

2022

NOVEMBER FINANCIALS

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Gary Nelson, President
Scott Drucker, CEO



ARIZONA REALTORS®
MONTHLY FINANCIAL PACKAGE
NOVEMBER 2022

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FINANCIAL SUMMARY





MONTHLY FINANCIAL NOTES

November 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	\$ 10,037,982.70	\$ 9,296,300.00	\$ 741,682.70
Other	\$ 448,096.26	\$ 451,046.62	\$ (2,950.36)
Total Income	\$ 10,486,078.96	\$ 9,747,346.62	\$ 738,732.34
Expenses			
Net Income (Loss)	\$ 4,745,671.03	\$ 2,798,955.56	\$ 1,946,715.47

Year-to-date income exceeds expenses by \$4,745,671.03. This amount compares favorably with the projected net income of \$2,798,955.56 for the reporting period; therefore, we have a positive year-to-date variance of \$1,946,715.47.

RESERVE FUNDS

Operating Reserve (Bylaws 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 \$11,197,517.62. There were \$151,365.00 in withdrawals during this period for Allied Universal Security and a transfer of funds to BlackRock for investment purposes. There were \$1,000,000.00 in deposits this period representing the 2021 accumulated operating surplus. The fund has seen a change in value year-to-date of \$389,965.51.

REALTORS® Issues Mobilization Fund (Bylaws 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 \$10,611,395.19. There were \$7,000.00 in deposits during this period representing a PSF transfer. There were \$292,556.00 in withdrawals representing a transfer of funds to BlackRock for investment purposes, a donation to the Governor's inauguration, and a local board request. These accounts have seen a change in value year-to-date of (\$709,219.99).

Capital Reserve (Bylaws 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 \$6,621,940.25. There were \$500,000.00 in deposits during this period representing the 2021 accumulated operating surplus. There were no withdrawals during this period. These accounts have seen a change in value year-to-date of \$207,652.23.

Strategic Initiatives Reserve (Bylaws 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, Portfolio Management, and KAR Accounts. The current balance is \$3,673,960.36. There were \$800,000.00 in deposits during this period representing the 2021 accumulated operating surplus. There were \$100,000.00 in withdrawals during this period representing a transfer of funds to BlackRock for investment purposes. The fund has seen a change in value year-to-date of \$676,070.52.

AZ Homeownership Alliance (Bylaws Article IV, Section 5) - The balance as of January 1, 2022, was \$100,469.98 inclusive of the UBS RMA. The current balance is \$401,119.64. There were \$300,000.00 in deposits this period representing a transfer from AAR Main RMA to satisfy 2021 accumulated operating surplus. There were no withdrawals this period. The fund has seen a change in value year-to-date of \$300,649.66.

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 26: LEGISLATIVE AND POLITICAL AFFAIRS

Expenses are under budget overall primarily due to: 1501 - *Government Area Support* is overall under budget, specifically, General Expenses such as Building Expenses, Equipment Maintenance and Rental, Supplies, Printing and Telephone being less than anticipated, Catering and Hotel is under budget due to the LPA Department Committee Thank You Luncheon costing less than anticipated, Travel is under budget due to less than expected local association visits/meetings at this point in the year, but Computer Service and Expense is over budget due to an additional Adobe Acrobat Pro account for the RAPAC Director unanticipated due to budget planning prior to his arrival at the Association; 1510 - *Legislative Advocacy* is overall under budget, specifically, Dues and Commitments is under budget due to the annual Arizona Tax Research Association costs being invoiced later than anticipated, Promotion is under budget due to less than anticipated meetings with Legislators amid a longer than usual legislative session, Contract Fees are under budget due to lobbying consulting fees being lower than anticipated amid an election cycle, and Conferences is under budget due to cancelled staff travel for the NAR NXT Orlando Conference but Subscriptions and References is over budget due to Arizona News subscriptions and Legislative Reports costing more than anticipated as a result of an extended session this year; 1545 - *Local Lobbying Support* is under budget, specifically, Travel is under budget due to a lack of need for local lobbying support at this point in the year; 1550 - *Legislative Policy Development* is overall under budget, specifically Supplies is under budget due to supplies and handouts costing less for REALTOR® Day at the Capitol/REALTOR® Party Training/Caucus, Speaker Fees is under budget due to securing a speaker for Caucus at no cost, Contract Fees is under budget due to free onsite parking for Caucus and lower than anticipated costs for REALTOR® Day and Caucus vendors, Travel is under budget due to less than anticipated mileage reimbursements for Caucus were assessed, but Catering and Hotel is over budget due to inflation forcing catering costs for RDAC and Caucus to be higher than anticipated; 1560 - *Fundraising Support* is overall under budget, specifically, Awards/Gifts is under budget due to significantly lower Local Association Award costs and the Hall of Fame gift being finalized later than anticipated, Supplies is under budget due to a lack of supplies needed for the October Leadership Conference, Promotion is under budget due to costs associated with REALTOR® Party Training being less than anticipated, Contract Fees is under budget due to the RAPAC audit costs being lower than anticipated, however Catering/Hotel is over budget due to the venue deposit for the Major Investor Gala being slightly larger than expected; 1575 - *Federal Liaison Support* is under budget, specifically, Catering/Hotel is under budget due to the Hill Visit Reception costs being less than anticipated and Promotion and Travel are under budget due to fewer FPC's traveling to the NAR DC and FPC In-District events postponed during the election cycle; 1580 - *Election Year Activities* is under budget, specifically Staff Expense is under budget due to staff expenses for the "Get Out the Vote" Campaign were unnecessary this election cycle; 1585 - *Governmental Communications* is under budget, specifically Contract Fees and Printing is under budget due to expenses being incurred later in the year than anticipated; 1596 - *Political Research* is under budget, specifically, Contract Fees is under budget due to less than expected research needed on legislation and additional research projects not yet executed, expenses are expected to be incurred later in the year for the comprehensive Housing Study Report.

Overall, the Legislative & Political Affairs Area has a positive net variance of \$162,624.67 Y-T-D.

Adjustments/Recommendations: None

Page 36: 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, Supplies, and Postage were less than budgeted, Conferences is under budget because staff was not able to attend the General Counsel meeting or NAR NXT conference as anticipated; Computer Service and Expenses is slightly over budget because there was an increased cost for Adobe Creative Cloud; 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 and the use of court reporters has declined due to Zoom recording capability; 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* is under budget because the lunch for the annual Ombudsman/Mediator training cost less than budgeted for due to offering a hybrid of in-person and virtual training; 1625 - *Risk Management Publications Promotion* is slightly under budget with two A.S.A.P. text alerts and AAR donating funds for the capture of the criminal in one of the text alerts; 1650 - *Forms Development Contract Fees* is slightly under budget due to using a less expensive vendor to translate forms and fewer forms have been translated at this time; 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 \$51,498.69. Adjustments/Recommendations:

None

Page 45: BUSINESS TECHNOLOGY & COMMUNICATIONS

Income received from forms licensing was exactly as budgeted. Expenses are under budget overall primarily due to: 1701 - *Bus. Services & Tech Support Staff Development* expense was less than planned. Building expenses were less than anticipated, printing volume was not used as planned, contract fees for our property management services were less than expected and the telephone expense was less than expected. Conference expenditures were less than anticipated; 1710 - *Software Development contract fees* expense was less than planned as there were no additional RAMCO related expenses incurred; 1730 - *IT Resource & Security Management Computer Service and Expense* was less than anticipated as we discontinued a zoom component that was no longer required. Contract Fees are 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 Contract Fees* are greater than expected due to costs associated with Lone Wolf Technologies and the yearly billing for the Higher Logic platform being processed sooner than anticipated. Travel is under budget as staff travel for trainings has been limited due to the use of Zoom; 1780 - *Communications* is under budget due to less than expected costs associated with: Staff Development due to the classes new staff members are interested in attending were not scheduled; Computer Service and Expense as staff hasn't needed to replace or purchase any computer equipment; Supplies are lower than expected since staff hasn't needed to purchase as many supplies as originally anticipated; Printing costs are less than anticipated as we decided not to print the 2022 Member Resource Guide; Promotion is under budget as staff was planning promotional contests that will not be held until December; Subscriptions and Reference fees is slightly over budget as we had to unexpectedly add a new feature to an online communications program we are already using; there were less than expected costs associated with Contract Fees due to lower than anticipated website maintenance/hosting fees; Conferences is under budget due to staff not attending the NAR Communications Directors Institute or NAR NXT; and Travel is under budget as staff hasn't had the opportunity to conduct outreach travel; 1781 - *Diversity Committee* overall shows a positive net variance, however we are over budget in catering/hotel, and supplies: Staff Development is slightly under budget because the classes staff is interested in attending were not scheduled; Catering/Hotel is over budget due to unanticipated costs related to Swoogo, the registration website used for the diversity event, and higher than anticipated attendance; Dues and Commitments is slightly under budget as some

dues are to be paid at the end of the year; Supplies costs are over budget due to higher costs for budgeted purchases; Promotion is lower than anticipated as requests for sponsorships and grants were less than originally anticipated; and Speaker Fees is under budget as the fees were lower than anticipated.

Overall, the Business Technology & Communications Area has a positive net variance of \$147,038.43 YTD. Adjustments/Recommendations: None

Page 52: PROFESSIONAL AND BUSINESS DEVELOPMENT

Income is under budget primarily resulting from the REALTOR® Institute, Professionalism, Spring Conference, and Industry Partners Conference actuals. Expenses are under budget overall due to: 1801 - *Professional Development Support* under budget reflecting Building, Equipment Maintenance/Rental, Computer Service and Expense, Supplies, Printing, Postage, Copying and Telephone actual expenses to date for building operations; Catering reflects no catering to date due to Zoom committee meeting format; Contract Fees are under budget due to later than expected education registration platform enhancements and less than expected EFT expenses to date; Conferences is under budget due to change in event platform resulting in Cvent conference cancellation; 1815 - *REALTOR® Institute* Income is under budget due to higher than anticipated discounted students; Expenses are under budget in Contract Fees due to timing of GRI class billing and revenue share disbursements as well as change in Learning Library licensing fees; Catering is under budget due to instructor auditions conducted via Zoom; and Promotion is under budget to date due to less than anticipated scholarship requests/disbursements; 1820 - *rCRMS* Income and Speaker Expenses reflect number and size of classes held to date; 1825 - *CRPM* Income and Expenses 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/course cancellations, Postage is under budget due to DTC (direct-to-classroom) offerings converted to DTM (direct-to-member) offerings; Speaker Fees are under budget to date due to course cancellations/change in NARPM partnership structure; 1840 - *Leadership Training/Conference* Catering expense is under budget reflecting LTA Segment 3 being offered virtually and lower than anticipated catering costs for leadership conference; Speaker expense due to reduction in length of two modules resulting in reduction in speaker expenses; Travel reflects one officer attending the LTA program and Supplies is over budget due to expenses earlier than anticipated year-to-date and travel; 1850 - *Industry Partners Conference* Income and related expenses are under budget due to attendance level at this live event; 1855 - *Professionalism* Income and Expenses are under budget reflecting attendance level for the rollout, a portion of the development costs utilized in 2021 and timing of the StartSmart program; 1860 - *Spring Convention* Expenses under budget reflecting actual income and expenses for the event; 1870 - *Education Outreach* expenses for speakers and Contract Fees reflect actual number of classes and number of students; Postage is under budget due to DTC (direct-to-classroom) offerings converted to DTM (direct-to-member) offerings; Income and Catering/Hotel is more than anticipated due to Women's Conference event being held in July; 1871 - *Education Development* Contract Fees is under budget due to StartSmart content development timing; 1872 - *Instructor Development* Speaker Fees reflect actual attendance figures for the IDW's; Speaker Fees under budget reflecting actual fee expenses; Conference expense discrepancy is due to a credit for a canceled conference in January; 1875 - *Broker University* Income and Contract Fees higher than expected for the BMC classes due to higher attendance levels.

Overall, the Professional & Business Development Area has a positive net variance of \$211,252.25 Y-T-D. Adjustments/Recommendations: None

Page 65: OPERATIONS AND STRATEGIC INITIATIVES

Income is **over** budget due to higher than budgeted dues and rental income. **There were 56,149 fully paid members and 2,289 prorated members for a total of 58,438 members during the reporting period. During the same period in 2021, there were 57,094 paid members. This represents a 2.35% 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* Computer Services and Expense is over budget due to more Adobe licenses than anticipated; Equipment Maintenance/Rental is over budget this period, but will be reallocated at the end of fourth 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 Dues & Commitments, Postage, and Copying

expenses; 1903 - *Association Relations* is under budget as catering expenses for the AE Workshop were less than anticipated, Promotional expenses were less than expected, and Travel is under budget primarily due to less staff requiring hotel and mileage reimbursement for the AE Workshop and other Association events; 1905 - *National Meetings* Region XI dues were more than budgeted due to more members than anticipated in 2021, and Travel expenses were less than budgeted for the Region XI Conference, the NAR Legislative conference in D.C., and the NAR EXPO; 1920 - *ExCom & Director Support* Catering/Hotel is under budget as the fees associated with the planning session and the governance meetings were less than anticipated, Contract Fees are under budget as the national facilitator fees were less than expected, and Travel is under budget due to lower than anticipated costs associated with the Planning session, Leadership Conference, and travel reimbursements; 1955 - *Public Relations* Promotion is under budget due to less than anticipated community involvement/community service awards year-to-date; 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 \$1,374,301.43 Y-T-D.** *Adjustments/Recommendations: None*

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

	<u>11/30/2022</u>
ASSETS	
Current Assets	
Checking/Savings	38,515,039.85
Accounts Receivable	6,783.72
Other Current Assets	<u>126,082.67</u>
Total Current Assets	38,647,906.24
Fixed Assets	2,154,013.20
Other Assets	<u>0.00</u>
TOTAL ASSETS	<u><u>40,801,919.44</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	25,120.70
Credit Cards	73,810.73
Other Current Liabilities	<u>1,083,366.61</u>
Total Current Liabilities	1,182,298.04
Long Term Liabilities	<u>116,306.70</u>
Total Liabilities	1,298,604.74
Equity	<u>39,503,314.70</u>
TOTAL LIABILITIES & EQUITY	<u><u>40,801,919.44</u></u>

Arizona Association of REALTORS®
Grouped Balance Sheet
November 2022

November 30, 2022

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

Operating Account - MIDFIRST Checking	814,489.44	
AFLAC 125 Claims Reimb. MIDFIRST	8,168.89	
Operating Account - CHASE Checking	0.00	
AAR UBS RMA Money Market	5,180,611.84	
Combined AAR General Accounts		6,003,270.17

Capital Accounts

Capital Purchase - UBS Portfolio Mgmt.	193,875.62	
Capital Purchase - KAR	155,647.23	
Capital Purchase - BlackRock	3,030,765.83	
Capital Reserve Fund - UBS Checking RMA	2,806,308.10	
Capital Reserve - Q-GARP	207,750.69	
Capital Reserve - Dividend Ruler	227,592.78	
Combined Capital Accounts		6,621,940.25

Operating Accounts

Operating Reserve - UBS Checking RMA	4,613,681.09	
Operating Reserve - BlackRock	6,583,836.53	
Combined Operating Accounts		11,197,517.62

Strategic Initiative

Strategic Initiative - UBS Portfolio Mgmt.	127,642.31	
Strategic Initiatives - BlackRock	1,238,913.68	
Strategic Initiative - UBS RMA	1,876,750.44	
Strategic Initiative Checking - MIDFIRST	65,439.45	
Strategic Initiative - UBS KAR	93,938.97	
Strategic Initiative - Q-GARP	130,003.35	
Strategic Initiative - Dividend Ruler	141,272.16	
Combined Strategic Initiative Accounts		3,673,960.36

Issues Mobilization Accounts

Issues Mob - UBS RMA	4,345,979.19	
Issues Mob - Portfolio Management	645,457.81	
Issues Mob - KAR	505,088.30	
Issues Mob - BlackRock	3,740,552.96	
Issues Mob - Q-GARP	656,130.59	
Issues Mob - Dividend Ruler	718,186.34	
Combined Issues Mob Accounts		10,611,395.19

Arizona Homeownership Alliance - UBS RMA

401,119.64		401,119.64
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Political Survival Fund

4,310.74		
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Arizona Association of REALTORS®
Grouped Balance Sheet
November 2022

November 30, 2022

	<u>4,310.74</u>
Property Management	
Cash-AZ Bank & Trust - Preserve Property Management	1,525.88
	<u>1,525.88</u>
Total Checking/Savings	<u>38,515,039.85</u>
Accounts Receivable	
A/R - Trade	6,783.72
A/R - Cvent	50.94
Due From Region 11	0.00
Due From PSF Fund to IM	0.00
	<u>50.94</u>
Total Accounts Receivable	<u>50.94</u>
REACH Ventures	100,000.00
Other Current Assets	
Prepaid Expenses and Deposits	111.88
Monthly Prepays	25,919.85
	<u>26,031.73</u>
Total Prepaid Expenses and Deposits	<u>26,031.73</u>
Total Other Current Assets	<u>26,082.67</u>
Total Current Assets	<u>38,647,906.24</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	-79,642.59
	<u>-3,222,979.73</u>
Total Accumulated Depreciation	<u>-3,222,979.73</u>
150 · Furniture & Equipment	310,384.27
156 · Computer	723,484.35
160 · Leasehold Improvements	1,639,977.30
163 · Land - Osborn	617,737.40
164 · Building - Osborn	1,995,153.78
166 · Tenant Improvements	80,945.83
168 · Construction in Process	9,310.00
	<u>5,376,992.93</u>
Total Property and Equipment	<u>5,376,992.93</u>
Total Fixed Assets	<u>2,154,013.20</u>
Other Assets	
Loan Cost / Leasing Commissions	
Note Receivable	0.00
	<u>0.00</u>
Total Other Assets	<u>0.00</u>
TOTAL ASSETS	<u>40,801,919.44</u>

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

November 30, 2022

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

Accounts Payable

25,120.70

Total Accounts Payable

25,120.70

Credit Cards

MidFirst Business Visa

73,810.73

Total Credit Cards

73,810.73

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

15,241.38

Total Accrued Salaries & P/R Taxes

15,241.38

Security Deposits Payable - Osborn

15,189.29

Deferred Dues Income

988,085.00

Deferred Income - Other

8,000.00

Deferred Income Issues Mob

0.00

Stale Dated Checks/Escheat

636.48

Arbitration Case Pending

27,260.13

Current portion of LTD

28,954.33

1,068,125.23

Total Other Current Liabilities

1,083,366.61

Total Current Liabilities

1,182,298.04

Long Term Liabilities

Capital Lease Payable

116,306.70

Total Long Term Liabilities

116,306.70

TOTAL LIABILITIES

1,298,604.74

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

3,035,391.05

Total Equity

39,503,314.70

TOTAL LIABILITIES & EQUITY

40,801,919.44

CONNECTING

LEADERS

TOGETHER

FINANCIAL DETAILS



Balance Sheet

As of November 30, 2022

	Nov 30, 22
ASSETS	
Current Assets	
Checking/Savings	
1000 · Combined Operating Cash Account	
100.3 · Operating Acc. - MidFirst 2997	814,489.44
100.4 · AFLAC 125 Claims - MidFirst	8,168.89
101.5 · UBS - AAR Main RMA	5,180,611.84
Total 1000 · Combined Operating Cash Account	6,003,270.17
1005 · Q-GARP Portfolio - UBS	
1005.1 · Strategic Initiative Q-GARP	130,003.35
1005.2 · Capital Reserve Q-GARP	207,750.69
1005.3 · Issues Mob. Q-GARP	656,130.59
Total 1005 · Q-GARP Portfolio - UBS	993,884.63
1006 · Dividend Ruler Portfolio - UBS	
1006.1 · Strategic Initiative Div. Ruler	141,272.16
1006.2 · Capital Reserve Dividend Ruler	227,592.78
1006.3 · Issues Mob. Dividend Ruler	718,186.34
Total 1006 · Dividend Ruler Portfolio - UBS	1,087,051.28
1007 · Portfolio Management - UBS	
1007.1 · Strat Initiative Portfolio Mgmt	127,642.31
1007.2 · Capital Reserve Portfolio Mgmt	193,875.62
1007.3 · Issues Mob. Portfolio Mgmt	645,457.81
Total 1007 · Portfolio Management - UBS	966,975.74
10081 · BlackRock - UBS	
10081.1 · Capital Reserve - BlackRock	3,030,765.83
10081.2 · Operating Reserve - BlackRock	6,583,836.53
10081.3 · Issues Mobilization - BlackRock	3,740,552.96
10081.4 · Strategic Initiative - BlackRoc	1,238,913.68
Total 10081 · BlackRock - UBS	14,594,069.00
10082 · KAR - UBS	
10082.1 · Capital Purchase - KAR	155,647.23
10082.2 · Issues Mobilization - KAR	505,088.30
10082.3 · Strategic Initiatives - KAR	93,938.97
Total 10082 · KAR - UBS	754,674.50
101.40 · Combined Strategic Initiative	
101.43 · Strategic Initiative - UBS	1,876,750.44
101.44 · Strategic Init Check - MidFirst	65,439.45
Total 101.40 · Combined Strategic Initiative	1,942,189.89
101.66 · Operating Reserve Net	
102 · Cash in Op Reserve - UBS	4,613,681.09
Total 101.66 · Operating Reserve Net	4,613,681.09
103 · Capital Reserve Checking RMA	2,806,308.10
104 · Issues Mob Accounts - UBS	
104.4 · Issues Mob Fund - UBS RMA	4,345,979.19
Total 104 · Issues Mob Accounts - UBS	4,345,979.19
105 · Cash-AZ Bank & Trust/Prop Mgmnt	1,525.88
106. · AZ Homeownership Alliance RMA	401,119.64
111. · PSF	
111 · Political Survival Fund	4,310.74
Total 111. · PSF	4,310.74
Total Checking/Savings	38,515,039.85

Balance Sheet

As of November 30, 2022

	Nov 30, 22
Accounts Receivable	
112 · A/R	6,783.72
Total Accounts Receivable	6,783.72
Other Current Assets	
Prepaid Expenses and Deposits	
123 · Monthly Prepays	
123.007 · January Pre-Pays	2,104.65
123.008 · February Pre-Pays	3,935.00
123.009 · March Pre-Pays	8,112.50
123.018 · December Pre-Pays	11,767.70
Total 123 · Monthly Prepays	25,919.85
124 · Prepaid Expenses	
124.2 · Prepaid Postage-Pitney Bowes	111.88
Total 124 · Prepaid Expenses	111.88
Total Prepaid Expenses and Deposits	26,031.73
112.110 · A/R Misc.	
113.10 · A/R - Regonline	50.94
Total 112.110 · A/R Misc.	50.94
115 · Reach Ventures	100,000.00
Total Other Current Assets	126,082.67
Total Current Assets	38,647,906.24
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	310,384.27
156 · Computer	723,484.35
160 · Leasehold Improvements	1,639,977.30
163 · Land - Osborn	617,737.40
164 · Building - Osborn	1,995,153.78
166 · Tenant Improvements	80,945.83
168 · Construction in Process	9,310.00
Total Property and Equipment	2,154,013.20
Total Fixed Assets	2,154,013.20
TOTAL ASSETS	40,801,919.44
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
200 · Accounts Payable	25,120.70
Total Accounts Payable	25,120.70
Credit Cards	
203.1 · MidFirst Business Credit Card	73,810.73
Total Credit Cards	73,810.73
Other Current Liabilities	
214 · Accrued Salaries & P/R Taxes	

Arizona Association of REALTORS®

Balance Sheet

As of November 30, 2022

12/19/22

Accrual Basis

	Nov 30, 22
2100 · Payroll Liabilities	10,383.22
214 · Accrued Salaries & P/R Taxes - Other	4,858.16
Total 214 · Accrued Salaries & P/R Taxes	15,241.38
215 · Security Deposits Payable - Osb	15,189.29
228 · Deferred Income	
229 · Deferred Dues Income	988,085.00
232 · Deferred Income Other	8,000.00
Total 228 · Deferred Income	996,085.00
240 · Stale Dated Checks/Escheat	636.48
275 · Arbitration Case Pending	27,260.13
295 · Current portion of LTD	28,954.33
Total Other Current Liabilities	1,083,366.61
Total Current Liabilities	1,182,298.04
Long Term Liabilities	
285 · Capital Lease Payable	116,306.70
Total Long Term Liabilities	116,306.70
Total Liabilities	1,298,604.74
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	3,035,391.05
Total Equity	39,503,314.70
TOTAL LIABILITIES & EQUITY	40,801,919.44

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															
Dividend and Interest Income (including accrued)	UX66383	\$ 5,376,514.85													
Deposits			\$763.53	(\$14,520.34)	\$20,168.02	\$3,629.15	\$4,228.46	\$4,444.38	\$4,816.97	\$5,854.11	\$6,813.90	\$7,284.61	\$8,586.75		\$ 5,376,514.85
Withdrawals			\$4,560.68								\$4,321.90				\$52,069.54
Change in Market Value			(\$3,602.36)	(\$1,255,564.58)	(\$11,434.24)	(\$44,636.23)	(\$123,029.09)	(\$828.13)	(\$1,726.12)	(\$4,095.00)	\$0.00	(\$160,830.00)	(\$151,365.00)		\$1,008,902.58
Total			(\$4,376.36)	(\$4,427.25)	(\$18,762.05)	(\$8,831.90)	(\$4,572.16)	(\$16,013.97)	\$3,030.26	(\$1,662.51)	(\$12,764.58)	(\$5,501.62)	\$7,187.01		(\$66,695.13)
															<u>\$ 4,613,881.09</u>
AAR Operating Reserve - BlackRock															
Dividend and Interest Income (including accrued)	UX17968	\$ 5,431,037.26													
Deposits			\$5,490.00	\$5,586.16	\$7,249.30	\$6,809.64	\$8,249.39	\$8,177.86	\$8,407.56	\$10,921.10	\$10,249.25	\$7,533.47	\$17,395.41		\$ 5,431,037.26
Withdrawals				\$1,250,000.00									\$150,000.00		\$96,069.14
Change in Market Value			(\$45,300.07)	(\$24,177.54)	(\$82,841.34)	(\$49,162.71)	\$28,939.71	(\$54,467.68)	\$29,530.08	(\$55,720.06)	(\$85,273.56)	(\$21,911.41)	\$42,489.84		\$1,400,000.00
Fees			(\$5,356.64)		(\$7,058.83)				(\$6,454.39)			(\$6,445.25)			(\$6,454.39)
Total			(\$45,300.07)	(\$24,177.54)	(\$82,841.34)	(\$49,162.71)	\$28,939.71	(\$54,467.68)	\$29,530.08	(\$55,720.06)	(\$85,273.56)	(\$21,911.41)	\$42,489.84		(\$317,914.76)
															<u>\$ 6,583,836.53</u>
															<u>\$ 11,197,517.62</u>
Year-to-Date Change in Value:															
		\$ 10,807,552.11													
		\$ 389,965.51													

*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 Issues Mobilization

ACCOUNT	Acct. #	Balance Forward	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	NET
Realtors Issues Mob. - RMA	UX688861	\$ 6,436,166.56													
Dividend and Interest Income (including accrued)			\$174.91	(\$27,395.16)	\$4,655.18	\$4,792.58	\$5,304.12	\$5,026.01	\$4,908.42	\$6,030.97	\$7,365.27	\$7,265.25	\$8,494.59		\$ 6,436,166.56
Deposits			\$18,842.73	\$7,630.00	\$4,200.00	\$5,600.00	\$1,500.00	\$2,450.00	\$350.00	\$700.00	\$2,680.50	\$7,000.00	\$7,000.00		\$56,621.20
Withdrawals				(\$1,750,000.00)		(\$22,301.00)	(\$325,000.00)		(\$10,000.00)		(\$38,943.00)	(\$10,000.00)	(\$292,556.00)		\$50,963.23
Change in Market Value			(\$426.88)	(\$511.73)	(\$15,130.54)	(\$8,437.42)	(\$765.19)	(\$13,883.58)	(\$2,024.02)	(\$2,992.50)	(\$4,224.40)	(\$2,388.06)	\$2,012.52		(\$2,149,000.00)
Fees															(\$48,771.80)
Total															\$0.00
															\$ 4,345,978.19
Realtors Issues Mob. - O-GARP	UX52383	\$ 975,226.18													
Dividend and Interest Income (including accrued)			\$112.48	\$470.51	\$1,063.81	\$445.66	\$420.78	\$945.28	\$149.89	\$390.28	\$887.23	\$195.84	\$411.71		\$ 975,226.18
Deposits															\$0.00
Withdrawals															(\$112,422.05)
Change in Market Value			(\$64,586.88)	(\$50,909.01)	\$23,822.19	(\$88,026.91)	(\$10,792.99)	(\$51,777.40)	\$70,257.51	(\$38,271.92)	(\$84,810.25)	\$37,263.13	\$31,336.66		(\$205,906.06)
Fees			(\$1,029.37)			(\$792.73)			(\$456.51)			(\$631.48)			(\$2,910.10)
Total															\$ 656,130.59
Realtors Issues Mob. - Dividend Ruler	UX52365	\$ 585,445.05													
Dividend and Interest Income (including accrued)			\$708.25	\$396.68	\$1,795.45	\$420.36	\$577.25	\$2,380.48	\$807.54	\$908.27	\$2,532.53	\$966.92	\$657.78		\$ 585,445.05
Deposits															\$0.00
Withdrawals															(\$147,435.00)
Change in Market Value			(\$23,638.66)	(\$12,104.62)	\$14,185.57	(\$35,360.12)	\$10,031.55	(\$45,303.81)	\$36,182.45	(\$21,862.21)	(\$53,928.36)	\$54,421.79	\$52,414.25		(\$24,962.17)
Fees			(\$610.80)			(\$538.98)			(\$717.19)			(\$616.08)			(\$2,483.05)
Total															\$ 716,186.34
Realtors Issues Mob. - Portfolio Management	UX42722	\$ 1,185,458.32													
Dividend and Interest Income (including accrued)			\$24.81	\$0.10	\$1,081.94	\$0.10	\$319.56	\$743.25	\$530.02	\$946.63	\$653.37	\$652.41	\$527.83		\$ 1,185,458.32
Deposits															\$5,460.02
Withdrawals															(\$15,000.00)
Change in Market Value			(\$82,027.76)	(\$37,777.10)	(\$17,010.65)	(\$87,858.23)	\$41,653.13	(\$43,549.38)	\$33,715.55	(\$33,120.36)	(\$55,753.27)	\$31,196.83	\$75,894.41		(\$375,222.03)
Fees			(\$1,169.22)			(\$824.98)	(\$40.54)	(\$110.12)	(\$1,307.82)	(\$215.70)	(\$23.24)	(\$1,228.07)	(\$82.03)		(\$2,483.05)
Total															\$ 645,657.81
Realtors Issues Mob. - BlackRock	UX50621	\$ 1,914,543.67													
Dividend and Interest Income (including accrued)			\$1762.58	\$2,134.94	\$3,865.88	\$3,685.74	\$4,545.68	\$4,503.19	\$4,629.58	\$6,025.05	\$5,653.48	\$4,132.41	\$9,573.43		\$ 1,914,543.67
Deposits															\$1,950,000.00
Withdrawals															\$0.00
Change in Market Value			(\$16,394.26)	(\$7,559.67)	(\$45,655.81)	(\$27,583.23)	\$15,955.87	(\$28,988.02)	\$16,249.13	(\$30,664.44)	(\$46,922.50)	(\$12,057.26)	\$23,337.74		(\$161,063.45)
Fees			(\$1,888.32)		(\$4,407.33)				(\$3,596.88)			(\$3,546.68)			(\$13,439.22)
Total															\$ 3,746,552.96
Realtors Issues Mob. - KAR	UX57886	\$ 223,675.40													
Dividend and Interest Income (including accrued)			\$64.57	\$17.35	\$214.31	\$87.35	\$98.66	\$459.64	\$469.19	\$134.47	\$523.31	\$172.77	\$199.78		\$ 223,675.40
Deposits															\$2,456.40
Withdrawals															\$335,244.08
Change in Market Value			(\$24,087.77)	(\$7,093.94)	\$1,572.23	(\$15,609.26)	(\$21,990.81)	(\$38,152.94)	\$46,343.79	(\$34,530.07)	(\$33,411.22)	\$39,733.29	\$33,817.76		(\$53,308.94)
Fees			(\$441.22)			(\$354.42)			(\$1,289.30)			(\$913.70)			(\$2,978.64)
Total															\$ 595,088.30
TOTAL															\$ 10,811,955.19
Year-to-Date Change in Value:															\$ (799,219.99)

*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 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													
Dividend and Interest Income (including accounts)			\$364.65	(\$8,197.15)	\$11,217.63	\$1,955.31	\$2,353.61	\$2,352.38	\$2,224.12	\$3,117.12	\$3,313.83	\$3,999.86	\$4,890.60		\$ 2,482,962.40
Deposits															\$28,301.96
Withdrawals			(\$1,800.00)	(\$600.00)	(\$2,766.55)	(\$1,628.00)	(\$136,201.66)		(\$11,495.66)	(\$1,373.94)	(\$5,008.46)	(\$10,119.08)	\$0.00		\$500,000.00
Change in Market Value			(\$2,099.11)	(\$2,129.81)	(\$9,626.92)	(\$4,593.77)	(\$8,208.09)	(\$8,262.61)	\$1,343.98	(\$931.00)	(\$6,263.12)	(\$2,726.22)	\$3,534.76		(\$170,994.35)
Fees															(\$33,961.91)
Total															\$0.00
															<u>\$ 2,808,308.10</u>
Capital Purchase - G-GARP	UX52388	\$ 253,846.53													
Dividend and Interest Income (including accounts)			\$28.71	\$117.89	\$275.26	\$37.30	\$120.78	\$290.94	\$47.24	\$121.69	\$282.86	\$62.73	\$129.56		\$ 253,846.53
Deposits															\$1,514.96
Withdrawals									(\$197.70)						\$7,964.00
Change in Market Value			(\$16,749.24)	(\$13,127.29)	\$6,220.34	(\$23,132.10)	(\$3,238.55)	(\$16,090.43)	\$22,258.52	(\$12,098.51)	(\$20,029.89)	\$11,627.94	\$10,049.81		(\$54,709.40)
Fees			(\$250.37)		(\$229.73)							(\$187.60)			(\$667.70)
Total															<u>\$ 207,740.89</u>
Capital Purchase - Dividend Ruler	UX52388	\$ 150,509.42													
Dividend and Interest Income (including accounts)			\$182.30	\$102.54	\$463.48	\$210.96	\$162.23	\$756.40	\$256.34	\$288.38	\$803.71	\$305.75	\$271.49		\$ 150,509.42
Deposits															\$3,803.58
Withdrawals															\$78,356.00
Change in Market Value			(\$5,984.21)	(\$3,091.16)	\$3,638.96	(\$9,101.21)	\$3,374.87	(\$14,406.42)	\$11,487.44	(\$6,942.32)	(\$17,115.16)	\$17,208.35	\$16,582.19		\$0.00
Fees			(\$148.45)		(\$145.46)				(\$248.35)			(\$195.29)			(\$4,338.87)
Total															<u>\$ 227,582.78</u>
Capital Purchase - Portfolio Management	UX42723	\$ 312,203.74													
Dividend and Interest Income (including accounts)			\$6.63	\$0.03	\$285.02	\$0.02	\$95.26	\$222.12	\$159.80	\$283.85	\$195.79	\$188.36	\$157.99		\$ 312,203.74
Deposits															\$1,595.87
Withdrawals															\$125,000.00
Change in Market Value			(\$24,001.05)	(\$9,979.23)	(\$4,224.51)	(\$23,146.54)	\$12,343.60	(\$13,120.74)	\$10,152.11	(\$8,920.88)	(\$16,725.77)	\$9,349.39	\$22,637.82		(\$196,505.05)
Fees			(\$307.33)		(\$244.28)			(\$33.97)	(\$392.98)	(\$84.69)	(\$6.99)	(\$368.71)	(\$24.56)		(\$46,575.80)
Total															<u>\$ 193,875.62</u>
Capital Purchase - BlackRock	UX17949	\$ 3,159,032.32													
Dividend and Interest Income (including accounts)			\$3,055.27	\$3,056.08	\$3,241.24	\$3,072.17	\$3,744.03	\$3,723.23	\$3,830.87	\$4,959.95	\$4,694.98	\$3,406.67	\$8,055.09		\$ 3,159,032.32
Deposits															\$0.00
Withdrawals															\$0.00
Change in Market Value			(\$26,663.59)	(\$14,499.64)	(\$40,080.51)	(\$23,789.62)	\$13,999.61	(\$25,822.36)	\$14,418.87	(\$27,145.99)	(\$41,290.87)	(\$10,468.93)	\$20,447.08		(\$160,875.95)
Fees			(\$3,115.76)		(\$3,037.16)			(\$3,081.05)				(\$3,036.14)			(\$12,270.12)
Total															<u>\$ 3,000,765.83</u>
Capital Purchase - KAR	UX57810	\$ 55,733.61													
Dividend and Interest Income (including accounts)			\$16.01	\$4.33	\$53.29	\$22.93	\$30.40	\$141.00	\$149.69	\$41.27	\$161.25	\$53.80	\$60.89		\$ 55,733.61
Deposits															\$734.86
Withdrawals															\$114,142.29
Change in Market Value			(\$5,987.41)	(\$1,748.32)	\$460.78	(\$3,904.89)	(\$7,148.15)	(\$11,754.80)	\$14,288.15	(\$10,654.25)	(\$10,310.75)	\$12,210.44	\$10,477.27		(\$14,072.03)
Fees			(\$109.94)		(\$56.59)			(\$416.56)				(\$268.42)			(\$891.50)
Total															<u>\$ 155,647.23</u>
TOTAL															<u>\$ 6,621,940.25</u>
Year-to-Date Change in Value:															<u>\$ 207,652.23</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.

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 #BDFIRST Checking	33-3020	\$ 65,439.45	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$ 65,439.45
Deposits															\$0.00
Withdrawals															\$0.00
Transfers															\$0.00
Total															\$ 65,439.45
Strategic Initiative - UBS OMA Dividend and Interest Income (including rollovers)	UX27692	\$ 1,333,020.55	\$184.02	(\$2,258.60)	\$3,710.22	\$669.49	\$791.65	\$858.45	\$955.09	\$1,240.47	\$1,742.73	\$1,800.65	\$2,584.37	\$800,000.00	\$ 1,833,020.55
Deposits															\$0.00
Withdrawals															\$0.00
Change in Market Value															(\$253,750.00)
Fees															(\$14,408.65)
Total															0.00
Strategic Initiative - Q-GARP Dividend and Interest Income (including rollovers)	UX52969	\$ 183,169.32	\$21.44	\$87.63	\$202.43	\$27.65	\$80.87	\$184.39	\$28.94	\$76.52	\$178.14	\$37.71	\$81.93	\$1,007.65	\$ 183,169.32
Deposits															0.00
Withdrawals															0.00
Change in Market Value															(\$38,614.22)
Fees															(\$559.40)
Total															15,000.00
Strategic Initiative - Dividend Ruler Dividend and Interest Income (including rollovers)	UX62370	\$ 147,151.93	\$176.90	\$98.80	\$453.75	\$205.97	\$122.30	\$472.17	\$158.05	\$178.10	\$406.35	\$190.44	\$167.79	\$2,733.54	\$ 147,151.93
Deposits															0.00
Withdrawals															0.00
Change in Market Value															(\$6,076.64)
Fees															(\$836.67)
Total															141,272.15
Strategic Initiative - Portfolio Management Dividend and Interest Income (including rollovers)	UX42724	\$ 221,236.95	\$4.88	\$0.03	\$232.73	\$0.03	\$65.79	\$146.95	\$103.94	\$188.74	\$129.40	\$124.99	\$194.63	\$3,750.00	\$ 221,236.95
Deposits															33,750.00
Withdrawals															57,027.32
Change in Market Value															(\$5,419.10)
Fees															(\$1,000.36)
Total															\$ 177,643.31
Strategic Initiative - BlackRock Dividend and Interest Income (including rollovers)	UX53105	\$ 1,047,871.64	\$1,112.63	\$1,101.15	\$1,298.92	\$1,191.27	\$1,477.09	\$1,462.48	\$1,502.89	\$1,824.14	\$1,824.14	\$1,347.87	\$3,082.14	\$235,000.00	\$ 1,047,871.64
Deposits															\$0.00
Withdrawals															(\$5,419.10)
Change in Market Value															(\$4,538.92)
Fees															0.00
Total															\$ 1,238,913.68
Strategic Initiative - KAR Dividend and Interest Income (including rollovers)	UX64476	\$ -													\$ -
Deposits															\$387.76
Withdrawals															(\$94,192.25)
Change in Market Value															\$0.00
Fees															(\$198.04)
Total															(\$445.00)
TOTAL		\$ 2,997,869.84													\$ 2,997,869.84
Year-to-Date Change in Value:		\$ 676,970.52													\$ 676,970.52

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													\$ 474.38
Deposits															\$0.00
Withdrawals			(\$50.00)	(\$49.99)	(\$49.99)	(\$49.99)	(\$50.00)	(\$224.41)							(\$249.97)
Transfers															(\$274.41)
Total															\$
AAR General Checking - MIDFIRST															
	xx-2997	\$ 345,418.25													\$ 345,418.25
Deposits			\$3,591,427.60	\$647,814.84	\$295,007.88	\$189,700.89	\$159,689.02	\$137,549.75	\$134,674.91	\$113,687.95	\$89,362.36	\$98,516.72	\$1,015,155.12		\$6,472,587.04
Withdrawals			(\$518,868.89)	(\$497,700.37)	(\$488,625.92)	(\$513,636.68)	(\$463,837.14)	(\$517,754.81)	(\$417,615.70)	(\$522,328.00)	(\$500,484.64)	(\$659,534.90)	(\$383,353.21)		(\$5,483,740.26)
Transfers			(\$2,000,000.00)	(\$1,000,000.00)	\$0.00	\$0.00	\$425,000.00	\$440,224.41	\$400,000.00	\$305,000.00	\$370,000.00	\$540,000.00			(\$519,775.59)
Total															\$ 814,489.44
AAR Main RMA															
	UX66381	\$ 7,226,939.30													\$ 7,226,939.30
Dividend and Interest Income (including account)			\$209.30	(\$9,447.46)	\$22,089.83	\$8,393.50	\$9,287.80	\$8,784.25	\$8,574.40	\$10,383.00	\$7,972.54	\$9,609.19	\$10,746.39		\$86,602.74
Transfers			\$2,000,000.00	\$1,000,000.00	\$0.00	(\$425,000.00)	(\$440,000.00)	(\$400,000.00)	(\$400,000.00)	(\$505,000.00)	(\$370,000.00)	(\$540,000.00)			\$50,000.00
Withdrawals															(\$2,600,000.00)
Change in Market Value			(\$747.04)	(\$2,151.17)	(\$17,629.08)	(\$11,707.99)	(\$2,103.46)	(\$14,528.14)	(\$3,195.15)	\$665.00	(\$3,130.18)	(\$1,023.49)	\$2,620.50		(\$52,930.20)
Total															\$ 5,180,611.84
AZ Homeownership Alliance															
	UX45239	\$ 100,469.98													\$ 100,469.98
Dividend and Interest Income (including account)			\$1.70	\$1.71	\$1.54	\$1.70	\$1.59	\$1.76	\$1.70	\$55.57	\$123.36	\$22.94	\$436.09		\$649.66
Transfers															\$300,000.00
Withdrawals															\$0.00
Change in Market Value															\$0.00
Fees															\$0.00
Total															\$ 401,119.64
RAPAC - RMA															
	UX68862	\$ 1,561,729.69													\$ 1,561,729.69
Dividend and Interest Income (including account)			\$100.30	(\$9,699.76)	\$12,387.79	\$1,776.81	\$1,983.97	\$1,919.38	\$1,913.49	\$2,372.91	\$2,973.87	\$2,964.83	\$3,739.04		\$22,432.63
Deposits															\$0.00
Transfers							\$350,000.00								\$350,000.00
Withdrawals															\$0.00
Change in Market Value			(\$480.24)	(\$513.90)	(\$6,201.55)	(\$3,328.86)	(\$601.15)	(\$5,595.09)	(\$389.96)	(\$1,064.00)	(\$2,328.69)	(\$1,180.39)	\$1,376.20		(\$20,307.63)
Total															\$ 1,913,854.69
TOTAL															\$ 9,235,031.60

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

	<u>Jan - Nov 22</u>
Ordinary Income/Expense	
Income	
410 · Interest Income	224,733.62
415 · Rental Income	77,323.57
417 · Gain on Investments	-1,308,082.59
430 · Dues Income	10,037,982.70
433 · Forms Licensing	77,000.00
435 · Law Book	1,499.22
440 · Other Program Income	821.23
440.10 · Ethics Citation Fee	1,000.00
440.3 · Arbitration Deposits Retained	3,500.00
440.4 · Appeal Fees Retained	500.00
440.5 · Ethics Admin Fees	4,200.00
440.6 · Retained Fine	3,450.00
440.9 · Sponsorship Income	10,500.00
460 · Broker University	3,870.00
461 · Education Development	3,534.51
462 · Education Outreach	46,427.00
463 · Instructor Development	1,999.00
464 · Leadership Training	22,815.00
465 · Professionalism Program	1,598.00
466 · Member Communications	0.00
467 · REALTOR Institute	29,236.00
468 · rCRMS	21,618.17
469 · Spring Convention	59,138.00
471 · Industry Partners	20,682.00
472 · CRPM	22,435.00
491 · IM Contributions	34,190.50
497 · Misc Income	1,277.02
Total Income	<u>9,403,247.95</u>
Gross Profit	9,403,247.95
Expense	
500 · Salaries/Benefits	2,690,914.09
540 · Staff Development	5,319.93
605 · Awards/Gifts	20,069.99
612 · Issues Mobilization Expenses	199,000.00
620 · Building Expense	244,978.20
629 · Operating Reserve Contributions	348,075.69
630 · Catering/Hotel	466,944.34
631 · Computer Service and Expense	15,101.11
632 · Copying	1,258.34
633 · Furniture/Equipment Expense	342.93
639 · Dues & Commitments.	87,758.40
640 · Equipment Maintenance/Rental	37,587.72

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

	<u>Jan - Nov 22</u>
660 · Management Fees	2,910.10
690 · Credit Card & EFT Fees/Misc.	186,541.57
693 · Investment Banking Fees	72,711.17
770 · Supplies	23,720.25
780 · Postage	26,742.35
781 · Printing	2,662.82
786 · Promotion	69,030.33
787 · Speaker Fees	189,347.00
788 · Staff Expense	190.05
790 · Subscriptions and Reference	24,182.42
810 · Contract Fees	1,424,281.40
850 · Telephone	30,240.51
860 · Conferences	58,646.96
867 · Travel	139,299.23
Total Expense	<u>6,367,856.90</u>
Net Ordinary Income	<u>3,035,391.05</u>
Net Income	<u><u>3,035,391.05</u></u>

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

	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	75,054.84	3,365.00	71,689.84	2,230.5%
415 · Rental Income	77,323.57	29,341.62	47,981.95	263.5%
417 · Gain on Investments	-41,382.30			
430 · Dues Income	10,037,982.70	9,296,300.00	741,682.70	108.0%
433 · Forms Licensing	77,000.00	77,000.00	0.00	100.0%
435 · Law Book	1,499.22	300.00	1,199.22	499.7%
440 · Other Program Income	821.23	1,000.00	-178.77	82.1%
440.10 · Ethics Citation Fee	1,000.00	500.00	500.00	200.0%
440.3 · Arbitration Deposits Retained	3,500.00	3,000.00	500.00	116.7%
440.4 · Appeal Fees Retained	500.00	1,000.00	-500.00	50.0%
440.5 · Ethics Admin Fees	4,200.00	9,300.00	-5,100.00	45.2%
440.6 · Retained Fine	3,450.00	13,000.00	-9,550.00	26.5%
440.9 · Sponsorship Income	10,500.00	2,200.00	8,300.00	477.3%
460 · Broker University	3,870.00	3,540.00	330.00	109.3%
461 · Education Development	3,534.51	2,780.00	754.51	127.1%
462 · Education Outreach	46,427.00	42,150.00	4,277.00	110.1%
463 · Instructor Development	1,999.00	2,165.00	-166.00	92.3%
464 · Leadership Training	22,815.00	21,320.00	1,495.00	107.0%
465 · Professionalism Program	1,598.00	7,080.00	-5,482.00	22.6%
466 · Member Communications	0.00	2,000.00	-2,000.00	0.0%
467 · REALTOR Institute	29,236.00	37,310.00	-8,074.00	78.4%
468 · rCRMS	21,618.17	30,730.00	-9,111.83	70.3%
469 · Spring Convention	59,138.00	86,125.00	-26,987.00	68.7%
471 · Industry Partners	20,682.00	46,375.00	-25,693.00	44.6%
472 · CRPM	22,435.00	28,545.00	-6,110.00	78.6%
497 · Misc Income	1,277.02	920.00	357.02	138.8%
Total Income	10,486,078.96	9,747,346.62	738,732.34	107.6%
Gross Profit	10,486,078.96	9,747,346.62	738,732.34	107.6%
Expense				
500 · Salaries/Benefits	2,690,914.09	2,934,000.00	-243,085.91	91.7%
540 · Staff Development	5,319.93	12,000.00	-6,680.07	44.3%
605 · Awards/Gifts	20,069.99	41,395.00	-21,325.01	48.5%
620 · Building Expense	244,978.20	291,024.82	-46,046.62	84.2%
630 · Catering/Hotel	466,944.34	567,577.75	-100,633.41	82.3%
631 · Computer Service and Expense	10,692.03	15,425.00	-4,732.97	69.3%
632 · Copying	1,258.34	6,220.00	-4,961.66	20.2%
639 · Dues & Commitments.	87,758.40	100,166.00	-12,407.60	87.6%
640 · Equipment Maintenance/Rental	37,587.72	43,101.50	-5,513.78	87.2%
690 · Credit Card & EFT Fees/Misc.	186,541.57	246,500.00	-59,958.43	75.7%
770 · Supplies	23,720.25	44,782.52	-21,062.27	53.0%
780 · Postage	26,742.35	46,392.25	-19,649.90	57.6%
781 · Printing	2,662.82	36,993.00	-34,330.18	7.2%
786 · Promotion	69,030.33	132,018.50	-62,988.17	52.3%
787 · Speaker Fees	189,347.00	256,375.00	-67,028.00	73.9%
788 · Staff Expense	190.05	2,500.00	-2,309.95	7.6%
790 · Subscriptions and Reference	24,182.42	25,288.48	-1,106.06	95.6%
810 · Contract Fees	1,424,281.40	1,762,621.35	-338,339.95	80.8%
850 · Telephone	30,240.51	38,283.69	-8,043.18	79.0%
860 · Conferences	58,646.96	91,804.00	-33,157.04	63.9%
867 · Travel	139,299.23	253,922.20	-114,622.97	54.9%
Total Expense	5,740,407.93	6,948,391.06	-1,207,983.13	82.6%
Net Ordinary Income	4,745,671.03	2,798,955.56	1,946,715.47	169.6%
Net Income	4,745,671.03	2,798,955.56	1,946,715.47	169.6%

9:00 AM

Arizona Association of REALTORS®

Profit & Loss Budget vs. Actual

January through November 2022

12/20/22

Accrual Basis

	Total 1500 Legislative & Pol. Affairs			
	Jan - Nov 22	Budget	\$ Over Bud...	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	9,987.71	29,370.00	-19,382.29	34.0%
620 · Building Expense	11,342.66	23,888.94	-12,546.28	47.5%
630 · Catering/Hotel	160,781.32	142,776.75	18,004.57	112.6%
631 · Computer Service and Expense	1,732.69	1,650.00	82.69	105.0%
632 · Copying	5.56	670.00	-664.44	0.8%
639 · Dues & Commitments.	25,865.00	36,850.00	-10,985.00	70.2%
640 · Equipment Maintenance/Rental	2,726.48	4,530.00	-1,803.52	60.2%
770 · Supplies	4,631.18	12,666.74	-8,035.56	36.6%
780 · Postage	1,471.60	2,773.50	-1,301.90	53.1%
781 · Printing	207.33	4,700.00	-4,492.67	4.4%
786 · Promotion	37,185.15	63,058.50	-25,873.35	59.0%
787 · Speaker Fees	0.00	10,000.00	-10,000.00	0.0%
788 · Staff Expense	0.00	2,000.00	-2,000.00	0.0%
790 · Subscriptions and Reference	13,843.91	12,380.98	1,462.93	111.8%
810 · Contract Fees	178,874.61	214,017.37	-35,142.76	83.6%
850 · Telephone	4,087.44	6,553.80	-2,466.36	62.4%
860 · Conferences	14,993.26	20,313.00	-5,319.74	73.8%
867 · Travel	15,397.46	57,558.45	-42,160.99	26.8%
Total Expense	483,133.36	645,758.03	-162,624.67	74.8%
Net Ordinary Income	-483,133.36	-645,758.03	162,624.67	74.8%
Net Income	-483,133.36	-645,758.03	162,624.67	74.8%

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 12/20/22
 Accrual Basis

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

	1501 Government Area Support (1500 Legislative & Pol. Affairs)			
	Jan - Nov 22	Budget	\$ Over Bud...	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	11,342.66	23,888.94	-12,546.28	47.5%
630 · Catering/Hotel	2,155.30	5,626.75	-3,471.45	38.3%
631 · Computer Service and Expense	1,732.69	1,650.00	82.69	105.0%
632 · Copying	5.56	670.00	-664.44	0.8%
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	2,726.48	4,530.00	-1,803.52	60.2%
770 · Supplies	1,619.71	2,916.74	-1,297.03	55.5%
780 · Postage	693.23	973.50	-280.27	71.2%
781 · Printing	207.33	2,200.00	-1,992.67	9.4%
786 · Promotion	14.90			
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00	0.00	0.00	0.0%
810 · Contract Fees	1,259.59	1,750.70	-491.11	71.9%
850 · Telephone	4,087.44	6,553.80	-2,466.36	62.4%
860 · Conferences	223.65	468.00	-244.35	47.8%
867 · Travel	5,682.08	12,808.45	-7,126.37	44.4%
Total Expense	31,750.62	64,036.88	-32,286.26	49.6%
Net Ordinary Income	-31,750.62	-64,036.88	32,286.26	49.6%
Net Income	-31,750.62	-64,036.88	32,286.26	49.6%

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 Accrual Basis

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

	1510 Legislative Advocacy (1500 Legislative & Pol. Affairs)			
	Jan - Nov 22	Budget	\$ Over Bud...	% 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.	15,865.00	26,600.00	-10,735.00	59.6%
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	5,707.73	12,558.50	-6,850.77	45.4%
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	13,843.91	12,380.98	1,462.93	111.8%
810 · Contract Fees	110,005.00	119,166.67	-9,161.67	92.3%
850 · Telephone	0.00			
860 · Conferences	8,907.77	13,445.00	-4,537.23	66.3%
867 · Travel	112.00			
Total Expense	154,441.41	184,151.15	-29,709.74	83.9%
Net Ordinary Income	-154,441.41	-184,151.15	29,709.74	83.9%
Net Income	-154,441.41	-184,151.15	29,709.74	83.9%

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Accrual Basis

Arizona Association of REALTORS®

Profit & Loss Budget vs. Actual

January through November 2022

	1545 Local Lobbying Support (1500 Legislative & Pol. Affairs)			
	Jan - Nov 22	Budget	\$ Over Bud...	% 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			
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	2,750.00	-2,750.00	0.0%
Total Expense	0.00	2,750.00	-2,750.00	0.0%
Net Ordinary Income	0.00	-2,750.00	2,750.00	0.0%
Net Income	0.00	-2,750.00	2,750.00	0.0%

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12/20/22

Accrual Basis

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

	1550 Legislative Policy Dev. (1500 Legislative & Pol. Affairs)			
	Jan - Nov 22	Budget	\$ Over Bud...	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	134,024.62	106,150.00	27,874.62	126.3%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	3,011.47	8,150.00	-5,138.53	37.0%
780 · Postage	30.05			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00	10,000.00	-10,000.00	0.0%
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	38,525.02	47,750.00	-9,224.98	80.7%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	1,225.00	9,000.00	-7,775.00	13.6%
Total Expense	176,816.16	181,050.00	-4,233.84	97.7%
Net Ordinary Income	-176,816.16	-181,050.00	4,233.84	97.7%
Net Income	-176,816.16	-181,050.00	4,233.84	97.7%

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 12/20/22
 Accrual Basis

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

	1560 Fundraising Support (1500 Legislative & Pol. Affairs)			
	Jan - Nov 22	Budget	\$ Over Bud...	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	9,987.71	29,370.00	-19,382.29	34.0%
620 · Building Expense	0.00			
630 · Catering/Hotel	1,120.40	1,000.00	120.40	112.0%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	10,000.00	10,250.00	-250.00	97.6%
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00	1,600.00	-1,600.00	0.0%
780 · Postage	748.32	1,800.00	-1,051.68	41.6%
781 · Printing	0.00			
786 · Promotion	9,714.14	12,000.00	-2,285.86	81.0%
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	25,850.00	29,100.00	-3,250.00	88.8%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	57,420.57	85,120.00	-27,699.43	67.5%
Net Ordinary Income	-57,420.57	-85,120.00	27,699.43	67.5%
Net Income	-57,420.57	-85,120.00	27,699.43	67.5%

9:00 AM
 12/20/22
 Accrual Basis

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

	1575 Federal Liaison Support (1500 Legislative & Pol. Affairs)			
	Jan - Nov 22	Budget	\$ Over Bud...	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	23,481.00	30,000.00	-6,519.00	78.3%
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	16,500.00	-16,500.00	0.0%
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	5,861.84	6,400.00	-538.16	91.6%
867 · Travel	8,378.38	33,000.00	-24,621.62	25.4%
Total Expense	37,721.22	85,900.00	-48,178.78	43.9%
Net Ordinary Income	-37,721.22	-85,900.00	48,178.78	43.9%
Net Income	-37,721.22	-85,900.00	48,178.78	43.9%

9:00 AM
 12/20/22
 Accrual Basis

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

	1580 - Election Year Activities (1500 Legislative & Pol. Affairs)			
	Jan - Nov 22	Budget	\$ Over Bud...	% 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			
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00	2,000.00	-2,000.00	0.0%
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	0.00	2,000.00	-2,000.00	0.0%
Net Ordinary Income	0.00	-2,000.00	2,000.00	0.0%
Net Income	0.00	-2,000.00	2,000.00	0.0%

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

	1585 Governmental Communication (1500 Legislative & Pol. Affairs)			
	Jan - Nov 22	Budget	\$ Over Bud...	% 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	2,500.00	-2,500.00	0.0%
786 · Promotion	21,748.38	22,000.00	-251.62	98.9%
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
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	21,748.38	25,750.00	-4,001.62	84.5%
Net Ordinary Income	-21,748.38	-25,750.00	4,001.62	84.5%
Net Income	-21,748.38	-25,750.00	4,001.62	84.5%

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Arizona Association of REALTORS®

Profit & Loss Budget vs. Actual

January through November 2022

	1596 Political Research (1500 Legislative & Pol. Affairs)			
	Jan - Nov 22	Budget	\$ Over Bud...	% 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			
787 · Speaker Fees	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	3,235.00	15,000.00	-11,765.00	21.6%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>3,235.00</u>	<u>15,000.00</u>	<u>-11,765.00</u>	<u>21.6%</u>
Net Ordinary Income	<u>-3,235.00</u>	<u>-15,000.00</u>	<u>11,765.00</u>	<u>21.6%</u>
Net Income	<u><u>-3,235.00</u></u>	<u><u>-15,000.00</u></u>	<u><u>11,765.00</u></u>	<u><u>21.6%</u></u>

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

	Total 1600 Risk Management			
	Jan - Nov 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	1,000.00	500.00	500.00	200.0%
440.3 · Arbitration Deposits Retained	3,500.00	3,000.00	500.00	116.7%
440.4 · Appeal Fees Retained	500.00	1,000.00	-500.00	50.0%
440.5 · Ethics Admin Fees	4,200.00	9,300.00	-5,100.00	45.2%
440.6 · Retained Fine	3,450.00	13,000.00	-9,550.00	26.5%
Total Income	<u>13,471.23</u>	<u>27,800.00</u>	<u>-14,328.77</u>	<u>48.5%</u>
Gross Profit	13,471.23	27,800.00	-14,328.77	48.5%
Expense				
605 · Awards/Gifts	191.16	400.00	-208.84	47.8%
620 · Building Expense	16,312.74	20,427.70	-4,114.96	79.9%
630 · Catering/Hotel	16,758.22	20,260.00	-3,501.78	82.7%
631 · Computer Service and Expense	2,673.78	2,500.00	173.78	107.0%
632 · Copying	10.75	1,250.00	-1,239.25	0.9%
640 · Equipment Maintenance/Rental	5,175.24	6,647.50	-1,472.26	77.9%
770 · Supplies	1,940.35	3,550.00	-1,609.65	54.7%
780 · Postage	760.93	2,874.00	-2,113.07	26.5%
781 · Printing	78.04	1,200.00	-1,121.96	6.5%
786 · Promotion	3,729.35	4,500.00	-770.65	82.9%
787 · Speaker Fees	4,000.00	4,000.00	0.00	100.0%
790 · Subscriptions and Reference	8,865.41	10,960.00	-2,094.59	80.9%
810 · Contract Fees	195,214.28	229,604.50	-34,390.22	85.0%
850 · Telephone	5,356.34	6,875.00	-1,518.66	77.9%
860 · Conferences	6,884.96	15,279.00	-8,394.04	45.1%
867 · Travel	4,654.44	8,105.75	-3,451.31	57.4%
Total Expense	<u>272,605.99</u>	<u>338,433.45</u>	<u>-65,827.46</u>	<u>80.5%</u>
Net Ordinary Income	<u>-259,134.76</u>	<u>-310,633.45</u>	<u>51,498.69</u>	<u>83.4%</u>
Net Income	<u>-259,134.76</u>	<u>-310,633.45</u>	<u>51,498.69</u>	<u>83.4%</u>

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

	1601 Risk Management Support (1600 Risk Management)			
	Jan - Nov 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			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	191.16	200.00	-8.84	95.6%
620 · Building Expense	16,312.74	20,427.70	-4,114.96	79.9%
630 · Catering/Hotel	1,793.58	2,400.00	-606.42	74.7%
631 · Computer Service and Expense	2,673.78	2,500.00	173.78	107.0%
632 · Copying	10.75	1,000.00	-989.25	1.1%
640 · Equipment Maintenance/Rental	5,175.24	6,647.50	-1,472.26	77.9%
770 · Supplies	1,855.65	2,550.00	-694.35	72.8%
780 · Postage	494.61	1,624.00	-1,129.39	30.5%
781 · Printing	78.04	1,000.00	-921.96	7.8%
786 · Promotion	115.22	500.00	-384.78	23.0%
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	1,401.11	3,212.00	-1,810.89	43.6%
850 · Telephone	5,356.34	6,875.00	-1,518.66	77.9%
860 · Conferences	6,884.96	15,279.00	-8,394.04	45.1%
867 · Travel	2,654.44	3,000.00	-345.56	88.5%
Total Expense	<u>44,997.62</u>	<u>67,215.20</u>	<u>-22,217.58</u>	<u>66.9%</u>
Net Ordinary Income	<u>-44,997.62</u>	<u>-67,215.20</u>	<u>22,217.58</u>	<u>66.9%</u>
Net Income	<u><u>-44,997.62</u></u>	<u><u>-67,215.20</u></u>	<u><u>22,217.58</u></u>	<u><u>66.9%</u></u>

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

	1602 Legal Support (1600 Risk Management)			
	Jan - Nov 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			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
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	5,792.42	7,725.00	-1,932.58	75.0%
810 · Contract Fees	0.00	20,000.00	-20,000.00	0.0%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	2,000.00	2,000.00	0.00	100.0%
Total Expense	<u>7,792.42</u>	<u>29,725.00</u>	<u>-21,932.58</u>	<u>26.2%</u>
Net Ordinary Income	<u>-7,792.42</u>	<u>-29,725.00</u>	<u>21,932.58</u>	<u>26.2%</u>
Net Income	<u><u>-7,792.42</u></u>	<u><u>-29,725.00</u></u>	<u><u>21,932.58</u></u>	<u><u>26.2%</u></u>

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

	1605 PS Enforcement (1600 Risk Management)			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	1,000.00	500.00	500.00	200.0%
440.3 · Arbitration Deposits Retained	3,500.00	3,000.00	500.00	116.7%
440.4 · Appeal Fees Retained	500.00	1,000.00	-500.00	50.0%
440.5 · Ethics Admin Fees	4,200.00	9,300.00	-5,100.00	45.2%
440.6 · Retained Fine	3,450.00	13,000.00	-9,550.00	26.5%
Total Income	<u>12,650.00</u>	<u>26,800.00</u>	<u>-14,150.00</u>	<u>47.2%</u>
Gross Profit	12,650.00	26,800.00	-14,150.00	47.2%
Expense				
605 · Awards/Gifts	0.00	200.00	-200.00	0.0%
620 · Building Expense	0.00			
630 · Catering/Hotel	738.26	1,320.00	-581.74	55.9%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	84.70	500.00	-415.30	16.9%
780 · Postage	266.32	1,000.00	-733.68	26.6%
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	6,154.54	11,258.50	-5,103.96	54.7%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	2,955.75	-2,955.75	0.0%
Total Expense	<u>10,316.81</u>	<u>20,119.25</u>	<u>-9,802.44</u>	<u>51.3%</u>
Net Ordinary Income	<u>2,333.19</u>	<u>6,680.75</u>	<u>-4,347.56</u>	<u>34.9%</u>
Net Income	<u><u>2,333.19</u></u>	<u><u>6,680.75</u></u>	<u><u>-4,347.56</u></u>	<u><u>34.9%</u></u>

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

	1610 PS Training (1600 Risk Management)			
	Jan - Nov 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			
440.4 · Appeal Fees 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				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	13,313.59	14,870.00	-1,556.41	89.5%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
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			
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	1,500.00	-1,500.00	0.0%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>16,313.59</u>	<u>20,220.00</u>	<u>-3,906.41</u>	<u>80.7%</u>
Net Ordinary Income	<u>-15,492.36</u>	<u>-19,220.00</u>	<u>3,727.64</u>	<u>80.6%</u>
Net Income	<u><u>-15,492.36</u></u>	<u><u>-19,220.00</u></u>	<u><u>3,727.64</u></u>	<u><u>80.6%</u></u>

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

	1615 Alt. Dispute Resolution (1600 Risk Management)			
	Jan - Nov 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			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	912.79	1,250.00	-337.21	73.0%
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	1,000.00	1,000.00	0.00	100.0%
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	1,669.78	1,800.00	-130.22	92.8%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	150.00	-150.00	0.0%
Total Expense	3,582.57	4,200.00	-617.43	85.3%
Net Ordinary Income	-3,582.57	-4,200.00	617.43	85.3%
Net Income	-3,582.57	-4,200.00	617.43	85.3%

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

	1625 Risk Management Publicatns (1600 Risk Management)			
	Jan - Nov 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			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
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	3,614.13	4,000.00	-385.87	90.4%
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	72.58	0.00	72.58	100.0%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>3,686.71</u>	<u>4,000.00</u>	<u>-313.29</u>	<u>92.2%</u>
Net Ordinary Income	<u>-3,686.71</u>	<u>-4,000.00</u>	<u>313.29</u>	<u>92.2%</u>
Net Income	<u><u>-3,686.71</u></u>	<u><u>-4,000.00</u></u>	<u><u>313.29</u></u>	<u><u>92.2%</u></u>

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

	Total 1650 Forms Development and Sale (1600 Risk Management)			
	Jan - Nov 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			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	420.00	-420.00	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	581.61	3,000.00	-2,418.39	19.4%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>581.61</u>	<u>3,420.00</u>	<u>-2,838.39</u>	<u>17.0%</u>
Net Ordinary Income	<u>-581.61</u>	<u>-3,420.00</u>	<u>2,838.39</u>	<u>17.0%</u>
Net Income	<u><u>-581.61</u></u>	<u><u>-3,420.00</u></u>	<u><u>2,838.39</u></u>	<u><u>17.0%</u></u>

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

	1665 Legal Hotline (1600 Risk Management)			
	Jan - Nov 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			
440.4 · Appeal Fees Retained	0.00			
440.5 · Ethics Admin Fees	0.00			
440.6 · Retained Fine	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00	250.00	-250.00	0.0%
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00	250.00	-250.00	0.0%
781 · Printing	0.00	200.00	-200.00	0.0%
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	185,334.66	188,834.00	-3,499.34	98.1%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>185,334.66</u>	<u>189,534.00</u>	<u>-4,199.34</u>	<u>97.8%</u>
Net Ordinary Income	<u>-185,334.66</u>	<u>-189,534.00</u>	<u>4,199.34</u>	<u>97.8%</u>
Net Income	<u><u>-185,334.66</u></u>	<u><u>-189,534.00</u></u>	<u><u>4,199.34</u></u>	<u><u>97.8%</u></u>

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

	Total 1700 Business Services & Tech.			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	77,000.00	77,000.00	0.00	100.0%
440.9 · Sponsorship Income	10,500.00			
466 · Member Communications	0.00	2,000.00	-2,000.00	0.0%
Total Income	87,500.00	79,000.00	8,500.00	110.8%
Gross Profit	87,500.00	79,000.00	8,500.00	110.8%
Expense				
540 · Staff Development	1,319.92	5,500.00	-4,180.08	24.0%
620 · Building Expense	19,059.68	30,050.00	-10,990.32	63.4%
630 · Catering/Hotel	14,296.58	10,300.00	3,996.58	138.8%
631 · Computer Service and Expense	1,501.17	4,775.00	-3,273.83	31.4%
632 · Copying	800.76	1,000.00	-199.24	80.1%
639 · Dues & Commitments.	449.00	750.00	-301.00	59.9%
640 · Equipment Maintenance/Rental	740.92	320.00	420.92	231.5%
770 · Supplies	4,418.69	7,534.00	-3,115.31	58.6%
780 · Postage	424.52	990.00	-565.48	42.9%
781 · Printing	394.33	18,520.00	-18,125.67	2.1%
786 · Promotion	2,860.46	6,650.00	-3,789.54	43.0%
787 · Speaker Fees	5,879.40	10,000.00	-4,120.60	58.8%
790 · Subscriptions and Reference	1,473.10	1,947.50	-474.40	75.6%
810 · Contract Fees	744,934.44	819,836.23	-74,901.79	90.9%
850 · Telephone	7,143.50	9,700.00	-2,556.50	73.6%
860 · Conferences	6,656.65	13,490.00	-6,833.35	49.3%
867 · Travel	2,477.18	12,006.00	-9,528.82	20.6%
Total Expense	814,830.30	953,368.73	-138,538.43	85.5%
Net Ordinary Income	-727,330.30	-874,368.73	147,038.43	83.2%
Net Income	-727,330.30	-874,368.73	147,038.43	83.2%

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

	1701 Bus Services & Tech Suppt (1700 Business Services & Tech.)			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
440.9 · Sponsorship Income	0.00			
466 · Member Communications	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
540 · Staff Development	635.80	3,000.00	-2,364.20	21.2%
620 · Building Expense	19,059.68	30,050.00	-10,990.32	63.4%
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	1.34			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	740.92	320.00	420.92	231.5%
770 · Supplies	2,035.31	2,804.00	-768.69	72.6%
780 · Postage	424.52	990.00	-565.48	42.9%
781 · Printing	198.68	3,520.00	-3,321.32	5.6%
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00	687.50	-687.50	0.0%
810 · Contract Fees	1,684.79	3,828.00	-2,143.21	44.0%
850 · Telephone	7,143.50	9,700.00	-2,556.50	73.6%
860 · Conferences	6,292.33	9,659.00	-3,366.67	65.1%
867 · Travel	0.00	109.00	-109.00	0.0%
Total Expense	<u>38,216.87</u>	<u>64,667.50</u>	<u>-26,450.63</u>	<u>59.1%</u>
Net Ordinary Income	<u>-38,216.87</u>	<u>-64,667.50</u>	<u>26,450.63</u>	<u>59.1%</u>
Net Income	<u><u>-38,216.87</u></u>	<u><u>-64,667.50</u></u>	<u><u>26,450.63</u></u>	<u><u>59.1%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
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	1710 Software Development (1700 Business Services & Tech.)			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
440.9 · Sponsorship Income	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	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	-70.50	350.00	-420.50	-20.1%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>-70.50</u>	<u>350.00</u>	<u>-420.50</u>	<u>-20.1%</u>
Net Ordinary Income	<u>70.50</u>	<u>-350.00</u>	<u>420.50</u>	<u>-20.1%</u>
Net Income	<u><u>70.50</u></u>	<u><u>-350.00</u></u>	<u><u>420.50</u></u>	<u><u>-20.1%</u></u>

Profit & Loss Budget vs. Actual

January through November 2022

Accrual Basis

	1730 IT Resource/Security Mgmt. (1700 Business Services & Tech.)			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
440.9 · Sponsorship Income	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	1,480.66	4,400.00	-2,919.34	33.7%
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	100,094.77	145,673.23	-45,578.46	68.7%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>101,575.43</u>	<u>150,073.23</u>	<u>-48,497.80</u>	<u>67.7%</u>
Net Ordinary Income	<u>-101,575.43</u>	<u>-150,073.23</u>	<u>48,497.80</u>	<u>67.7%</u>
Net Income	<u><u>-101,575.43</u></u>	<u><u>-150,073.23</u></u>	<u><u>48,497.80</u></u>	<u><u>67.7%</u></u>

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**Arizona Association of REALTORS®
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	1770 Business Services Dept. (1700 Business Services & Tech.)			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	77,000.00	77,000.00	0.00	100.0%
440.9 · Sponsorship Income	0.00			
466 · Member Communications	0.00			
Total Income	<u>77,000.00</u>	<u>77,000.00</u>	<u>0.00</u>	<u>100.0%</u>
Gross Profit	<u>77,000.00</u>	<u>77,000.00</u>	<u>0.00</u>	<u>100.0%</u>
Expense				
540 · Staff Development	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	300.00	-300.00	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	22.14			
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	618,653.67	599,000.00	19,653.67	103.3%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	363.34	7,447.00	-7,083.66	4.9%
Total Expense	<u>619,039.15</u>	<u>606,747.00</u>	<u>12,292.15</u>	<u>102.0%</u>
Net Ordinary Income	<u>-542,039.15</u>	<u>-529,747.00</u>	<u>-12,292.15</u>	<u>102.3%</u>
Net Income	<u><u>-542,039.15</u></u>	<u><u>-529,747.00</u></u>	<u><u>-12,292.15</u></u>	<u><u>102.3%</u></u>

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

	1780 Communications (1700 Business Services & Tech.)			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
440.9 · Sponsorship Income	0.00			
466 · Member Communications	0.00	2,000.00	-2,000.00	0.0%
Total Income	0.00	2,000.00	-2,000.00	0.0%
Gross Profit	0.00	2,000.00	-2,000.00	0.0%
Expense				
540 · Staff Development	469.15	2,000.00	-1,530.85	23.5%
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	20.51	375.00	-354.49	5.5%
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	679.30	3,730.00	-3,050.70	18.2%
780 · Postage	0.00			
781 · Printing	195.65	15,000.00	-14,804.35	1.3%
786 · Promotion	271.49	2,400.00	-2,128.51	11.3%
787 · Speaker Fees	0.00			
790 · Subscriptions and Reference	1,473.10	1,260.00	213.10	116.9%
810 · Contract Fees	24,571.71	70,985.00	-46,413.29	34.6%
850 · Telephone	0.00			
860 · Conferences	364.32	3,831.00	-3,466.68	9.5%
867 · Travel	0.00	1,950.00	-1,950.00	0.0%
Total Expense	28,045.23	101,531.00	-73,485.77	27.6%
Net Ordinary Income	-28,045.23	-99,531.00	71,485.77	28.2%
Net Income	-28,045.23	-99,531.00	71,485.77	28.2%

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

	1781 Diversity Committee (1700 Business Services & Tech.)			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
440.9 · Sponsorship Income	10,500.00			
466 · Member Communications	0.00			
Total Income	<u>10,500.00</u>			
Gross Profit	10,500.00			
Expense				
540 · Staff Development	214.97	500.00	-285.03	43.0%
620 · Building Expense	0.00			
630 · Catering/Hotel	14,296.58	10,000.00	4,296.58	143.0%
631 · Computer Service and Expense	0.00			
632 · Copying	799.42	1,000.00	-200.58	79.9%
639 · Dues & Commitments.	449.00	750.00	-301.00	59.9%
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	1,704.08	1,000.00	704.08	170.4%
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	2,566.83	4,250.00	-1,683.17	60.4%
787 · Speaker Fees	5,879.40	10,000.00	-4,120.60	58.8%
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	2,113.84	2,500.00	-386.16	84.6%
Total Expense	<u>28,024.12</u>	<u>30,000.00</u>	<u>-1,975.88</u>	<u>93.4%</u>
Net Ordinary Income	<u>-17,524.12</u>	<u>-30,000.00</u>	<u>12,475.88</u>	<u>58.4%</u>
Net Income	<u><u>-17,524.12</u></u>	<u><u>-30,000.00</u></u>	<u><u>12,475.88</u></u>	<u><u>58.4%</u></u>

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

	Total 1800 Professional & Bus. Develop			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 · Sponsorship Income	0.00	2,200.00	-2,200.00	0.0%
460 · Broker University	3,870.00	3,540.00	330.00	109.3%
461 · Education Development	3,534.51	2,780.00	754.51	127.1%
462 · Education Outreach	46,427.00	42,150.00	4,277.00	110.1%
463 · Instructor Development	1,999.00	2,165.00	-166.00	92.3%
464 · Leadership Training	22,815.00	21,320.00	1,495.00	107.0%
465 · Professionalism Program	1,598.00	7,080.00	-5,482.00	22.6%
467 · REALTOR Institute	29,236.00	37,310.00	-8,074.00	78.4%
468 · rCRMS	21,618.17	30,730.00	-9,111.83	70.3%
469 · Spring Convention	59,138.00	86,125.00	-26,987.00	68.7%
471 · Industry Partners	20,682.00	46,375.00	-25,693.00	44.6%
472 · CRPM	22,435.00	28,545.00	-6,110.00	78.6%
Total Income	233,352.68	310,320.00	-76,967.32	75.2%
Gross Profit	233,352.68	310,320.00	-76,967.32	75.2%
Expense				
540 · Staff Development	1,137.75	2,600.00	-1,462.25	43.8%
605 · Awards/Gifts	667.90	1,050.00	-382.10	63.6%
620 · Building Expense	12,913.59	16,109.98	-3,196.39	80.2%
630 · Catering/Hotel	200,415.74	289,941.00	-89,525.26	69.1%
631 · Computer Service and Expense	891.07	3,500.00	-2,608.93	25.5%
632 · Copying	17.40	875.00	-857.60	2.0%
639 · Dues & Commitments.	2,267.77	2,674.00	-406.23	84.8%
640 · Equipment Maintenance/Rental	8,499.54	24,244.00	-15,744.46	35.1%
770 · Supplies	5,792.61	10,381.78	-4,589.17	55.8%
780 · Postage	21,626.93	36,262.75	-14,635.82	59.6%
781 · Printing	1,660.18	11,673.00	-10,012.82	14.2%
786 · Promotion	9,607.84	22,235.00	-12,627.16	43.2%
787 · Speaker Fees	179,467.60	232,375.00	-52,907.40	77.2%
810 · Contract Fees	84,434.60	147,687.75	-63,253.15	57.2%
850 · Telephone	4,645.19	5,786.52	-1,141.33	80.3%
860 · Conferences	3,329.47	9,689.00	-6,359.53	34.4%
867 · Travel	5,087.03	13,597.00	-8,509.97	37.4%
Total Expense	542,462.21	830,681.78	-288,219.57	65.3%
Net Ordinary Income	-309,109.53	-520,361.78	211,252.25	59.4%
Net Income	-309,109.53	-520,361.78	211,252.25	59.4%

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

	1801 Prof Dev Support (1800 Professional & Bus.Develop)			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 · Sponsorship Income	0.00			
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
540 · Staff Development	282.75	1,000.00	-717.25	28.3%
605 · Awards/Gifts	0.00			
620 · Building Expense	12,913.59	16,109.98	-3,196.39	80.2%
630 · Catering/Hotel	465.04	1,600.00	-1,134.96	29.1%
631 · Computer Service and Expense	891.07	3,500.00	-2,608.93	25.5%
632 · Copying	17.40	875.00	-857.60	2.0%
639 · Dues & Commitments.	2,022.77	2,674.00	-651.23	75.6%
640 · Equipment Maintenance/Rental	8,499.54	24,244.00	-15,744.46	35.1%
770 · Supplies	1,834.51	2,551.78	-717.27	71.9%
780 · Postage	1,173.19	1,509.75	-336.56	77.7%
781 · Printing	62.43	2,610.00	-2,547.57	2.4%
786 · Promotion	1,250.97	4,300.00	-3,049.03	29.1%
787 · Speaker Fees	0.00			
810 · Contract Fees	13,541.44	24,021.75	-10,480.31	56.4%
850 · Telephone	4,645.19	5,786.52	-1,141.33	80.3%
860 · Conferences	4,084.02	6,690.00	-2,605.98	61.0%
867 · Travel	2,043.91	2,250.00	-206.09	90.8%
Total Expense	53,727.82	99,722.78	-45,994.96	53.9%
Net Ordinary Income	-53,727.82	-99,722.78	45,994.96	53.9%
Net Income	-53,727.82	-99,722.78	45,994.96	53.9%

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

	1815 REALTOR Institute (1800 Professional & Bus.Develop)			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 · Sponsorship Income	0.00			
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	29,236.00	37,310.00	-8,074.00	78.4%
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	29,236.00	37,310.00	-8,074.00	78.4%
Gross Profit	29,236.00	37,310.00	-8,074.00	78.4%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	161.90	150.00	11.90	107.9%
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	180.00	-180.00	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	496.36	550.00	-53.64	90.2%
780 · Postage	39.29	270.00	-230.71	14.6%
781 · Printing	0.00			
786 · Promotion	7,781.88	14,135.00	-6,353.12	55.1%
787 · Speaker Fees	7,750.00	8,500.00	-750.00	91.2%
810 · Contract Fees	5,300.00	9,850.00	-4,550.00	53.8%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	36.87	200.00	-163.13	18.4%
Total Expense	21,566.30	33,835.00	-12,268.70	63.7%
Net Ordinary Income	7,669.70	3,475.00	4,194.70	220.7%
Net Income	7,669.70	3,475.00	4,194.70	220.7%

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

	1820 rCRMS (1800 Professional & Bus.Develop)			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 · Sponsorship Income	0.00			
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	21,618.17	30,730.00	-9,111.83	70.3%
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	21,618.17	30,730.00	-9,111.83	70.3%
Gross Profit	21,618.17	30,730.00	-9,111.83	70.3%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	40.37	210.00	-169.63	19.2%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	52.62	70.00	-17.38	75.2%
780 · Postage	108.28	567.00	-458.72	19.1%
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	17,300.00	19,500.00	-2,200.00	88.7%
810 · Contract Fees	1,590.00	2,222.00	-632.00	71.6%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	19,091.27	22,569.00	-3,477.73	84.6%
Net Ordinary Income	2,526.90	8,161.00	-5,634.10	31.0%
Net Income	2,526.90	8,161.00	-5,634.10	31.0%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
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	1825 Cert. Res. Prop. Manager (1800 Professional & Bus. Develop)			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 · Sponsorship Income	0.00			
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	22,435.00	28,545.00	-6,110.00	78.6%
Total Income	22,435.00	28,545.00	-6,110.00	78.6%
Gross Profit	22,435.00	28,545.00	-6,110.00	78.6%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	75.00	-75.00	0.0%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	245.00	0.00	245.00	100.0%
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00	150.00	-150.00	0.0%
780 · Postage	34.19	1,934.00	-1,899.81	1.8%
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	8,979.96	11,925.00	-2,945.04	75.3%
810 · Contract Fees	3,760.00	6,718.00	-2,958.00	56.0%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	13,019.15	20,802.00	-7,782.85	62.6%
Net Ordinary Income	9,415.85	7,743.00	1,672.85	121.6%
Net Income	9,415.85	7,743.00	1,672.85	121.6%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
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	1840 Leadership Training/Conf. (1800 Professional & Bus.Develop)			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 · Sponsorship Income	0.00	2,200.00	-2,200.00	0.0%
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	22,815.00	21,320.00	1,495.00	107.0%
465 · Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	22,815.00	23,520.00	-705.00	97.0%
Gross Profit	22,815.00	23,520.00	-705.00	97.0%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	66,379.07	101,405.00	-35,025.93	65.5%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	1,578.77	4,200.00	-2,621.23	37.6%
780 · Postage	0.00			
781 · Printing	445.24	775.00	-329.76	57.5%
786 · Promotion	15.00			
787 · Speaker Fees	36,773.55	62,300.00	-25,526.45	59.0%
810 · Contract Fees	11,997.29	33,709.00	-21,711.71	35.6%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	2,667.76	10,352.00	-7,684.24	25.8%
Total Expense	119,856.68	212,741.00	-92,884.32	56.3%
Net Ordinary Income	-97,041.68	-189,221.00	92,179.32	51.3%
Net Income	-97,041.68	-189,221.00	92,179.32	51.3%

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

	1850 Partners Conference (1800 Professional & Bus.Develop)			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 · Sponsorship Income	0.00			
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	20,682.00	46,375.00	-25,693.00	44.6%
472 · CRPM	0.00			
Total Income	20,682.00	46,375.00	-25,693.00	44.6%
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			
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	800.00	-800.00	0.0%
787 · Speaker Fees	0.00			
810 · Contract Fees	6,384.23	15,172.00	-8,787.77	42.1%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	21,481.69	39,912.00	-18,430.31	53.8%
Net Ordinary Income	-799.69	6,463.00	-7,262.69	-12.4%
Net Income	-799.69	6,463.00	-7,262.69	-12.4%

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

	Total 1855 Professionalism Program (1800 Professional & Bus.Develop)			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 · Sponsorship Income	0.00			
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · Professionalism Program	1,598.00	7,080.00	-5,482.00	22.6%
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	1,598.00	7,080.00	-5,482.00	22.6%
Gross Profit	1,598.00	7,080.00	-5,482.00	22.6%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00	100.00	-100.00	0.0%
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	3,000.00	-3,000.00	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	104.82	600.00	-495.18	17.5%
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00	600.00	-600.00	0.0%
787 · Speaker Fees	3,525.00	9,000.00	-5,475.00	39.2%
810 · Contract Fees	0.00	1,400.00	-1,400.00	0.0%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	3,629.82	14,700.00	-11,070.18	24.7%
Net Ordinary Income	-2,031.82	-7,620.00	5,588.18	26.7%
Net Income	-2,031.82	-7,620.00	5,588.18	26.7%

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

	1860 Spring Convention (1800 Professional & Bus.Develop)			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 · Sponsorship Income	0.00			
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00	0.00	0.00	0.0%
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	59,138.00	86,125.00	-26,987.00	68.7%
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	59,138.00	86,125.00	-26,987.00	68.7%
Gross Profit	59,138.00	86,125.00	-26,987.00	68.7%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	111,928.19	157,500.00	-45,571.81	71.1%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	860.34	750.00	110.34	114.7%
780 · Postage	20,271.98	29,700.00	-9,428.02	68.3%
781 · Printing	1,152.51	8,288.00	-7,135.49	13.9%
786 · Promotion	559.99	2,400.00	-1,840.01	23.3%
787 · Speaker Fees	80,359.91	90,350.00	-9,990.09	88.9%
810 · Contract Fees	19,490.03	28,395.00	-8,904.97	68.6%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	303.49	795.00	-491.51	38.2%
Total Expense	234,926.44	318,178.00	-83,251.56	73.8%
Net Ordinary Income	-175,788.44	-232,053.00	56,264.56	75.8%
Net Income	-175,788.44	-232,053.00	56,264.56	75.8%

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

	1870 Education Outreach (1800 Professional & Bus.Develop)			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 · Sponsorship Income	0.00			
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	46,427.00	42,150.00	4,277.00	110.1%
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	46,427.00	42,150.00	4,277.00	110.1%
Gross Profit	46,427.00	42,150.00	4,277.00	110.1%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	6,437.50	1,575.00	4,862.50	408.7%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	244.85	260.00	-15.15	94.2%
780 · Postage	0.00	2,282.00	-2,282.00	0.0%
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	17,779.18	20,250.00	-2,470.82	87.8%
810 · Contract Fees	16,745.00	14,675.00	2,070.00	114.1%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	35.00			
Total Expense	41,241.53	39,042.00	2,199.53	105.6%
Net Ordinary Income	5,185.47	3,108.00	2,077.47	166.8%
Net Income	5,185.47	3,108.00	2,077.47	166.8%

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

	1871 Education Development (1800 Professional & Bus.Develop)			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 · Sponsorship Income	0.00			
460 · Broker University	0.00			
461 · Education Development	3,534.51	2,780.00	754.51	127.1%
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	3,534.51	2,780.00	754.51	127.1%
Gross Profit	3,534.51	2,780.00	754.51	127.1%
Expense				
540 · Staff Development	855.00	1,600.00	-745.00	53.4%
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	750.00	-750.00	0.0%
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
810 · Contract Fees	1,759.61	8,050.00	-6,290.39	21.9%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	2,614.61	10,400.00	-7,785.39	25.1%
Net Ordinary Income	919.90	-7,620.00	8,539.90	-12.1%
Net Income	919.90	-7,620.00	8,539.90	-12.1%

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

	1872 Instructor Development (1800 Professional & Bus.Develop)			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 · Sponsorship Income	0.00			
460 · Broker University	0.00			
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	1,999.00	2,165.00	-166.00	92.3%
464 · Leadership Training	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	1,999.00	2,165.00	-166.00	92.3%
Gross Profit	1,999.00	2,165.00	-166.00	92.3%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	148.68	200.00	-51.32	74.3%
620 · Building Expense	0.00			
630 · Catering/Hotel	68.11	420.00	-351.89	16.2%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00	0.00	0.00	0.0%
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	281.96	500.00	-218.04	56.4%
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	4,750.00	8,300.00	-3,550.00	57.2%
810 · Contract Fees	1,794.50	1,600.00	194.50	112.2%
850 · Telephone	0.00			
860 · Conferences	-754.55	2,999.00	-3,753.55	-25.2%
867 · Travel	0.00			
Total Expense	6,288.70	14,019.00	-7,730.30	44.9%
Net Ordinary Income	-4,289.70	-11,854.00	7,564.30	36.2%
Net Income	-4,289.70	-11,854.00	7,564.30	36.2%

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

	1875 Broker University (1800 Professional & Bus.Develop)			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440.9 · Sponsorship Income	0.00			
460 · Broker University	3,870.00	3,540.00	330.00	109.3%
461 · Education Development	0.00			
462 · Education Outreach	0.00			
463 · Instructor Development	0.00			
464 · Leadership Training	0.00			
465 · Professionalism Program	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
471 · Industry Partners	0.00			
472 · CRPM	0.00			
Total Income	<u>3,870.00</u>	<u>3,540.00</u>	<u>330.00</u>	<u>109.3%</u>
Gross Profit	3,870.00	3,540.00	330.00	109.3%
Expense				
540 · Staff Development	0.00			
605 · Awards/Gifts	357.32	600.00	-242.68	59.6%
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	36.00	-36.00	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	338.38			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	2,250.00	2,250.00	0.00	100.0%
810 · Contract Fees	2,072.50	1,875.00	197.50	110.5%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>5,018.20</u>	<u>4,761.00</u>	<u>257.20</u>	<u>105.4%</u>
Net Ordinary Income	<u>-1,148.20</u>	<u>-1,221.00</u>	<u>72.80</u>	<u>94.0%</u>
Net Income	<u><u>-1,148.20</u></u>	<u><u>-1,221.00</u></u>	<u><u>72.80</u></u>	<u><u>94.0%</u></u>

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

	Total 1900 Operations			
	Jan - Nov 22	Budget	\$ Over Bud...	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	75,054.84	3,365.00	71,689.84	2,230.5%
415 · Rental Income	77,323.57	29,341.62	47,981.95	263.5%
417 · Gain on Investments	-41,382.30			
430 · Dues Income	10,037,982.70	9,296,300.00	741,682.70	108.0%
435 · Law Book	1,499.22	300.00	1,199.22	499.7%
497 · Misc Income	1,277.02	920.00	357.02	138.8%
Total Income	10,151,755.05	9,330,226.62	821,528.43	108.8%
Gross Profit	10,151,755.05	9,330,226.62	821,528.43	108.8%
Expense				
500 · Salaries/Benefits	2,690,914.09	2,934,000.00	-243,085.91	91.7%
540 · Staff Development	2,862.26	3,900.00	-1,037.74	73.4%
605 · Awards/Gifts	9,223.22	10,575.00	-1,351.78	87.2%
620 · Building Expense	185,349.53	200,548.20	-15,198.67	92.4%
630 · Catering/Hotel	74,692.48	104,300.00	-29,607.52	71.6%
631 · Computer Service and Expense	3,893.32	3,000.00	893.32	129.8%
632 · Copying	423.87	2,425.00	-2,001.13	17.5%
639 · Dues & Commitments.	59,176.63	59,892.00	-715.37	98.8%
640 · Equipment Maintenance/Rental	20,445.54	7,360.00	13,085.54	277.8%
690 · Credit Card & EFT Fees/Misc.	186,541.57	246,500.00	-59,958.43	75.7%
770 · Supplies	6,937.42	10,650.00	-3,712.58	65.1%
780 · Postage	2,458.37	3,492.00	-1,033.63	70.4%
781 · Printing	322.94	900.00	-577.06	35.9%
786 · Promotion	15,647.53	35,575.00	-19,927.47	44.0%
788 · Staff Expense	190.05	500.00	-309.95	38.0%
810 · Contract Fees	220,823.47	351,475.50	-130,652.03	62.8%
850 · Telephone	9,008.04	9,368.37	-360.33	96.2%
860 · Conferences	26,782.62	33,033.00	-6,250.38	81.1%
867 · Travel	111,683.12	162,655.00	-50,971.88	68.7%
Total Expense	3,627,376.07	4,180,149.07	-552,773.00	86.8%
Net Ordinary Income	6,524,378.98	5,150,077.55	1,374,301.43	126.7%
Net Income	6,524,378.98	5,150,077.55	1,374,301.43	126.7%

Arizona Association of REALTORS®

Profit & Loss Budget vs. Actual

January through November 2022

	1000 General Overhead (1900 Operations)			
	Jan - Nov 22	Budget	\$ Over Bud...	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	75,054.84	3,365.00	71,689.84	2,230.5%
415 · Rental Income	0.00			
417 · Gain on Investments	-41,382.30			
430 · Dues Income	0.00			
435 · Law Book	1,499.22	300.00	1,199.22	499.7%
497 · Misc Income	1,277.02	920.00	357.02	138.8%
Total Income	36,448.78	4,585.00	31,863.78	795.0%
Gross Profit	36,448.78	4,585.00	31,863.78	795.0%
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	2,862.26	3,900.00	-1,037.74	73.4%
605 · Awards/Gifts	3,537.19	3,625.00	-87.81	97.6%
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	3,893.32	3,000.00	893.32	129.8%
632 · Copying	0.00			
639 · Dues & Commitments.	3,611.16	3,985.00	-373.84	90.6%
640 · Equipment Maintenance/Rental	20,445.54	7,360.00	13,085.54	277.8%
690 · Credit Card & EFT Fees/Misc.	186,541.57	246,500.00	-59,958.43	75.7%
770 · Supplies	6,937.42	10,650.00	-3,712.58	65.1%
780 · Postage	-14.97			
781 · Printing	322.94	900.00	-577.06	35.9%
786 · Promotion	0.00			
788 · Staff Expense	190.05	500.00	-309.95	38.0%
810 · Contract Fees	151,988.53	169,143.00	-17,154.47	89.9%
850 · Telephone	9,008.04	9,368.37	-360.33	96.2%
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	389,323.05	458,931.37	-69,608.32	84.8%
Net Ordinary Income	-352,874.27	-454,346.37	101,472.10	77.7%
Net Income	-352,874.27	-454,346.37	101,472.10	77.7%

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

	1402 Individual Dues (1400 Dues)			
	<u>Jan - Nov 22</u>	<u>Budget</u>	<u>\$ Over Bud...</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	16,990.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	<u>16,990.00</u>			
Gross Profit	16,990.00			
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>16,990.00</u>			
Net Income	<u><u>16,990.00</u></u>			

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

	1404 NAR Institute Affiliates (1400 Dues)			
	Jan - Nov 22	Budget	\$ Over Bud...	% 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	6,749.15			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	<u>6,749.15</u>			
Gross Profit	6,749.15			
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>6,749.15</u>			
Net Income	<u><u>6,749.15</u></u>			

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

	1400 Dues - Other (1400 Dues)			
	Jan - Nov 22	Budget	\$ Over Bud...	% 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	10,014,243.55	9,296,300.00	717,943.55	107.7%
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	<u>10,014,243.55</u>	<u>9,296,300.00</u>	<u>717,943.55</u>	<u>107.7%</u>
Gross Profit	10,014,243.55	9,296,300.00	717,943.55	107.7%
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
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>10,014,243.55</u>	<u>9,296,300.00</u>	<u>717,943.55</u>	<u>107.7%</u>
Net Income	<u><u>10,014,243.55</u></u>	<u><u>9,296,300.00</u></u>	<u><u>717,943.55</u></u>	<u><u>107.7%</u></u>

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

	Total 1400 Dues (1900 Operations)			
	Jan - Nov 22	Budget	\$ Over Bud...	% 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	10,037,982.70	9,296,300.00	741,682.70	108.0%
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	<u>10,037,982.70</u>	<u>9,296,300.00</u>	<u>741,682.70</u>	<u>108.0%</u>
Gross Profit	10,037,982.70	9,296,300.00	741,682.70	108.0%
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>10,037,982.70</u>	<u>9,296,300.00</u>	<u>741,682.70</u>	<u>108.0%</u>
Net Income	<u><u>10,037,982.70</u></u>	<u><u>9,296,300.00</u></u>	<u><u>741,682.70</u></u>	<u><u>108.0%</u></u>

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Accrual Basis

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

	1901 Operations & Strategic Sup (1900 Operations)			
	Jan - Nov 22	Budget	\$ Over Bud...	% 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	1,536.41	1,500.00	36.41	102.4%
631 · Computer Service and Expense	0.00			
632 · Copying	423.87	2,425.00	-2,001.13	17.5%
639 · Dues & Commitments.	814.47	2,717.00	-1,902.53	30.0%
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	2,473.34	3,492.00	-1,018.66	70.8%
781 · Printing	0.00			
786 · Promotion	7,600.00	7,625.00	-25.00	99.7%
788 · Staff Expense	0.00			
810 · Contract Fees	11,110.00	110,500.00	-99,390.00	10.1%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	109.62	850.00	-740.38	12.9%
Total Expense	<u>24,067.71</u>	<u>129,109.00</u>	<u>-105,041.29</u>	<u>18.6%</u>
Net Ordinary Income	<u>-24,067.71</u>	<u>-129,109.00</u>	<u>105,041.29</u>	<u>18.6%</u>
Net Income	<u><u>-24,067.71</u></u>	<u><u>-129,109.00</u></u>	<u><u>105,041.29</u></u>	<u><u>18.6%</u></u>

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

	1903 Association Relations (1900 Operations)			
	Jan - Nov 22	Budget	\$ Over Bud...	% 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	16,031.17	21,500.00	-5,468.83	74.6%
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	1,358.83	3,450.00	-2,091.17	39.4%
788 · Staff Expense	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	1,346.00	3,800.00	-2,454.00	35.4%
Total Expense	<u>18,736.00</u>	<u>28,750.00</u>	<u>-10,014.00</u>	<u>65.2%</u>
Net Ordinary Income	<u>-18,736.00</u>	<u>-28,750.00</u>	<u>10,014.00</u>	<u>65.2%</u>
Net Income	<u><u>-18,736.00</u></u>	<u><u>-28,750.00</u></u>	<u><u>10,014.00</u></u>	<u><u>65.2%</u></u>

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Accrual Basis

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

	1905 National Meetings (1900 Operations)			
	Jan - Nov 22	Budget	\$ Over Bud...	% 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	15,490.15	17,708.00	-2,217.85	87.5%
867 · Travel	71,135.67	81,813.00	-10,677.33	86.9%
Total Expense	<u>145,918.28</u>	<u>157,211.00</u>	<u>-11,292.72</u>	<u>92.8%</u>
Net Ordinary Income	<u>-145,918.28</u>	<u>-157,211.00</u>	<u>11,292.72</u>	<u>92.8%</u>
Net Income	<u><u>-145,918.28</u></u>	<u><u>-157,211.00</u></u>	<u><u>11,292.72</u></u>	<u><u>92.8%</u></u>

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

	1920 EXCOM & Director Support (1900 Operations)			
	Jan - Nov 22	Budget	\$ Over Bud...	% 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	5,686.03	6,950.00	-1,263.97	81.8%
620 · Building Expense	0.00			
630 · Catering/Hotel	52,583.44	76,800.00	-24,216.56	68.5%
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	0.00	0.00	0.0%
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	11,292.47	15,325.00	-4,032.53	73.7%
867 · Travel	39,091.83	74,642.00	-35,550.17	52.4%
Total Expense	<u>111,175.58</u>	<u>183,717.00</u>	<u>-72,541.42</u>	<u>60.5%</u>
Net Ordinary Income	<u>-111,175.58</u>	<u>-183,717.00</u>	<u>72,541.42</u>	<u>60.5%</u>
Net Income	<u><u>-111,175.58</u></u>	<u><u>-183,717.00</u></u>	<u><u>72,541.42</u></u>	<u><u>60.5%</u></u>

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

	1955 Public Relations (1900 Operations)			
	Jan - Nov 22	Budget	\$ Over Bud...	% 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	6,688.70	24,500.00	-17,811.30	27.3%
788 · Staff Expense	0.00			
810 · Contract Fees	39,475.00	41,300.00	-1,825.00	95.6%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00	1,550.00	-1,550.00	0.0%
Total Expense	<u>46,163.70</u>	<u>67,350.00</u>	<u>-21,186.30</u>	<u>68.5%</u>
Net Ordinary Income	<u>-46,163.70</u>	<u>-67,350.00</u>	<u>21,186.30</u>	<u>68.5%</u>
Net Income	<u>-46,163.70</u>	<u>-67,350.00</u>	<u>21,186.30</u>	<u>68.5%</u>

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Accrual Basis

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

	Jan - Nov 22	1990 Personnel (1900 Operations)		
		Budget	\$ Over Bud...	% 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	2,690,914.09	2,934,000.00	-243,085.91	91.7%
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>2,690,914.09</u>	<u>2,934,000.00</u>	<u>-243,085.91</u>	<u>91.7%</u>
Net Ordinary Income	<u>-2,690,914.09</u>	<u>-2,934,000.00</u>	<u>243,085.91</u>	<u>91.7%</u>
Net Income	<u><u>-2,690,914.09</u></u>	<u><u>-2,934,000.00</u></u>	<u><u>243,085.91</u></u>	<u><u>91.7%</u></u>

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

	6000 Building (1900 Operations)			
	Jan - Nov 22	Budget	\$ Over Bud...	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	77,323.57	29,341.62	47,981.95	263.5%
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
497 · Misc Income	0.00			
Total Income	<u>77,323.57</u>	<u>29,341.62</u>	<u>47,981.95</u>	<u>263.5%</u>
Gross Profit	77,323.57	29,341.62	47,981.95	263.5%
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	185,349.53	200,548.20	-15,198.67	92.4%
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	15,728.13	20,532.50	-4,804.37	76.6%
850 · Telephone	0.00			
860 · Conferences	0.00			
867 · Travel	0.00			
Total Expense	<u>201,077.66</u>	<u>221,080.70</u>	<u>-20,003.04</u>	<u>91.0%</u>
Net Ordinary Income	<u>-123,754.09</u>	<u>-191,739.08</u>	<u>67,984.99</u>	<u>64.5%</u>
Net Income	<u><u>-123,754.09</u></u>	<u><u>-191,739.08</u></u>	<u><u>67,984.99</u></u>	<u><u>64.5%</u></u>