.3% |
| 780 · Postage | 264.29 | 270.00 | -5.71 | 97.9% |
| 781 · Printing | 0.00 | 960.00 | -960.00 | 0.0% |
| 786 · Promotion | 0.00 | | | |
| 787 · Speaker Fees | 0.00 | | | |
| 790 · Subscriptions and Reference | 0.00 | 187.50 | -187.50 | 0.0% |
| 810 · Contract Fees | 702.63 | 1,044.00 | -341.37 | 67.3% |
| 850 · Telephone | 1,655.43 | 3,050.00 | -1,394.57 | 54.3% |
| 860 · Conferences | 1,853.92 | 600.00 | 1,253.92 | 309.0% |
| 867 · Travel | 0.00 | 56.00 | -56.00 | 0.0% |
| Total Expense | <u>12,089.71</u> | <u>16,457.50</u> | <u>-4,367.79</u> | <u>73.5%</u> |
| Net Ordinary Income | <u>-12,089.71</u> | <u>-16,457.50</u> | <u>4,367.79</u> | <u>73.5%</u> |
| Net Income | <u><u>-12,089.71</u></u> | <u><u>-16,457.50</u></u> | <u><u>4,367.79</u></u> | <u><u>73.5%</u></u> |

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 Accrual Basis

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1730 IT Resource/Security Mgmt. (1700 Business Services & Tech.) | | | |
|------------------------------------|---|--------------------------|-------------------------|---------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 433 · Forms Licensing | 0.00 | | | |
| 466 · Member Communications | 0.00 | | | |
| Total Income | <u>0.00</u> | | | |
| Gross Profit | 0.00 | | | |
| Expense | | | | |
| 540 · Staff Development | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | | | |
| 631 · Computer Service and Expense | 387.05 | 1,200.00 | -812.95 | 32.3% |
| 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 | | | |
| 787 · Speaker Fees | 0.00 | | | |
| 790 · Subscriptions and Reference | 0.00 | | | |
| 810 · Contract Fees | 27,711.33 | 53,000.00 | -25,288.67 | 52.3% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>28,098.38</u> | <u>54,200.00</u> | <u>-26,101.62</u> | <u>51.8%</u> |
| Net Ordinary Income | <u>-28,098.38</u> | <u>-54,200.00</u> | <u>26,101.62</u> | <u>51.8%</u> |
| Net Income | <u><u>-28,098.38</u></u> | <u><u>-54,200.00</u></u> | <u><u>26,101.62</u></u> | <u><u>51.8%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1770 Business Services Dept. (1700 Business Services & Tech.) | | | |
|------------------------------------|--|---------------------------|------------------------|---------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 433 · Forms Licensing | 21,000.00 | 21,000.00 | 0.00 | 100.0% |
| 466 · Member Communications | 0.00 | | | |
| Total Income | <u>21,000.00</u> | <u>21,000.00</u> | <u>0.00</u> | <u>100.0%</u> |
| Gross Profit | 21,000.00 | 21,000.00 | 0.00 | 100.0% |
| Expense | | | | |
| 540 · Staff Development | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | 100.00 | -100.00 | 0.0% |
| 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 | | | |
| 787 · Speaker Fees | 0.00 | | | |
| 790 · Subscriptions and Reference | 0.00 | | | |
| 810 · Contract Fees | 157,912.90 | 158,000.00 | -87.10 | 99.9% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 96.63 | 2,031.00 | -1,934.37 | 4.8% |
| Total Expense | <u>158,009.53</u> | <u>160,131.00</u> | <u>-2,121.47</u> | <u>98.7%</u> |
| Net Ordinary Income | <u>-137,009.53</u> | <u>-139,131.00</u> | <u>2,121.47</u> | <u>98.5%</u> |
| Net Income | <u><u>-137,009.53</u></u> | <u><u>-139,131.00</u></u> | <u><u>2,121.47</u></u> | <u><u>98.5%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1780 Communications (1700 Business Services & Tech.) | | | |
|------------------------------------|---|--------------------------|-------------------------|---------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 433 · Forms Licensing | 0.00 | | | |
| 466 · Member Communications | 0.00 | 500.00 | -500.00 | 0.0% |
| Total Income | <u>0.00</u> | <u>500.00</u> | <u>-500.00</u> | <u>0.0%</u> |
| Gross Profit | 0.00 | 500.00 | -500.00 | 0.0% |
| Expense | | | | |
| 540 · Staff Development | 0.00 | 500.00 | -500.00 | 0.0% |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | | | |
| 631 · Computer Service and Expense | 0.00 | 175.00 | -175.00 | 0.0% |
| 632 · Copying | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 81.55 | 730.00 | -648.45 | 11.2% |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | 10,000.00 | -10,000.00 | 0.0% |
| 786 · Promotion | 0.00 | 600.00 | -600.00 | 0.0% |
| 787 · Speaker Fees | 0.00 | | | |
| 790 · Subscriptions and Reference | 521.28 | 775.00 | -253.72 | 67.3% |
| 810 · Contract Fees | 8,080.29 | 24,530.00 | -16,449.71 | 32.9% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | 500.00 | -500.00 | 0.0% |
| 867 · Travel | 0.00 | 400.00 | -400.00 | 0.0% |
| Total Expense | <u>8,683.12</u> | <u>38,210.00</u> | <u>-29,526.88</u> | <u>22.7%</u> |
| Net Ordinary Income | <u>-8,683.12</u> | <u>-37,710.00</u> | <u>29,026.88</u> | <u>23.0%</u> |
| Net Income | <u><u>-8,683.12</u></u> | <u><u>-37,710.00</u></u> | <u><u>29,026.88</u></u> | <u><u>23.0%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1781 Diversity Committee (1700 Business Services & Tech.) | | | |
|------------------------------------|--|-------------------------|------------------------|---------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 433 · Forms Licensing | 0.00 | | | |
| 466 · Member Communications | 0.00 | | | |
| Total Income | <u>0.00</u> | | | |
| Gross Profit | 0.00 | | | |
| Expense | | | | |
| 540 · Staff Development | 85.00 | 250.00 | -165.00 | 34.0% |
| 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 | 500.00 | -500.00 | 0.0% |
| 639 · Dues & Commitments. | 249.00 | 750.00 | -501.00 | 33.2% |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | 500.00 | -500.00 | 0.0% |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | 1,250.00 | -1,250.00 | 0.0% |
| 787 · Speaker Fees | 3,000.00 | 5,000.00 | -2,000.00 | 60.0% |
| 790 · Subscriptions and Reference | 0.00 | | | |
| 810 · Contract Fees | 0.00 | | | |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | 625.00 | -625.00 | 0.0% |
| Total Expense | <u>3,334.00</u> | <u>8,875.00</u> | <u>-5,541.00</u> | <u>37.6%</u> |
| Net Ordinary Income | <u>-3,334.00</u> | <u>-8,875.00</u> | <u>5,541.00</u> | <u>37.6%</u> |
| Net Income | <u><u>-3,334.00</u></u> | <u><u>-8,875.00</u></u> | <u><u>5,541.00</u></u> | <u><u>37.6%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | Total 1800 Professional & Bus.Develop | | | |
|------------------------------------|---------------------------------------|-------------------|-------------------|--------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 460 · Broker University | 2,232.00 | 1,770.00 | 462.00 | 126.1% |
| 461 · Education Development | 1,055.22 | 695.00 | 360.22 | 151.8% |
| 462 · Education Outreach | 11,548.00 | 12,375.00 | -827.00 | 93.3% |
| 467 · REALTOR Institute | 8,255.00 | 12,400.00 | -4,145.00 | 66.6% |
| 468 · rCRMS | 5,232.00 | 2,415.00 | 2,817.00 | 216.6% |
| 471 · Industry Partners | 20,682.00 | 46,375.00 | -25,693.00 | 44.6% |
| 472 · CRPM | 5,809.00 | 7,325.00 | -1,516.00 | 79.3% |
| Total Income | 54,813.22 | 83,355.00 | -28,541.78 | 65.8% |
| Gross Profit | 54,813.22 | 83,355.00 | -28,541.78 | 65.8% |
| Expense | | | | |
| 540 · Staff Development | 745.75 | 0.00 | 745.75 | 100.0% |
| 605 · Awards/Gifts | 72.90 | 100.00 | -27.10 | 72.9% |
| 620 · Building Expense | 4,362.36 | 4,786.29 | -423.93 | 91.1% |
| 630 · Catering/Hotel | 19,984.19 | 28,878.00 | -8,893.81 | 69.2% |
| 631 · Computer Service and Expense | 27.63 | | | |
| 639 · Dues & Commitments. | -166.45 | 60.00 | -226.45 | -277.4% |
| 640 · Equipment Maintenance/Rental | -260.99 | 6,612.00 | -6,872.99 | -3.9% |
| 770 · Supplies | 1,140.51 | 1,575.72 | -435.21 | 72.4% |
| 780 · Postage | 493.38 | 1,680.75 | -1,187.37 | 29.4% |
| 781 · Printing | 0.00 | 665.00 | -665.00 | 0.0% |
| 786 · Promotion | 3,555.88 | 6,045.00 | -2,489.12 | 58.8% |
| 787 · Speaker Fees | 19,013.19 | 22,150.00 | -3,136.81 | 85.8% |
| 810 · Contract Fees | 9,570.24 | 37,435.75 | -27,865.51 | 25.6% |
| 850 · Telephone | 1,245.62 | 1,578.52 | -332.90 | 78.9% |
| 860 · Conferences | -1,662.75 | 2,625.00 | -4,287.75 | -63.3% |
| 867 · Travel | 515.58 | 1,713.00 | -1,197.42 | 30.1% |
| Total Expense | 58,637.04 | 115,905.03 | -57,267.99 | 50.6% |
| Net Ordinary Income | -3,823.82 | -32,550.03 | 28,726.21 | 11.7% |
| Net Income | -3,823.82 | -32,550.03 | 28,726.21 | 11.7% |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1801 Prof Dev Support (1800 Professional & Bus.Develop) | | | |
|------------------------------------|--|--------------------------|-------------------------|---------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 460 · Broker University | 0.00 | | | |
| 461 · Education Development | 0.00 | | | |
| 462 · Education Outreach | 0.00 | | | |
| 467 · REALTOR Institute | 0.00 | | | |
| 468 · rCRMS | 0.00 | | | |
| 471 · Industry Partners | 0.00 | | | |
| 472 · CRPM | 0.00 | | | |
| Total Income | <u>0.00</u> | | | |
| Gross Profit | 0.00 | | | |
| Expense | | | | |
| 540 · Staff Development | 135.75 | 0.00 | 135.75 | 100.0% |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 4,362.36 | 4,786.29 | -423.93 | 91.1% |
| 630 · Catering/Hotel | 0.00 | 0.00 | 0.00 | 0.0% |
| 631 · Computer Service and Expense | 27.63 | | | |
| 639 · Dues & Commitments. | -166.45 | 60.00 | -226.45 | -277.4% |
| 640 · Equipment Maintenance/Rental | -260.99 | 6,612.00 | -6,872.99 | -3.9% |
| 770 · Supplies | 479.20 | 865.72 | -386.52 | 55.4% |
| 780 · Postage | 458.06 | 411.75 | 46.31 | 111.2% |
| 781 · Printing | 0.00 | 290.00 | -290.00 | 0.0% |
| 786 · Promotion | 649.00 | 700.00 | -51.00 | 92.7% |
| 787 · Speaker Fees | 0.00 | | | |
| 810 · Contract Fees | 2,364.26 | 6,288.75 | -3,924.49 | 37.6% |
| 850 · Telephone | 1,245.62 | 1,578.52 | -332.90 | 78.9% |
| 860 · Conferences | 0.00 | 1,250.00 | -1,250.00 | 0.0% |
| 867 · Travel | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Expense | <u>9,294.44</u> | <u>22,843.03</u> | <u>-13,548.59</u> | <u>40.7%</u> |
| Net Ordinary Income | <u>-9,294.44</u> | <u>-22,843.03</u> | <u>13,548.59</u> | <u>40.7%</u> |
| Net Income | <u>-9,294.44</u> | <u>-22,843.03</u> | <u>13,548.59</u> | <u>40.7%</u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1815 REALTOR Institute (1800 Professional & Bus.Develop) | | | |
|------------------------------------|---|------------------|------------------|---------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 460 · Broker University | 0.00 | | | |
| 461 · Education Development | 0.00 | | | |
| 462 · Education Outreach | 0.00 | | | |
| 467 · REALTOR Institute | 8,255.00 | 12,400.00 | -4,145.00 | 66.6% |
| 468 · rCRMS | 0.00 | | | |
| 471 · Industry Partners | 0.00 | | | |
| 472 · CRPM | 0.00 | | | |
| Total Income | 8,255.00 | 12,400.00 | -4,145.00 | 66.6% |
| Gross Profit | 8,255.00 | 12,400.00 | -4,145.00 | 66.6% |
| Expense | | | | |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 0.00 | 0.00 | 0.00 | 0.0% |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | 60.00 | -60.00 | 0.0% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 26.16 | 0.00 | 26.16 | 100.0% |
| 780 · Postage | 0.00 | 90.00 | -90.00 | 0.0% |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 2,906.88 | 4,345.00 | -1,438.12 | 66.9% |
| 787 · Speaker Fees | 750.00 | 3,250.00 | -2,500.00 | 23.1% |
| 810 · Contract Fees | 680.00 | 1,140.00 | -460.00 | 59.6% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Expense | 4,363.04 | 8,885.00 | -4,521.96 | 49.1% |
| Net Ordinary Income | 3,891.96 | 3,515.00 | 376.96 | 110.7% |
| Net Income | 3,891.96 | 3,515.00 | 376.96 | 110.7% |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1820 rCRMS (1800 Professional & Bus.Develop) | | | |
|------------------------------------|---|----------------------|----------------------|----------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 460 · Broker University | 0.00 | | | |
| 461 · Education Development | 0.00 | | | |
| 462 · Education Outreach | 0.00 | | | |
| 467 · REALTOR Institute | 0.00 | | | |
| 468 · rCRMS | 5,232.00 | 2,415.00 | 2,817.00 | 216.6% |
| 471 · Industry Partners | 0.00 | | | |
| 472 · CRPM | 0.00 | | | |
| Total Income | <u>5,232.00</u> | <u>2,415.00</u> | <u>2,817.00</u> | <u>216.6%</u> |
| Gross Profit | 5,232.00 | 2,415.00 | 2,817.00 | 216.6% |
| Expense | | | | |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | 0.00 | 0.00 | 0.0% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 52.62 | 70.00 | -17.38 | 75.2% |
| 780 · Postage | 35.32 | 111.00 | -75.68 | 31.8% |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | | | |
| 787 · Speaker Fees | 4,500.00 | 1,500.00 | 3,000.00 | 300.0% |
| 810 · Contract Fees | 0.00 | 274.00 | -274.00 | 0.0% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>4,587.94</u> | <u>1,955.00</u> | <u>2,632.94</u> | <u>234.7%</u> |
| Net Ordinary Income | <u>644.06</u> | <u>460.00</u> | <u>184.06</u> | <u>140.0%</u> |
| Net Income | <u><u>644.06</u></u> | <u><u>460.00</u></u> | <u><u>184.06</u></u> | <u><u>140.0%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1825 Cert. Res. Prop. Manager (1800 Professional & Bus.Develop) | | | |
|------------------------------------|--|------------------------|------------------------|----------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 460 · Broker University | 0.00 | | | |
| 461 · Education Development | 0.00 | | | |
| 462 · Education Outreach | 0.00 | | | |
| 467 · REALTOR Institute | 0.00 | | | |
| 468 · rCRMS | 0.00 | | | |
| 471 · Industry Partners | 0.00 | | | |
| 472 · CRPM | 5,809.00 | 7,325.00 | -1,516.00 | 79.3% |
| Total Income | <u>5,809.00</u> | <u>7,325.00</u> | <u>-1,516.00</u> | <u>79.3%</u> |
| Gross Profit | 5,809.00 | 7,325.00 | -1,516.00 | 79.3% |
| Expense | | | | |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | 30.00 | -30.00 | 0.0% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | 0.00 | 0.00 | 0.0% |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 0.00 | 0.00 | 0.00 | 0.0% |
| 780 · Postage | 0.00 | 618.00 | -618.00 | 0.0% |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | | | |
| 787 · Speaker Fees | 2,325.00 | 2,775.00 | -450.00 | 83.8% |
| 810 · Contract Fees | 0.00 | 2,861.00 | -2,861.00 | 0.0% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>2,325.00</u> | <u>6,284.00</u> | <u>-3,959.00</u> | <u>37.0%</u> |
| Net Ordinary Income | <u>3,484.00</u> | <u>1,041.00</u> | <u>2,443.00</u> | <u>334.7%</u> |
| Net Income | <u><u>3,484.00</u></u> | <u><u>1,041.00</u></u> | <u><u>2,443.00</u></u> | <u><u>334.7%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through March 2022

| | 1840 Leadership Training/Conf. (1800 Professional & Bus.Develop) | | | |
|------------------------------------|---|--------------------------|------------------------|---------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 460 · Broker University | 0.00 | | | |
| 461 · Education Development | 0.00 | | | |
| 462 · Education Outreach | 0.00 | | | |
| 467 · REALTOR Institute | 0.00 | | | |
| 468 · rCRMS | 0.00 | | | |
| 471 · Industry Partners | 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 | | | | |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 4,886.73 | 4,800.00 | 86.73 | 101.8% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 175.63 | 0.00 | 175.63 | 100.0% |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | 375.00 | -375.00 | 0.0% |
| 786 · Promotion | 0.00 | | | |
| 787 · Speaker Fees | 4,788.19 | 6,000.00 | -1,211.81 | 79.8% |
| 810 · Contract Fees | 0.00 | 25.00 | -25.00 | 0.0% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 515.58 | 1,713.00 | -1,197.42 | 30.1% |
| Total Expense | <u>10,366.13</u> | <u>12,913.00</u> | <u>-2,546.87</u> | <u>80.3%</u> |
| Net Ordinary Income | <u>-10,366.13</u> | <u>-12,913.00</u> | <u>2,546.87</u> | <u>80.3%</u> |
| Net Income | <u><u>-10,366.13</u></u> | <u><u>-12,913.00</u></u> | <u><u>2,546.87</u></u> | <u><u>80.3%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1850 Partners Conference (1800 Professional & Bus.Develop) | | | |
|------------------------------------|---|------------------------|-------------------------|---------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 460 · Broker University | 0.00 | | | |
| 461 · Education Development | 0.00 | | | |
| 462 · Education Outreach | 0.00 | | | |
| 467 · REALTOR Institute | 0.00 | | | |
| 468 · rCRMS | 0.00 | | | |
| 471 · Industry Partners | 20,682.00 | 46,375.00 | -25,693.00 | 44.6% |
| 472 · CRPM | 0.00 | | | |
| Total Income | <u>20,682.00</u> | <u>46,375.00</u> | <u>-25,693.00</u> | <u>44.6%</u> |
| Gross Profit | 20,682.00 | 46,375.00 | -25,693.00 | 44.6% |
| Expense | | | | |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 15,097.46 | 23,940.00 | -8,842.54 | 63.1% |
| 631 · Computer Service and Expense | 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 | 800.00 | -800.00 | 0.0% |
| 787 · Speaker Fees | 0.00 | | | |
| 810 · Contract Fees | 411.87 | 15,172.00 | -14,760.13 | 2.7% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>15,509.33</u> | <u>39,912.00</u> | <u>-24,402.67</u> | <u>38.9%</u> |
| Net Ordinary Income | <u>5,172.67</u> | <u>6,463.00</u> | <u>-1,290.33</u> | <u>80.0%</u> |
| Net Income | <u><u>5,172.67</u></u> | <u><u>6,463.00</u></u> | <u><u>-1,290.33</u></u> | <u><u>80.0%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | Total 1855 Professionalism Program (1800 Professional & Bus.Develop) | | | |
|------------------------------------|---|-------------------------|------------------------|--------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 460 · Broker University | 0.00 | | | |
| 461 · Education Development | 0.00 | | | |
| 462 · Education Outreach | 0.00 | | | |
| 467 · REALTOR Institute | 0.00 | | | |
| 468 · rCRMS | 0.00 | | | |
| 471 · Industry Partners | 0.00 | | | |
| 472 · CRPM | 0.00 | | | |
| Total Income | <u>0.00</u> | | | |
| Gross Profit | 0.00 | | | |
| Expense | | | | |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 0.00 | 0.00 | 0.00 | 0.0% |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | 0.00 | 0.00 | 0.0% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 104.82 | 400.00 | -295.18 | 26.2% |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | 200.00 | -200.00 | 0.0% |
| 787 · Speaker Fees | 0.00 | 2,250.00 | -2,250.00 | 0.0% |
| 810 · Contract Fees | 0.00 | 350.00 | -350.00 | 0.0% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>104.82</u> | <u>3,200.00</u> | <u>-3,095.18</u> | <u>3.3%</u> |
| Net Ordinary Income | <u>-104.82</u> | <u>-3,200.00</u> | <u>3,095.18</u> | <u>3.3%</u> |
| Net Income | <u><u>-104.82</u></u> | <u><u>-3,200.00</u></u> | <u><u>3,095.18</u></u> | <u><u>3.3%</u></u> |

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 04/27/22
 Accrual Basis

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1870 Education Outreach (1800 Professional & Bus.Develop) | | | |
|------------------------------------|--|------------------|------------------|------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 460 · Broker University | 0.00 | | | |
| 461 · Education Development | 0.00 | | | |
| 462 · Education Outreach | 11,548.00 | 12,375.00 | -827.00 | 93.3% |
| 467 · REALTOR Institute | 0.00 | | | |
| 468 · rCRMS | 0.00 | | | |
| 471 · Industry Partners | 0.00 | | | |
| 472 · CRPM | 0.00 | | | |
| Total Income | 11,548.00 | 12,375.00 | -827.00 | 93.3% |
| Gross Profit | 11,548.00 | 12,375.00 | -827.00 | 93.3% |
| Expense | | | | |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | 30.00 | -30.00 | 0.0% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 20.12 | 0.00 | 20.12 | 100.0% |
| 780 · Postage | 0.00 | 450.00 | -450.00 | 0.0% |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | | | |
| 787 · Speaker Fees | 5,525.00 | 5,250.00 | 275.00 | 105.2% |
| 810 · Contract Fees | 4,305.00 | 6,725.00 | -2,420.00 | 64.0% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | 9,850.12 | 12,455.00 | -2,604.88 | 79.1% |
| Net Ordinary Income | 1,697.88 | -80.00 | 1,777.88 | -2,122.4% |
| Net Income | 1,697.88 | -80.00 | 1,777.88 | -2,122.4% |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January through March 2022

| | 1871 Education Development (1800 Professional & Bus.Develop) | | | |
|------------------------------------|---|-------------------------|------------------------|----------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 460 · Broker University | 0.00 | | | |
| 461 · Education Development | 1,055.22 | 695.00 | 360.22 | 151.8% |
| 462 · Education Outreach | 0.00 | | | |
| 467 · REALTOR Institute | 0.00 | | | |
| 468 · rCRMS | 0.00 | | | |
| 471 · Industry Partners | 0.00 | | | |
| 472 · CRPM | 0.00 | | | |
| Total Income | <u>1,055.22</u> | <u>695.00</u> | <u>360.22</u> | <u>151.8%</u> |
| Gross Profit | 1,055.22 | 695.00 | 360.22 | 151.8% |
| Expense | | | | |
| 540 · Staff Development | 610.00 | 0.00 | 610.00 | 100.0% |
| 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 | | | |
| 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 | 97.11 | 2,700.00 | -2,602.89 | 3.6% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>707.11</u> | <u>2,700.00</u> | <u>-1,992.89</u> | <u>26.2%</u> |
| Net Ordinary Income | <u>348.11</u> | <u>-2,005.00</u> | <u>2,353.11</u> | <u>-17.4%</u> |
| Net Income | <u><u>348.11</u></u> | <u><u>-2,005.00</u></u> | <u><u>2,353.11</u></u> | <u><u>-17.4%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1872 Instructor Development (1800 Professional & Bus.Develop) | | | |
|------------------------------------|--|-------------------------|------------------------|----------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 460 · Broker University | 0.00 | | | |
| 461 · Education Development | 0.00 | | | |
| 462 · Education Outreach | 0.00 | | | |
| 467 · REALTOR Institute | 0.00 | | | |
| 468 · rCRMS | 0.00 | | | |
| 471 · Industry Partners | 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 | | | | |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 0.00 | 0.00 | 0.00 | 0.0% |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | 0.00 | 0.00 | 0.0% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | 0.00 | 0.00 | 0.0% |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 770 · Supplies | 281.96 | 240.00 | 41.96 | 117.5% |
| 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 | 947.00 | 1,600.00 | -653.00 | 59.2% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | -1,662.75 | 1,375.00 | -3,037.75 | -120.9% |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>-433.79</u> | <u>3,215.00</u> | <u>-3,648.79</u> | <u>-13.5%</u> |
| Net Ordinary Income | <u>433.79</u> | <u>-3,215.00</u> | <u>3,648.79</u> | <u>-13.5%</u> |
| Net Income | <u><u>433.79</u></u> | <u><u>-3,215.00</u></u> | <u><u>3,648.79</u></u> | <u><u>-13.5%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1875 Broker University (1800 Professional & Bus.Develop) | | | |
|------------------------------------|---|----------------------|---------------------|----------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 460 · Broker University | 2,232.00 | 1,770.00 | 462.00 | 126.1% |
| 461 · Education Development | 0.00 | | | |
| 462 · Education Outreach | 0.00 | | | |
| 467 · REALTOR Institute | 0.00 | | | |
| 468 · rCRMS | 0.00 | | | |
| 471 · Industry Partners | 0.00 | | | |
| 472 · CRPM | 0.00 | | | |
| Total Income | <u>2,232.00</u> | <u>1,770.00</u> | <u>462.00</u> | <u>126.1%</u> |
| Gross Profit | 2,232.00 | 1,770.00 | 462.00 | 126.1% |
| Expense | | | | |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 72.90 | 100.00 | -27.10 | 72.9% |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | 18.00 | -18.00 | 0.0% |
| 631 · Computer Service and Expense | 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 | | | |
| 787 · Speaker Fees | 1,125.00 | 1,125.00 | 0.00 | 100.0% |
| 810 · Contract Fees | 765.00 | 300.00 | 465.00 | 255.0% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>1,962.90</u> | <u>1,543.00</u> | <u>419.90</u> | <u>127.2%</u> |
| Net Ordinary Income | <u>269.10</u> | <u>227.00</u> | <u>42.10</u> | <u>118.5%</u> |
| Net Income | <u><u>269.10</u></u> | <u><u>227.00</u></u> | <u><u>42.10</u></u> | <u><u>118.5%</u></u> |

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January through March 2022

| | Total 1900 Operations | | | |
|------------------------------------|----------------------------|----------------------------|--------------------------|----------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 410 · Interest Income | -799.18 | 1,365.00 | -2,164.18 | -58.5% |
| 415 · Rental Income | 17,473.48 | 8,002.26 | 9,471.22 | 218.4% |
| 417 · Gain on Investments | -6,876.44 | | | |
| 430 · Dues Income | 9,368,447.30 | 8,940,700.00 | 427,747.30 | 104.8% |
| 435 · Law Book | 369.34 | 150.00 | 219.34 | 246.2% |
| 497 · Misc Income | 541.39 | 280.00 | 261.39 | 193.4% |
| Total Income | <u>9,379,155.89</u> | <u>8,950,497.26</u> | <u>428,658.63</u> | <u>104.8%</u> |
| Gross Profit | 9,379,155.89 | 8,950,497.26 | 428,658.63 | 104.8% |
| Expense | | | | |
| 500 · Salaries/Benefits | 722,834.24 | 728,000.00 | -5,165.76 | 99.3% |
| 540 · Staff Development | 190.00 | 1,000.00 | -810.00 | 19.0% |
| 605 · Awards/Gifts | 613.85 | 875.00 | -261.15 | 70.2% |
| 620 · Building Expense | 73,505.58 | 78,312.96 | -4,807.38 | 93.9% |
| 630 · Catering/Hotel | 13,856.54 | 14,400.00 | -543.46 | 96.2% |
| 631 · Computer Service and Expense | 618.60 | 900.00 | -281.40 | 68.7% |
| 632 · Copying | 38.25 | 500.00 | -461.75 | 7.7% |
| 639 · Dues & Commitments. | 54,995.67 | 53,790.00 | 1,205.67 | 102.2% |
| 640 · Equipment Maintenance/Rental | 9,955.56 | 7,360.00 | 2,595.56 | 135.3% |
| 690 · Credit Card & EFT Fees/Misc. | 130,806.73 | 150,000.00 | -19,193.27 | 87.2% |
| 770 · Supplies | 2,228.89 | 2,900.00 | -671.11 | 76.9% |
| 780 · Postage | 1,308.33 | 800.00 | 508.33 | 163.5% |
| 781 · Printing | 92.83 | 300.00 | -207.17 | 30.9% |
| 786 · Promotion | 1,326.72 | 3,575.00 | -2,248.28 | 37.1% |
| 788 · Staff Expense | 190.05 | 250.00 | -59.95 | 76.0% |
| 810 · Contract Fees | 81,678.11 | 168,908.50 | -87,230.39 | 48.4% |
| 850 · Telephone | 1,658.63 | 2,555.01 | -896.38 | 64.9% |
| 860 · Conferences | 3,843.28 | 5,308.00 | -1,464.72 | 72.4% |
| 867 · Travel | 17,410.65 | 17,698.00 | -287.35 | 98.4% |
| Total Expense | <u>1,117,152.51</u> | <u>1,237,432.47</u> | <u>-120,279.96</u> | <u>90.3%</u> |
| Net Ordinary Income | <u>8,262,003.38</u> | <u>7,713,064.79</u> | <u>548,938.59</u> | <u>107.1%</u> |
| Net Income | <u><u>8,262,003.38</u></u> | <u><u>7,713,064.79</u></u> | <u><u>548,938.59</u></u> | <u><u>107.1%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1000 General Overhead (1900 Operations) | | | |
|------------------------------------|--|---------------------------|-------------------------|---------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 410 · Interest Income | -799.18 | 1,365.00 | -2,164.18 | -58.5% |
| 415 · Rental Income | 0.00 | | | |
| 417 · Gain on Investments | -6,876.44 | | | |
| 430 · Dues Income | 0.00 | | | |
| 435 · Law Book | 369.34 | 150.00 | 219.34 | 246.2% |
| 497 · Misc Income | 541.39 | 280.00 | 261.39 | 193.4% |
| Total Income | <u>-6,764.89</u> | <u>1,795.00</u> | <u>-8,559.89</u> | <u>-376.9%</u> |
| Gross Profit | -6,764.89 | 1,795.00 | -8,559.89 | -376.9% |
| Expense | | | | |
| 500 · Salaries/Benefits | 0.00 | | | |
| 540 · Staff Development | 190.00 | 1,000.00 | -810.00 | 19.0% |
| 605 · Awards/Gifts | 573.68 | 775.00 | -201.32 | 74.0% |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | | | |
| 631 · Computer Service and Expense | 618.60 | 900.00 | -281.40 | 68.7% |
| 632 · Copying | 0.00 | | | |
| 639 · Dues & Commitments. | 244.67 | 600.00 | -355.33 | 40.8% |
| 640 · Equipment Maintenance/Rental | 9,955.56 | 7,360.00 | 2,595.56 | 135.3% |
| 690 · Credit Card & EFT Fees/Misc. | 130,806.73 | 150,000.00 | -19,193.27 | 87.2% |
| 770 · Supplies | 2,228.89 | 2,900.00 | -671.11 | 76.9% |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 92.83 | 300.00 | -207.17 | 30.9% |
| 786 · Promotion | 0.00 | | | |
| 788 · Staff Expense | 190.05 | 250.00 | -59.95 | 76.0% |
| 810 · Contract Fees | 57,881.50 | 61,016.00 | -3,134.50 | 94.9% |
| 850 · Telephone | 1,658.63 | 2,555.01 | -896.38 | 64.9% |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>204,441.14</u> | <u>227,656.01</u> | <u>-23,214.87</u> | <u>89.8%</u> |
| Net Ordinary Income | <u>-211,206.03</u> | <u>-225,861.01</u> | <u>14,654.98</u> | <u>93.5%</u> |
| Net Income | <u><u>-211,206.03</u></u> | <u><u>-225,861.01</u></u> | <u><u>14,654.98</u></u> | <u><u>93.5%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1402 Individual Dues (1400 Dues) | | | |
|------------------------------------|-------------------------------------|--------|----------------|-------------|
| | Jan - Mar 22 | 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 | 15,590.00 | | | |
| 435 · Law Book | 0.00 | | | |
| 497 · Misc Income | 0.00 | | | |
| Total Income | <u>15,590.00</u> | | | |
| Gross Profit | 15,590.00 | | | |
| 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 | | | |
| 632 · Copying | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 690 · Credit Card & EFT Fees/Misc. | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | | | |
| 788 · Staff Expense | 0.00 | | | |
| 810 · Contract Fees | 0.00 | | | |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>0.00</u> | | | |
| Net Ordinary Income | <u>15,590.00</u> | | | |
| Net Income | <u><u>15,590.00</u></u> | | | |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1404 NAR Institute Affiliates (1400 Dues) | | | |
|------------------------------------|--|--------|----------------|-------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 410 · Interest Income | 0.00 | | | |
| 415 · Rental Income | 0.00 | | | |
| 417 · Gain on Investments | 0.00 | | | |
| 430 · Dues Income | 5,941.25 | | | |
| 435 · Law Book | 0.00 | | | |
| 497 · Misc Income | 0.00 | | | |
| Total Income | <u>5,941.25</u> | | | |
| Gross Profit | 5,941.25 | | | |
| 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 | | | |
| 632 · Copying | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 690 · Credit Card & EFT Fees/Misc. | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | | | |
| 788 · Staff Expense | 0.00 | | | |
| 810 · Contract Fees | 0.00 | | | |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>0.00</u> | | | |
| Net Ordinary Income | <u>5,941.25</u> | | | |
| Net Income | <u><u>5,941.25</u></u> | | | |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1400 Dues - Other (1400 Dues) | | | |
|------------------------------------|----------------------------------|----------------------------|--------------------------|----------------------|
| | Jan - Mar 22 | 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 | 9,346,916.05 | 8,940,700.00 | 406,216.05 | 104.5% |
| 435 · Law Book | 0.00 | | | |
| 497 · Misc Income | 0.00 | | | |
| Total Income | <u>9,346,916.05</u> | <u>8,940,700.00</u> | <u>406,216.05</u> | <u>104.5%</u> |
| Gross Profit | 9,346,916.05 | 8,940,700.00 | 406,216.05 | 104.5% |
| 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 | | | |
| 632 · Copying | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 690 · Credit Card & EFT Fees/Misc. | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | | | |
| 788 · Staff Expense | 0.00 | | | |
| 810 · Contract Fees | 0.00 | | | |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>0.00</u> | | | |
| Net Ordinary Income | <u>9,346,916.05</u> | <u>8,940,700.00</u> | <u>406,216.05</u> | <u>104.5%</u> |
| Net Income | <u><u>9,346,916.05</u></u> | <u><u>8,940,700.00</u></u> | <u><u>406,216.05</u></u> | <u><u>104.5%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | Total 1400 Dues (1900 Operations) | | | |
|------------------------------------|--------------------------------------|----------------------------|--------------------------|----------------------|
| | Jan - Mar 22 | 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 | 9,368,447.30 | 8,940,700.00 | 427,747.30 | 104.8% |
| 435 · Law Book | 0.00 | | | |
| 497 · Misc Income | 0.00 | | | |
| Total Income | <u>9,368,447.30</u> | <u>8,940,700.00</u> | <u>427,747.30</u> | <u>104.8%</u> |
| Gross Profit | 9,368,447.30 | 8,940,700.00 | 427,747.30 | 104.8% |
| 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 | | | |
| 632 · Copying | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 690 · Credit Card & EFT Fees/Misc. | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | | | |
| 788 · Staff Expense | 0.00 | | | |
| 810 · Contract Fees | 0.00 | | | |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>0.00</u> | | | |
| Net Ordinary Income | <u>9,368,447.30</u> | <u>8,940,700.00</u> | <u>427,747.30</u> | <u>104.8%</u> |
| Net Income | <u><u>9,368,447.30</u></u> | <u><u>8,940,700.00</u></u> | <u><u>427,747.30</u></u> | <u><u>104.8%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1901 Operations & Strategic Sup (1900 Operations) | | | |
|------------------------------------|--|--------------------------|-------------------------|--------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 410 · Interest Income | 0.00 | | | |
| 415 · Rental Income | 0.00 | | | |
| 417 · Gain on Investments | 0.00 | | | |
| 430 · Dues Income | 0.00 | | | |
| 435 · Law Book | 0.00 | | | |
| 497 · Misc Income | 0.00 | | | |
| Total Income | <u>0.00</u> | | | |
| Gross Profit | 0.00 | | | |
| Expense | | | | |
| 500 · Salaries/Benefits | 0.00 | | | |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 0.00 | 500.00 | -500.00 | 0.0% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 38.25 | 500.00 | -461.75 | 7.7% |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 690 · Credit Card & EFT Fees/Misc. | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 1,308.33 | 800.00 | 508.33 | 163.5% |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 1,000.00 | 3,125.00 | -2,125.00 | 32.0% |
| 788 · Staff Expense | 0.00 | | | |
| 810 · Contract Fees | 5,110.00 | 80,000.00 | -74,890.00 | 6.4% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>7,456.58</u> | <u>84,925.00</u> | <u>-77,468.42</u> | <u>8.8%</u> |
| Net Ordinary Income | <u>-7,456.58</u> | <u>-84,925.00</u> | <u>77,468.42</u> | <u>8.8%</u> |
| Net Income | <u><u>-7,456.58</u></u> | <u><u>-84,925.00</u></u> | <u><u>77,468.42</u></u> | <u><u>8.8%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1903 Association Relations (1900 Operations) | | | |
|------------------------------------|---|-------------------------|----------------------|---------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 410 · Interest Income | 0.00 | | | |
| 415 · Rental Income | 0.00 | | | |
| 417 · Gain on Investments | 0.00 | | | |
| 430 · Dues Income | 0.00 | | | |
| 435 · Law Book | 0.00 | | | |
| 497 · Misc Income | 0.00 | | | |
| Total Income | <u>0.00</u> | | | |
| Gross Profit | 0.00 | | | |
| Expense | | | | |
| 500 · Salaries/Benefits | 0.00 | | | |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 8,945.76 | 9,000.00 | -54.24 | 99.4% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 690 · Credit Card & EFT Fees/Misc. | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 326.72 | 450.00 | -123.28 | 72.6% |
| 788 · Staff Expense | 0.00 | | | |
| 810 · Contract Fees | 0.00 | | | |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>9,272.48</u> | <u>9,450.00</u> | <u>-177.52</u> | <u>98.1%</u> |
| Net Ordinary Income | <u>-9,272.48</u> | <u>-9,450.00</u> | <u>177.52</u> | <u>98.1%</u> |
| Net Income | <u><u>-9,272.48</u></u> | <u><u>-9,450.00</u></u> | <u><u>177.52</u></u> | <u><u>98.1%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1905 National Meetings (1900 Operations) | | | |
|------------------------------------|---|--------------------------|---------------------|----------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 410 · Interest Income | 0.00 | | | |
| 415 · Rental Income | 0.00 | | | |
| 417 · Gain on Investments | 0.00 | | | |
| 430 · Dues Income | 0.00 | | | |
| 435 · Law Book | 0.00 | | | |
| 497 · Misc Income | 0.00 | | | |
| Total Income | <u>0.00</u> | | | |
| Gross Profit | 0.00 | | | |
| Expense | | | | |
| 500 · Salaries/Benefits | 0.00 | | | |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 4,541.46 | 4,500.00 | 41.46 | 100.9% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 639 · Dues & Commitments. | 54,751.00 | 53,190.00 | 1,561.00 | 102.9% |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 690 · Credit Card & EFT Fees/Misc. | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | | | |
| 788 · Staff Expense | 0.00 | | | |
| 810 · Contract Fees | 0.00 | | | |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 3,843.28 | 5,308.00 | -1,464.72 | 72.4% |
| 867 · Travel | 12,793.06 | 12,948.00 | -154.94 | 98.8% |
| Total Expense | <u>75,928.80</u> | <u>75,946.00</u> | <u>-17.20</u> | <u>100.0%</u> |
| Net Ordinary Income | <u>-75,928.80</u> | <u>-75,946.00</u> | <u>17.20</u> | <u>100.0%</u> |
| Net Income | <u><u>-75,928.80</u></u> | <u><u>-75,946.00</u></u> | <u><u>17.20</u></u> | <u><u>100.0%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1920 EXCOM & Director Support (1900 Operations) | | | |
|------------------------------------|--|--------------------------|------------------------|---------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 410 · Interest Income | 0.00 | | | |
| 415 · Rental Income | 0.00 | | | |
| 417 · Gain on Investments | 0.00 | | | |
| 430 · Dues Income | 0.00 | | | |
| 435 · Law Book | 0.00 | | | |
| 497 · Misc Income | 0.00 | | | |
| Total Income | <u>0.00</u> | | | |
| Gross Profit | 0.00 | | | |
| Expense | | | | |
| 500 · Salaries/Benefits | 0.00 | | | |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 40.17 | 100.00 | -59.83 | 40.2% |
| 620 · Building Expense | 0.00 | | | |
| 630 · Catering/Hotel | 369.32 | 400.00 | -30.68 | 92.3% |
| 631 · Computer Service and Expense | 0.00 | | | |
| 632 · Copying | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 690 · Credit Card & EFT Fees/Misc. | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | | | |
| 788 · Staff Expense | 0.00 | | | |
| 810 · Contract Fees | 2,521.81 | 10,000.00 | -7,478.19 | 25.2% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 4,617.59 | 4,750.00 | -132.41 | 97.2% |
| Total Expense | <u>7,548.89</u> | <u>15,250.00</u> | <u>-7,701.11</u> | <u>49.5%</u> |
| Net Ordinary Income | <u>-7,548.89</u> | <u>-15,250.00</u> | <u>7,701.11</u> | <u>49.5%</u> |
| Net Income | <u><u>-7,548.89</u></u> | <u><u>-15,250.00</u></u> | <u><u>7,701.11</u></u> | <u><u>49.5%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1955 Public Relations (1900 Operations) | | | |
|------------------------------------|--|--------------------------|----------------------|---------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 410 · Interest Income | 0.00 | | | |
| 415 · Rental Income | 0.00 | | | |
| 417 · Gain on Investments | 0.00 | | | |
| 430 · Dues Income | 0.00 | | | |
| 435 · Law Book | 0.00 | | | |
| 497 · Misc Income | 0.00 | | | |
| Total Income | <u>0.00</u> | | | |
| Gross Profit | 0.00 | | | |
| Expense | | | | |
| 500 · Salaries/Benefits | 0.00 | | | |
| 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 | | | |
| 632 · Copying | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 690 · Credit Card & EFT Fees/Misc. | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | | | |
| 788 · Staff Expense | 0.00 | | | |
| 810 · Contract Fees | 14,000.00 | 14,900.00 | -900.00 | 94.0% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>14,000.00</u> | <u>14,900.00</u> | <u>-900.00</u> | <u>94.0%</u> |
| Net Ordinary Income | <u>-14,000.00</u> | <u>-14,900.00</u> | <u>900.00</u> | <u>94.0%</u> |
| Net Income | <u><u>-14,000.00</u></u> | <u><u>-14,900.00</u></u> | <u><u>900.00</u></u> | <u><u>94.0%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 1990 Personnel (1900 Operations) | | | |
|------------------------------------|-------------------------------------|---------------------------|------------------------|---------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 410 · Interest Income | 0.00 | | | |
| 415 · Rental Income | 0.00 | | | |
| 417 · Gain on Investments | 0.00 | | | |
| 430 · Dues Income | 0.00 | | | |
| 435 · Law Book | 0.00 | | | |
| 497 · Misc Income | 0.00 | | | |
| Total Income | <u>0.00</u> | | | |
| Gross Profit | 0.00 | | | |
| Expense | | | | |
| 500 · Salaries/Benefits | 722,834.24 | 728,000.00 | -5,165.76 | 99.3% |
| 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 | | | |
| 632 · Copying | 0.00 | | | |
| 639 · Dues & Commitments. | 0.00 | | | |
| 640 · Equipment Maintenance/Rental | 0.00 | | | |
| 690 · Credit Card & EFT Fees/Misc. | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | | | |
| 788 · Staff Expense | 0.00 | | | |
| 810 · Contract Fees | 0.00 | | | |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>722,834.24</u> | <u>728,000.00</u> | <u>-5,165.76</u> | <u>99.3%</u> |
| Net Ordinary Income | <u>-722,834.24</u> | <u>-728,000.00</u> | <u>5,165.76</u> | <u>99.3%</u> |
| Net Income | <u><u>-722,834.24</u></u> | <u><u>-728,000.00</u></u> | <u><u>5,165.76</u></u> | <u><u>99.3%</u></u> |

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January through March 2022**

| | 6000 Building (1900 Operations) | | | |
|------------------------------------|------------------------------------|--------------------------|-------------------------|---------------------|
| | Jan - Mar 22 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 410 · Interest Income | 0.00 | | | |
| 415 · Rental Income | 17,473.48 | 8,002.26 | 9,471.22 | 218.4% |
| 417 · Gain on Investments | 0.00 | | | |
| 430 · Dues Income | 0.00 | | | |
| 435 · Law Book | 0.00 | | | |
| 497 · Misc Income | 0.00 | | | |
| Total Income | <u>17,473.48</u> | <u>8,002.26</u> | <u>9,471.22</u> | <u>218.4%</u> |
| Gross Profit | 17,473.48 | 8,002.26 | 9,471.22 | 218.4% |
| Expense | | | | |
| 500 · Salaries/Benefits | 0.00 | | | |
| 540 · Staff Development | 0.00 | | | |
| 605 · Awards/Gifts | 0.00 | | | |
| 620 · Building Expense | 73,505.58 | 78,312.96 | -4,807.38 | 93.9% |
| 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 | | | |
| 690 · Credit Card & EFT Fees/Misc. | 0.00 | | | |
| 770 · Supplies | 0.00 | | | |
| 780 · Postage | 0.00 | | | |
| 781 · Printing | 0.00 | | | |
| 786 · Promotion | 0.00 | | | |
| 788 · Staff Expense | 0.00 | | | |
| 810 · Contract Fees | 2,164.80 | 2,992.50 | -827.70 | 72.3% |
| 850 · Telephone | 0.00 | | | |
| 860 · Conferences | 0.00 | | | |
| 867 · Travel | 0.00 | | | |
| Total Expense | <u>75,670.38</u> | <u>81,305.46</u> | <u>-5,635.08</u> | <u>93.1%</u> |
| Net Ordinary Income | <u>-58,196.90</u> | <u>-73,303.20</u> | <u>15,106.30</u> | <u>79.4%</u> |
| Net Income | <u><u>-58,196.90</u></u> | <u><u>-73,303.20</u></u> | <u><u>15,106.30</u></u> | <u><u>79.4%</u></u> |