

2023

JANUARY FINANCIALS

CONNECTING LEADERS TOGETHER



Eric Gibbs, Sr., President

Scott Drucker, CEO



ARIZONA REALTORS®
MONTHLY FINANCIAL PACKAGE
JANUARY 2023

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CONNECTING LEADERS TOGETHER

FINANCIAL SUMMARY



Eric Gibbs, Sr., President

Scott Drucker, CEO





MONTHLY FINANCIAL NOTES

January 2023

Income/Expense Summary (Operating Budget vs. Actual)

<u>2022 Y-T-D</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Income			
Dues	\$ 8,288,563.34	\$ 8,199,975.00	\$ 88,588.34
Other	<u>\$ 70,530.88</u>	<u>\$ 30,718.00</u>	<u>\$ (39,812.88)</u>
Total Income	\$ 8,359,094.22	\$ 8,230,693.00	\$ 128,401.22
Expenses			
Net Income (Loss)	\$ 7,678,589.26	\$ 7,374,207.04	\$ 304,382.22

Year-to-date income exceeds expenses by \$7,678,589.26. This amount compares favorably with the projected net income of \$7,374,207.04 for the reporting period; therefore, we have a positive year-to-date variance of \$304,382.22.

RESERVE FUNDS

Operating Reserve (Bylaws Article IV, Section 1; Policy B.6) - The balance as of January 1, 2023, was \$11,234,246.42 inclusive of the UBS RMA and BlackRock Accounts. The current balance is \$11,307,365.42. There were no deposits during this period. There were \$1,365.00 in withdrawals during this period for Allied Universal Security. The fund has seen a change in value year-to-date of \$73,119.00.

REALTORS® Issues Mobilization Fund (Bylaws Article IV, Section 3; Policy B.6 & RIMC Policies) - The balance as of January 1, 2023, was \$11,068,143.43 inclusive of the UBS RMA, BlackRock, Q-GARP, Dividend Ruler, Portfolio Management, and KAR accounts. The current balance is \$11,260,048.33. There were \$1,525.00 in deposits during this period representing a PSF transfer. There were no withdrawals during this period. These accounts have seen a change in value year-to-date of \$191,904.90.

Capital Reserve (Bylaws Article IV, Section 2; Policy B.6) - The balance as of January 1, 2023, was \$6,789,864.06 inclusive of the UBS RMA, BlackRock, Q-GARP, Dividend Ruler, Portfolio Management, and KAR accounts. The current balance is \$6,869,331.71. There were no deposits during this period. There were \$2,457.90 in withdrawals during this period representing Executive Committee technology reimbursements and one new computer. These accounts have seen a change in value year-to-date of \$79,467.65.

Strategic Initiatives Reserve (Bylaws Article IV, Section 4; Policy B.6) - The balance as of January 1, 2023, was \$3,665,451.69 inclusive of the MidFirst checking, UBS RMA, BlackRock, Q-GARP, Dividend Ruler, Portfolio Management, and KAR Accounts. The current balance is \$3,711,560.59. There were no deposits during this period. There were no withdrawals during this period. The fund has seen a change in value year-to-date of \$46,108.90.

AZ Homeownership Alliance (Bylaws Article IV, Section 5) - The balance as of January 1, 2023, was \$402,492.44 inclusive of the UBS RMA. The current balance is \$403,920.35. There were no deposits this period. There were no withdrawals during this period. The fund has seen a change in value year-to-date of \$1,427.91.

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 25: LEGISLATIVE AND POLITICAL AFFAIRS

Expenses are under budget overall primarily due to: 1501 - *Government Area Support* is under budget, specifically, general expenses such as Building Expense and Equipment Maintenance/Rental being less than anticipated, and Contract Fees are under budget due to the Swoogo contract being charged later than expected; 1510 - *Legislative Advocacy* is under budget, specifically, Dues and Commitments to the Arizona Chamber of Commerce cost less than anticipated; 1545 - *Local Lobbying Support* is under budget; 1550 - *Legislative Policy Development* is overall under budget, specifically Catering/Hotel and Contract Fees are under budget because REALTOR® invoices were not charged in January, but Supplies is over budget due a duplicate charge for REALTOR® Day programs that is being reversed by the vendor; 1560 - *Fundraising Support* is overall under budget, specifically, Awards/Gifts is under budget due to the RAPAC Major Investor gift being purchased in February, but Supplies is over budget due to event costs being incurred earlier than anticipated; 1585 - *Governmental Communications* is under budget; **Overall, the Legislative & Political Affairs Area has a positive net variance of \$135,200.70 Y-T-D.** Adjustments/Recommendations: None

Page 34: RISK MANAGEMENT

Income from Professional Standards Fees is slightly over budget as ethics admin fees and a citation fee were collected earlier than anticipated. 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; Contract fees are slightly over budget because the total cost for GoVenda was fully not accounted for in January; 1602 - *Legal Support* Contract Fees is as budgeted; 1605 - *PS Enforcement* Supplies is over budget because we did not anticipate purchasing lapel pins for members for the annual PS training; 1610 - *PS Training* Supplies is under budget because supplies have not been used for the annual PS training yet; 1615 - *Alt Dispute Resolution* no activity as of yet; 1625 - *Risk Management Publications* Promotion is over budget because a portion of AAR's donating funds for the capture of the criminal in one of the text alerts was returned; 1650 - *Forms Development* Contract Fees is as budgeted 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 \$4,820.10.** Adjustments/Recommendations: None

Page 43: 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* Building expenses were less than anticipated. 1730 - *IT Resource & Security Management* 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 less than expected due to costs associated with Lone Wolf Technologies & The Tech Helpline. 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 desired classes not being offered in January; and less than anticipated Contract Fees. 1781 - *Diversity Committee* is under budget due to less than expected costs associated with: Staff Development due to the desired classes not being offered in January; Dues & Commitments due to less than anticipated fees associated with the Diversity Partner Organizations' membership dues. **Overall, the Business Technology & Communications Area has a positive net variance of \$11,865.99 YTD.** Adjustments/Recommendations: None

Page 49: PROFESSIONAL AND BUSINESS DEVELOPMENT

Income is over budget year-to-date primarily resulting from earlier than anticipated Spring Conference registrations. 1801 - Professional Development Support Contract Fees are over year-to date budget primarily due to earlier than anticipated Govenda expense; 1872 - Instructor Development Contract Fees reflect earlier than anticipated Bob Pike Instructor Scholarship class; **Overall, the Professional & Business Development Area has a positive net variance of \$26,849.97 Y-T-D.** Adjustments/Recommendations: None

Page 62: OPERATIONS AND STRATEGIC INITIATIVES

Income is over budget due to higher than budgeted dues income. **There were 47,351 fully paid members during the reporting period. During the same period in 2022, there were 48,318 paid members. This represents a 2.04% decrease in paid members for the same period in 2022.** (Note: The 2023 budget was prepared anticipating no annual paid member increase from the 2022 budget projection.) Expenses were under budget overall. 1000 - General Overhead Credit Card & EFT Fees were less than budgeted while Contract Fees was over budget due to higher than anticipated costs for GoVenda; 1901 - Operations Support expenses are slightly under budget; 1903 - Association Relations Catering/Hotel is under budget due to less than anticipated costs associated with the past presidents dinner; 1905 - National Meetings Region XI dues were more than budgeted due to more members than anticipated in 2022; 1920 - ExCom & Director Support is less than budgeted for travel expenses; 1955 - Public Relations expenses are under budget due to costs associated with the full page advertisement in the Diamondbacks Yearbook being lower than expected; 1990 - Personnel is less than budgeted; 6000 - Building income is less than budgeted as a result of the early termination of the lease for Enhanced bodies in late 2022 and expenses are less than budgeted. **Overall, the Operations & Strategic Initiatives Area has a positive net variance of \$125,645.46 Y-T-D.** Adjustments/Recommendations: None.

**Arizona Association of REALTORS®
Summary Balance Sheet
January 2023**

	01/31/2023
ASSETS	
Current Assets	
Checking/Savings	44,511,654.96
Accounts Receivable	4,556.72
Other Current Assets	151,256.39
Total Current Assets	44,667,468.07
Fixed Assets	1,999,181.43
Other Assets	0.00
TOTAL ASSETS	46,666,649.50
 LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	35,854.38
Credit Cards	30,902.46
Other Current Liabilities	97,170.09
Total Current Liabilities	163,926.93
Long Term Liabilities	84,793.07
Total Liabilities	248,720.00
Equity	46,417,929.50
TOTAL LIABILITIES & EQUITY	46,666,649.50

**Arizona Association of REALTORS®
Grouped Balance Sheet
January 2023**

January 31, 2023

ASSETS

Current Assets

Checking/Savings

AAR General Accounts

Operating Account - MIDFIRST Checking	477,728.21	
AFLAC 125 Claims Reimb. MIDFIRST	6,646.39	
AAR UBS RMA Money Market	<u>10,447,357.06</u>	
Combined AAR General Accounts		10,931,731.66

Capital Accounts

Capital Purchase - UBS Portfolio Mgmt.	205,062.44	
Capital Purchase - KAR	162,121.66	
Capital Purchase - BlackRock	3,061,505.16	
Capital Reserve Fund - UBS Checking RMA	3,009,751.66	
Capital Reserve - Q-GARP	207,030.01	
Capital Reserve - Dividend Ruler	<u>223,860.78</u>	
Combined Capital Accounts		6,869,331.71

Operating Accounts

Operating Reserve - UBS Checking RMA	4,657,845.24	
Operating Reserve - BlackRock	<u>6,649,520.18</u>	
Combined Operating Accounts		11,307,365.42

Strategic Initiative

Strategic Initiative - UBS Portfolio Mgmt.	134,973.30	
Strategic Initiatives - BlackRock	1,251,313.82	
Strategic Initiative - UBS RMA	1,893,469.80	
Strategic Initiative Checking - MIDFIRST	65,439.45	
Strategic Initiative - UBS KAR	97,889.02	
Strategic Initiative - Q-GARP	129,537.42	
Strategic Initiative - Dividend Ruler	<u>138,937.78</u>	
Combined Strategic Initiative Accounts		3,711,560.59

Issues Mobilization Accounts

Issues Mob - UBS RMA	4,913,439.19	
Issues Mob - Portfolio Management	682,888.17	
Issues Mob - KAR	526,014.15	
Issues Mob - BlackRock	3,777,728.69	
Issues Mob - Q-GARP	653,590.95	
Issues Mob - Dividend Ruler	<u>706,387.18</u>	
Combined Issues Mob Accounts		11,260,048.33

Arizona Homeownership Alliance - UBS RMA

<u>403,920.35</u>	403,920.35
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Political Survival Fund

<u>19,792.74</u>	19,792.74
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Property Management

Cash-AZ Bank & Trust - Preserve Property Management	<u>7,904.16</u>	
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**Arizona Association of REALTORS®
Grouped Balance Sheet
January 2023**

January 31, 2023

7,904.16

Total Checking/Savings

44,511,654.96

Accounts Receivable

A/R - Trade

4,556.72

A/R - Cvent

50.94

Due From Region 11

0.00

Due From PSF Fund to IM

0.00

Total Accounts Receivable

50.94

REACH Ventures

100,000.00

Other Current Assets

Prepaid Expenses and Deposits

250.84

Monthly Prepays

50,954.61

Total Prepaid Expenses and Deposits

51,205.45

Total Other Current Assets

51,256.39

Total Current Assets

44,667,468.07

Fixed Assets

Property and Equipment

151 · A/D - Furn & Equipment

-192,958.15

157 · A/D - Computer

-578,057.44

161 · A/D - Leashold Imprvments

-1,254,054.46

165 · A/D - Building Osborn

-1,197,760.06

167 · A/D - Tenant Improvements

-80,945.83

Total Accumulated Depreciation

-3,303,775.94

150 · Furniture & Equipment

311,606.36

156 · Computer

637,149.18

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

20,387.52

Total Property and Equipment

5,302,957.37

Total Fixed Assets

1,999,181.43

Other Assets

Loan Cost / Leasing Commissions

Note Receivable

0.00

Total Other Assets

0.00

TOTAL ASSETS

46,666,649.50

**Arizona Association of REALTORS®
Grouped Balance Sheet
January 2023**

January 31, 2023

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

Accounts Payable

35,854.38

Total Accounts Payable

35,854.38

Credit Cards

MidFirst Business Visa

30,902.46

Total Credit Cards

30,902.46

Other Current Liabilities

Due to NAR

0.00

Due to Region 11

0.00

Sales Tax Payable

0.00

Combined Current Liabilities

0.00

Accrued Salaries & P/R Taxes

14,285.56

Total Accrued Salaries & P/R Taxes

14,285.56

Security Deposits Payable - Osborn

15,189.29

Deferred Dues Income

0.00

Deferred Income - Other

6,000.00

Deferred Income Issues Mob

0.00

Stale Dated Checks/Escheat

2,921.48

Arbitration Case Pending

27,260.13

Current portion of LTD

31,513.63

82,884.53

Total Other Current Liabilities

97,170.09

Total Current Liabilities

163,926.93

Long Term Liabilities

Capital Lease Payable

84,793.07

Total Long Term Liabilities

84,793.07

TOTAL LIABILITIES

248,720.00

Equity

Temporarily restricted

304 · Fund Balance - Issues Mobilization

800,819.00

Total Temporarily restricted

800,819.00

Unrestricted/Designated

302 · Fund Balance - Operating Reserve

10,807,553.00

303 · Fund Balance - Capital

6,414,288.00

305 · Fund Balance - Issues Mobilization

10,519,797.00

307 · Fund Balance - Strategic Initiative

2,997,890.00

308 Fund Balance - AZ Homeownership

100,470.00

Total Unrestricted/Designated

30,839,998.00

3900 · Unrestricted/Undesignated

6,713,840.98

Net Income

8,063,271.52

Total Equity

46,417,929.50

TOTAL LIABILITIES & EQUITY

46,666,649.50

CONNECTING LEADERS TOGETHER

FINANCIAL DETAILS



Eric Gibbs, Sr., President

Scott Drucker, CEO



Arizona Association of REALTORS®
Balance Sheet
As of January 31, 2023

	Jan 31, 23
ASSETS	
Current Assets	
Checking/Savings	
1000 · Combined Operating Cash Account	
100.3 · Operating Acc. - MidFirst 2997	477,728.21
100.4 · AFLAC 125 Claims - MidFirst	6,646.39
101.5 · UBS - AAR Main RMA	10,447,357.06
Total 1000 · Combined Operating Cash Account	10,931,731.66
1005 · Q-GARP Portfolio - UBS	
1005.1 · Strategic Initiative Q-GARP	129,537.42
1005.2 · Capital Reserve Q-GARP	207,030.01
1005.3 · Issues Mob. Q-GARP	653,590.95
Total 1005 · Q-GARP Portfolio - UBS	990,158.38
1006 · Dividend Ruler Portfolio - UBS	
1006.1 · Strategic Initiative Div. Ruler	138,937.78
1006.2 · Capital Reserve Dividend Ruler	223,860.78
1006.3 · Issues Mob. Dividend Ruler	706,387.18
Total 1006 · Dividend Ruler Portfolio - UBS	1,069,185.74
1007 · Portfolio Management - UBS	
1007.1 · Strat Initiative Portfolio Mgmt	134,973.30
1007.2 · Capital Reserve Portfolio Mgmt	205,062.44
1007.3 · Issues Mob. Portfolio Mgmt	682,888.17
Total 1007 · Portfolio Management - UBS	1,022,923.91
10081 · BlackRock - UBS	
10081.1 · Capital Reserve - BlackRock	3,061,505.16
10081.2 · Operating Reserve - BlackRock	6,649,520.18
10081.3 · Issues Mobilization - BlackRock	3,777,728.69
10081.4 · Strategic Initiative - BlackRoc	1,251,313.82
Total 10081 · BlackRock - UBS	14,740,067.85
10082 · KAR - UBS	
10082.1 · Capital Purchase - KAR	162,121.66
10082.2 · Issues Mobilization - KAR	526,014.15
10082.3 · Strategic Initiatves - KAR	97,889.02
Total 10082 · KAR - UBS	786,024.83
101.40 · Combined Strategic Initiative	
101.43 · Strategic Initiative - UBS	1,893,469.80
101.44 · Strategic Init Check - MidFirst	65,439.45
Total 101.40 · Combined Strategic Initiative	1,958,909.25
101.66 · Operating Reserve Net	
102 · Cash in Op Reserve - UBS	4,657,845.24
Total 101.66 · Operating Reserve Net	4,657,845.24
103 · Capital Reserve Checking RMA	3,009,751.66
104 · Issues Mob Accounts - UBS	
104.4 · Issues Mob Fund - UBS RMA	4,913,439.19
Total 104 · Issues Mob Accounts - UBS	4,913,439.19
105 · Cash-AZ Bank & Trust/Prop Mgmt	7,904.16
106.. · AZ Homeownership Alliance RMA	403,920.35
111 · PSF	
111 · Political Survival Fund	19,792.74
Total 111 · PSF	19,792.74
Total Checking/Savings	44,511,654.96
Accounts Receivable	
112 · A/R	4,556.72

Arizona Association of REALTORS®
Balance Sheet
As of January 31, 2023

	Jan 31, 23
Total Accounts Receivable	4,556.72
Other Current Assets	
Prepaid Expenses and Deposits	
123 · Monthly Prepays	
123.008 · February Pre-Pays	19,131.58
123.009 · March Pre-Pays	11,595.31
123.010 · April Pre-Pays	4,263.52
123.011 · May Pre-Pays	15,964.20
Total 123 · Monthly Prepays	50,954.61
124 · Prepaid Expenses	
124.2 · Prepaid Postage-Pitney Bowes	250.84
Total 124 · Prepaid Expenses	250.84
Total Prepaid Expenses and Deposits	51,205.45
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	151,256.39
Total Current Assets	44,667,468.07
Fixed Assets	
Property and Equipment	
Total Accumulated Depreciation	
151 · A/D - Furn & Equipment	-192,958.15
157 · A/D - Computer	-578,057.44
161 · A/D - Leasehold Imprvments	-1,254,054.46
165 · A/D - Building Osborn	-1,197,760.06
167 · A/D - Tenant Improvements	-80,945.83
Total Total Accumulated Depreciation	-3,303,775.94
150 · Furniture & Equipment	311,606.36
156 · Computer	637,149.18
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	20,387.52
Total Property and Equipment	1,999,181.43
Total Fixed Assets	1,999,181.43
TOTAL ASSETS	46,666,649.50
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
200 · Accounts Payable	35,854.38
Total Accounts Payable	35,854.38
Credit Cards	
203.1 · MidFirst Business Credit Card	30,902.46
Total Credit Cards	30,902.46
Other Current Liabilities	
214 · Accrued Salaries & P/R Taxes	
2100 · Payroll Liabilities	9,427.40
214 · Accrued Salaries & P/R Taxes - Other	4,858.16
Total 214 · Accrued Salaries & P/R Taxes	14,285.56
215 · Security Deposits Payable - Osb	15,189.29

Arizona Association of REALTORS®
Balance Sheet
 As of January 31, 2023

	Jan 31, 23
228 · Deferred Income	
232 · Deferred Income Other	6,000.00
Total 228 · Deferred Income	6,000.00
240 · Stale Dated Checks/Escheat	2,921.48
275 · Arbitration Case Pending	27,260.13
295 · Current portion of LTD	31,513.63
Total Other Current Liabilities	97,170.09
Total Current Liabilities	163,926.93
Long Term Liabilities	
285 · Capital Lease Payable	84,793.07
Total Long Term Liabilities	84,793.07
Total Liabilities	248,720.00
Equity	
Temporarily restricted	
304 · Fund Bal - Issues Mobilization	800,819.00
Total Temporarily restricted	800,819.00
Unrestricted/Designated	
302 · Fund Bal - Operating Reserve	10,807,553.00
303 · Fund Bal - Capital	6,414,288.00
305 · Fund Bal - Issues Mobilization	10,519,797.00
307 · Fund Bal - Strategic Initiative	2,997,890.00
308 · Fund Bal - AZ Homeownership	100,470.00
Total Unrestricted/Designated	30,839,998.00
3900 · Unrestricted/Undesignated	6,713,840.98
Net Income	8,063,271.52
Total Equity	46,417,929.50
TOTAL LIABILITIES & EQUITY	46,666,649.50

2023 Funds Analysis Operating Reserve

ACCOUNT	Acct. #	Balance Forward	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	NET
AAR Operating Reserve - RMA	UX66383	\$ 4,633,391.20													
Dividend and Interest Income (including accrued)			\$12,067.09												
Deposits															\$0.00
Withdrawals			(\$1,365.00)												(\$1,365.00)
Change in Market Value			\$13,751.95												\$13,751.95
Total															<u>\$ 4,857,845.24</u>
AAR Operating Reserve - BlackRock	UX17968	\$ 6,600,855.22													
Dividend and Interest Income (including accrued)			\$21,892.66												
Deposits															\$0.00
Withdrawals			(\$6,588.60)												(\$6,588.60)
Change in Market Value			\$33,360.90												\$33,360.90
Fees															\$0.00
Total															<u>\$ 6,649,520.18</u>
TOTAL															<u>\$ 11,307,365.42</u>
Year-to-Date Change in Value:		<u>\$ 73,119.00</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.

2023 Funds Analysis Issues Mobilization

ACCOUNT	Acct #	Balance Forward	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	NET
Realtime Issues Mob. - RMA	UX68861	\$ 4,854,888.94													
Dividend and Interest Income (income account)			\$11,818.78												\$ 4,864,888.94
Deposits			\$1,525.00												\$11,818.78
Withdrawals															\$0.00
Change in Market Value			\$5,206.47												\$5,206.47
Fees															\$0.00
Total															\$ 4,913,438.19
Realtime Issues Mob. - Q-GARP	UX52383	\$ 618,458.36													
Dividend and Interest Income (income account)			\$75.57												\$ 618,458.36
Deposits															\$75.57
Withdrawals			(\$614.31)												(\$614.31)
Change in Market Value			\$35,700.99												\$35,700.99
Fees															\$0.00
Total															\$ 633,990.85
Realtime Issues Mob. - Dividend Ruler	UX52385	\$ 686,877.66													
Dividend and Interest Income (income account)			\$554.65												\$ 686,877.66
Deposits															\$554.65
Withdrawals			(\$742.65)												(\$742.65)
Change in Market Value			\$9,707.52												\$9,707.52
Fees															\$0.00
Total															\$ 706,387.18
Realtime Issues Mob. - Portfolio Management	UX42722	\$ 630,997.61													
Dividend and Interest Income (income account)			\$390.19												\$ 630,997.61
Deposits															\$390.19
Withdrawals			(\$1,422.80)												(\$1,422.80)
Change in Market Value			\$52,922.97												\$52,922.97
Fees															\$0.00
Total															\$ 682,888.17
Realtime Issues Mob. - BlackRock	UX50021	\$ 3,750,217.06													
Dividend and Interest Income (income account)			\$12,411.11												\$ 3,762,217.06
Deposits															\$12,411.11
Withdrawals			(\$3,750.14)												(\$3,750.14)
Change in Market Value			\$18,882.64												\$18,882.64
Fees															\$0.00
Total															\$ 3,777,228.89
Realtime Issues Mob. - KAR	UX57808	\$ 476,703.80													
Dividend and Interest Income (income account)			\$523.47												\$ 476,703.80
Deposits															\$523.47
Withdrawals			(\$1,028.60)												(\$1,028.60)
Change in Market Value			\$49,811.50												\$49,811.50
Fees															\$0.00
Total															\$ 526,014.15
TOTAL															\$ 11,280,048.33
Year-to-Date Change in Value:															\$ 191,904.90

*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.

2023 Funds Analysis Capital Reserve

ACCOUNT	Acct #	Balance Forward	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	NET
Capital Purchase - RMA	UX68672	\$ 2,998,269.39													
Dividend and Interest Income (including account)			\$7,078.48												\$ 7,078.48
Deposits															\$0.00
Withdrawals			(\$2,457.90)												(\$2,457.90)
Change in Market Value			\$6,861.69												\$6,861.69
Fees															\$0.00
Total															<u>\$ 3,009,751.66</u>
Capital Purchase - Q-GARP	UX52386	\$ 195,744.94													
Dividend and Interest Income (including account)			\$24.41												\$24.41
Deposits															\$0.00
Withdrawals			(\$1,012.61)												(\$1,012.61)
Change in Market Value			\$11,453.72												\$11,453.72
Fees															\$0.00
Total															<u>\$ 207,039.01</u>
Capital Purchase - Dividend Ruler	UX52388	\$ 220,820.37													
Dividend and Interest Income (including account)			\$174.96												\$174.96
Deposits															\$0.00
Withdrawals			(\$2,173.40)												(\$2,173.40)
Change in Market Value			\$3,083.25												\$3,083.25
Fees															\$0.00
Total															<u>\$ 223,860.78</u>
Capital Purchase - Portfolio Management	UX42723	\$ 189,541.72													
Dividend and Interest Income (including account)			\$117.33												\$117.33
Deposits															\$0.00
Withdrawals			(\$427.30)												(\$427.30)
Change in Market Value			\$15,830.69												\$15,830.69
Fees															\$0.00
Total															<u>\$ 205,082.46</u>
Capital Purchase - BlackRock	UX17969	\$ 3,038,567.21													
Dividend and Interest Income (including account)			\$3,992.80												\$3,992.80
Deposits															\$0.00
Withdrawals			(\$2,964.78)												(\$2,964.78)
Change in Market Value			\$15,939.93												\$15,939.93
Fees															\$0.00
Total															<u>\$ 3,061,505.16</u>
Capital Purchase - KAR	UX57810	\$ 146,920.43													
Dividend and Interest Income (including account)			\$162.09												\$162.09
Deposits															\$0.00
Withdrawals			(\$115.90)												(\$115.90)
Change in Market Value			\$15,354.94												\$15,354.94
Fees															\$0.00
Total															<u>\$ 182,121.66</u>
TOTAL		\$ 6,789,654.06													\$ 6,889,331.71
Year-to-Date Change in Value:		\$ 78,467.65													

*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.

Strategic Initiative

ACCOUNT	Act #	Balance Forward	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	NET
AAR Strategic Initiative MIDFIRST Checking															
AA-3026		\$ 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															<u>\$ 65,439.45</u>
Strategic Initiative - UBS RMA															
UX27682		\$ 1,894,703.51	\$4,938.48												\$ 1,894,703.51
Dividend and Interest Income (including account)															4,938.48
Deposits															0.00
Withdrawals															\$0.00
Change in Market Value															\$3,827.81
Fees															0.00
Total															<u>\$ 1,894,468.80</u>
Strategic Initiative - Q-GARP															
UX52889		\$ 122,574.13	\$15.05												\$ 122,574.13
Dividend and Interest Income (including account)															15.05
Deposits															0.00
Withdrawals															125.98
Change in Market Value															\$7,069.13
Fees															\$0.00
Total															<u>\$ 126,637.42</u>
Strategic Initiative - Dividend Ruler															
UX52570		\$ 137,075.21	\$109.42												\$ 137,075.21
Dividend and Interest Income (including account)															109.42
Deposits															0.00
Withdrawals															(35.23)
Change in Market Value															\$1,888.35
Fees															\$0.00
Total															<u>\$ 138,897.78</u>
Strategic Initiative - Portfolio Management															
UX42724		\$ 124,638.67	\$77.97												\$ 124,638.67
Dividend and Interest Income (including account)															77.97
Deposits															0.00
Withdrawals															296.91
Change in Market Value															\$10,313.47
Fees															\$0.00
Total															<u>\$ 134,873.30</u>
Strategic Initiative - BlackRock															
UX55105		\$ 1,242,141.68	\$4,130.94												\$ 1,242,141.68
Dividend and Interest Income (including account)															4,130.94
Deposits															\$0.00
Withdrawals															(51,270.47)
Change in Market Value															\$6,305.62
Fees															\$0.00
Total															<u>\$ 1,281,133.82</u>
Strategic Initiative - KAR															
UX86476		\$ 88,673.04	\$98.66												\$ 88,673.04
Dividend and Interest Income (including account)															98.66
Deposits															\$0.00
Withdrawals															(5,734.97)
Change in Market Value															\$9,292.24
Fees															\$0.00
Total															<u>\$ 97,888.92</u>
TOTAL															
		<u>\$ 3,665,451.09</u>													<u>\$ 3,711,560.59</u>
Year-to-Date Change in Value:															
		<u>\$ 46,108.90</u>													

2023 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 - MIDFIRST															
	xx-2997	\$ 366,670.81													
Deposits			\$4,322,416.77												
Withdrawals			(\$571,359.37)												
Transfers			(\$3,640,000.00)												
Total															<u>\$ 477,728.21</u>
AAR Main RMA															
Dividend and Interest Income (including accrued)	UX65381	\$ 6,791,693.58													
Transfers			\$10,964.15												
Withdrawals			\$3,640,000.00												
Change in Market Value			\$4,699.33												
Total															<u>\$ 10,447,357.06</u>
AZ Homeownership Alliance															
Dividend and Interest Income (including accrued)	UX45239	\$ 402,492.44													
Transfers			\$1,427.91												
Withdrawals															
Change in Market Value															
Fees															
Total															<u>\$ 403,920.35</u>
RAPAC - RMA															
Dividend and Interest Income (including accrued)	UX68862	\$ 1,921,266.29													
Deposits			\$5,620.98												
Transfers															
Withdrawals															
Change in Market Value			\$2,332.04												
Total															<u>\$ 1,929,219.31</u>
TOTAL															<u>\$ 9,482,123.12</u>

Arizona Association of REALTORS®
All Funds Budget vs. Actual
January 2023

	<u>Jan 23</u>
Ordinary Income/Expense	
Income	
410 · Interest Income	28,027.94
415 · Rental Income	4,538.45
417 · Gain on Investments	402,293.74
430 · Dues Income	8,288,563.34
433 · Forms Licensing	7,000.00
435 · Law Book	68.18
440 · Other Program Income	219.52
440.10 · Ethics Citation Fee	250.00
440.4 · Appeal Fees Retained	0.00
440.5 · Ethics Admin Fees	600.00
440.6 · Retained Fine	500.00
461 · Education Development	184.25
462 · Education Outreach	1,020.00
467 · REALTOR Institute	3,564.00
468 · rCRMS	2,356.00
469 · Spring Convention	32,967.00
472 · CRPM	1,600.00
491 · IM Contributions	1,555.00
Total Income	<u>8,775,307.42</u>
Gross Profit	<u>8,775,307.42</u>
Expense	
500 · Salaries/Benefits	255,129.66
540 · Staff Development	273.77
605 · Awards/Gifts	54.06
612 · Issues Mobilization Expenses	10,000.00
620 · Building Expense	19,459.63
630 · Catering/Hotel	3,148.81
631 · Computer Service and Expense	1,360.87
632 · Copying	398.96
639 · Dues & Commitments.	69,223.00
640 · Equipment Maintenance/Rental	3,450.77
660 · Management Fees	644.37
690 · Credit Card & EFT Fees/Misc.	106,298.19
693 · Investment Banking Fees	19,687.57
770 · Supplies	7,126.20
780 · Postage	423.52
781 · Printing	25.01
786 · Promotion	10,353.60
787 · Speaker Fees	28,075.00
788 · Staff Expense	324.71
790 · Subscriptions and Reference	7,714.51
810 · Contract Fees	156,448.27

Arizona Association of REALTORS®
All Funds Budget vs. Actual
January 2023

	<u>Jan 23</u>
850 · Telephone	2,952.60
867 · Travel	9,462.82
Total Expense	<u>712,035.90</u>
Net Ordinary Income	<u>8,063,271.52</u>
Net Income	<u><u>8,063,271.52</u></u>

**Arizona Association of REALTORS®
Operating Budget vs. Actual
January 2023**

	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	5,815.53	750.00	5,065.53	775.4%
415 · Rental Income	4,538.45	7,863.00	-3,324.55	57.7%
417 · Gain on Investments	9,847.95			
430 · Dues Income	8,288,563.34	8,199,975.00	88,588.34	101.1%
433 · Forms Licensing	7,000.00	7,000.00	0.00	100.0%
435 · Law Book	68.18	50.00	18.18	136.4%
440 · Other Program Income	219.52	0.00	219.52	100.0%
440.10 · Ethics Citation Fee	250.00	0.00	250.00	100.0%
440.4 · Appeal Fees Retained	0.00	500.00	-500.00	0.0%
440.5 · Ethics Admin Fees	600.00	0.00	600.00	100.0%
440.6 · Retained Fine	500.00	0.00	500.00	100.0%
461 · Education Development	184.25	95.00	89.25	193.9%
462 · Education Outreach	1,020.00	1,600.00	-580.00	63.8%
467 · REALTOR Institute	3,564.00	3,190.00	374.00	111.7%
468 · rCRMS	2,356.00	1,770.00	586.00	133.1%
469 · Spring Convention	32,967.00	7,200.00	25,767.00	457.9%
472 · CRPM	1,600.00	700.00	900.00	228.6%
Total Income	8,359,094.22	8,230,693.00	128,401.22	101.6%
Gross Profit	8,359,094.22	8,230,693.00	128,401.22	101.6%
Expense				
500 · Salaries/Benefits	255,129.66	265,000.00	-9,870.34	96.3%
540 · Staff Development	273.77	1,175.00	-901.23	23.3%
605 · Awards/Gifts	54.06	14,570.00	-14,515.94	0.4%
620 · Building Expense	19,459.63	26,244.64	-6,785.01	74.1%
630 · Catering/Hotel	3,148.81	68,425.00	-65,276.19	4.6%
631 · Computer Service and Expense	161.87	848.38	-686.51	19.1%
632 · Copying	398.96	475.00	-76.04	84.0%
639 · Dues & Commitments.	69,223.00	70,580.00	-1,357.00	98.1%
640 · Equipment Maintenance/Rental	3,450.77	8,517.26	-5,066.49	40.5%
690 · Credit Card & EFT Fees/Misc.	106,298.19	110,000.00	-3,701.81	96.6%
770 · Supplies	7,126.20	6,696.67	429.53	106.4%
780 · Postage	423.52	856.50	-432.98	49.4%
781 · Printing	25.01	1,135.00	-1,109.99	2.2%
786 · Promotion	10,353.60	16,990.00	-6,636.40	60.9%
787 · Speaker Fees	28,075.00	28,600.00	-525.00	98.2%
788 · Staff Expense	324.71	350.00	-25.29	92.8%
790 · Subscriptions and Reference	7,714.51	8,063.99	-349.48	95.7%
810 · Contract Fees	156,448.27	211,973.52	-55,525.25	73.8%
850 · Telephone	2,952.60	3,689.00	-736.40	80.0%
867 · Travel	9,462.82	12,296.00	-2,833.18	77.0%
Total Expense	680,504.96	856,485.96	-175,981.00	79.5%
Net Ordinary Income	7,678,589.26	7,374,207.04	304,382.22	104.1%
Net Income	7,678,589.26	7,374,207.04	304,382.22	104.1%

**Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2023**

	Total 1500 Legislative & Pol. Affairs			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00	14,320.00	-14,320.00	0.0%
620 · Building Expense	743.27	2,152.00	-1,408.73	34.5%
630 · Catering/Hotel	113.32	60,375.00	-60,261.68	0.2%
631 · Computer Service and Expense	0.00	323.38	-323.38	0.0%
632 · Copying	0.00	50.00	-50.00	0.0%
639 · Dues & Commitments.	13,000.00	16,365.00	-3,365.00	79.4%
640 · Equipment Maintenance/Rental	11.37	2,560.00	-2,548.63	0.4%
770 · Supplies	4,259.64	3,733.34	526.30	114.1%
780 · Postage	41.93	88.50	-46.57	47.4%
781 · Printing	0.00	1,100.00	-1,100.00	0.0%
786 · Promotion	852.86	1,565.00	-712.14	54.5%
788 · Staff Expense	324.71	350.00	-25.29	92.8%
790 · Subscriptions and Reference	4,860.99	5,403.99	-543.00	90.0%
810 · Contract Fees	20,099.96	70,060.34	-49,960.38	28.7%
850 · Telephone	285.14	599.00	-313.86	47.6%
867 · Travel	492.66	1,241.00	-748.34	39.7%
Total Expense	45,085.85	180,286.55	-135,200.70	25.0%
Net Ordinary Income	-45,085.85	-180,286.55	135,200.70	25.0%
Net Income	-45,085.85	-180,286.55	135,200.70	25.0%

**Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2023**

	1501 Government Area Support (1500 Legislative & Pol. Affairs)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	743.27	2,152.00	-1,408.73	34.5%
630 · Catering/Hotel	113.32	375.00	-261.68	30.2%
631 · Computer Service and Expense	0.00	323.38	-323.38	0.0%
632 · Copying	0.00	50.00	-50.00	0.0%
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	11.37	2,560.00	-2,548.63	0.4%
770 · Supplies	72.97	583.34	-510.37	12.5%
780 · Postage	41.93	88.50	-46.57	47.4%
781 · Printing	0.00	600.00	-600.00	0.0%
786 · Promotion	0.00			
788 · Staff Expense	324.71	350.00	-25.29	92.8%
790 · Subscriptions and Reference	0.00	119.99	-119.99	0.0%
810 · Contract Fees	3,164.30	10,927.00	-7,762.70	29.0%
850 · Telephone	285.14	599.00	-313.86	47.6%
867 · Travel	220.08	1,141.00	-920.92	19.3%
Total Expense	4,977.09	19,869.21	-14,892.12	25.0%
Net Ordinary Income	-4,977.09	-19,869.21	14,892.12	25.0%
Net Income	-4,977.09	-19,869.21	14,892.12	25.0%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January 2023

	1510 Legislative Advocacy (1500 Legislative & Pol. Affairs)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	13,000.00	16,365.00	-3,365.00	79.4%
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	852.86	1,565.00	-712.14	54.5%
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	4,860.99	5,284.00	-423.01	92.0%
810 · Contract Fees	10,758.00	10,833.34	-75.34	99.3%
850 · Telephone	0.00			
867 · Travel	272.58			
Total Expense	<u>29,744.43</u>	<u>34,047.34</u>	<u>-4,302.91</u>	<u>87.4%</u>
Net Ordinary Income	<u>-29,744.43</u>	<u>-34,047.34</u>	<u>4,302.91</u>	<u>87.4%</u>
Net Income	<u><u>-29,744.43</u></u>	<u><u>-34,047.34</u></u>	<u><u>4,302.91</u></u>	<u><u>87.4%</u></u>

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January 2023**

	1545 Local Lobbying Support (1500 Legislative & Pol. Affairs)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	0.00	100.00	-100.00	0.0%
Total Expense	0.00	100.00	-100.00	0.0%
Net Ordinary Income	0.00	-100.00	100.00	0.0%
Net Income	0.00	-100.00	100.00	0.0%

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January 2023**

	1550 Legislative Policy Dev. (1500 Legislative & Pol. Affairs)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	60,000.00	-60,000.00	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	3,898.51	3,150.00	748.51	123.8%
780 · Postage	0.00			
781 · Printing	0.00			
786 · Promotion	0.00			
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	6,177.66	47,750.00	-41,572.34	12.9%
850 · Telephone	0.00			
867 · Travel	0.00	0.00	0.00	0.0%
Total Expense	<u>10,076.17</u>	<u>110,900.00</u>	<u>-100,823.83</u>	<u>9.1%</u>
Net Ordinary Income	<u>-10,076.17</u>	<u>-110,900.00</u>	<u>100,823.83</u>	<u>9.1%</u>
Net Income	<u><u>-10,076.17</u></u>	<u><u>-110,900.00</u></u>	<u><u>100,823.83</u></u>	<u><u>9.1%</u></u>

**Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2023**

	1560 Fundraising Support (1500 Legislative & Pol. Affairs)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00	14,320.00	-14,320.00	0.0%
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	0.00	0.00	0.0%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00	0.00	0.00	0.0%
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	288.16	0.00	288.16	100.0%
780 · Postage	0.00	0.00	0.00	0.0%
781 · Printing	0.00			
786 · Promotion	0.00	0.00	0.00	0.0%
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00	0.00	0.00	0.0%
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	<u>288.16</u>	<u>14,320.00</u>	<u>-14,031.84</u>	<u>2.0%</u>
Net Ordinary Income	<u>-288.16</u>	<u>-14,320.00</u>	<u>14,031.84</u>	<u>2.0%</u>
Net Income	<u><u>-288.16</u></u>	<u><u>-14,320.00</u></u>	<u><u>14,031.84</u></u>	<u><u>2.0%</u></u>

Arizona Association of REALTORS®
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	1585 Governmental Communication (1500 Legislative & Pol. Affairs)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00	500.00	-500.00	0.0%
786 · Promotion	0.00	0.00	0.00	0.0%
788 · Staff Expense	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	0.00	550.00	-550.00	0.0%
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	<u>0.00</u>	<u>1,050.00</u>	<u>-1,050.00</u>	<u>0.0%</u>
Net Ordinary Income	<u>0.00</u>	<u>-1,050.00</u>	<u>1,050.00</u>	<u>0.0%</u>
Net Income	<u><u>0.00</u></u>	<u><u>-1,050.00</u></u>	<u><u>1,050.00</u></u>	<u><u>0.0%</u></u>

**Arizona Association of REALTORS®
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	Total 1600 Risk Management			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	219.52	0.00	219.52	100.0%
440.10 · Ethics Citation Fee	250.00	0.00	250.00	100.0%
440.4 · Appeal Fees Retained	0.00	500.00	-500.00	0.0%
440.5 · Ethics Admin Fees	600.00	0.00	600.00	100.0%
440.6 · Retained Fine	500.00	0.00	500.00	100.0%
Total Income	1,569.52	500.00	1,069.52	313.9%
Gross Profit	1,569.52	500.00	1,069.52	313.9%
Expense				
605 · Awards/Gifts	0.00	100.00	-100.00	0.0%
620 · Building Expense	1,014.56	1,860.00	-845.44	54.5%
630 · Catering/Hotel	493.76	500.00	-6.24	98.8%
640 · Equipment Maintenance/Rental	18.78	50.00	-31.22	37.6%
770 · Supplies	984.99	840.00	144.99	117.3%
780 · Postage	168.38	381.00	-212.62	44.2%
786 · Promotion	-1,500.00	1,000.00	-2,500.00	-150.0%
790 · Subscriptions and Reference	2,840.57	2,660.00	180.57	106.8%
810 · Contract Fees	21,717.01	22,014.00	-296.99	98.7%
850 · Telephone	471.00	625.00	-154.00	75.4%
867 · Travel	70.37	0.00	70.37	100.0%
Total Expense	26,279.42	30,030.00	-3,750.58	87.5%
Net Ordinary Income	-24,709.90	-29,530.00	4,820.10	83.7%
Net Income	-24,709.90	-29,530.00	4,820.10	83.7%

Arizona Association of REALTORS®
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	1601 Risk Management Support (1600 Risk Management)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	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	0.00	0.00	0.0%
620 · Building Expense	1,014.56	1,860.00	-845.44	54.5%
630 · Catering/Hotel	493.76	500.00	-6.24	98.8%
640 · Equipment Maintenance/Rental	18.78	50.00	-31.22	37.6%
770 · Supplies	120.53	340.00	-219.47	35.5%
780 · Postage	41.24	281.00	-239.76	14.7%
786 · Promotion	0.00	0.00	0.00	0.0%
790 · Subscriptions and Reference	0.00	0.00	0.00	0.0%
810 · Contract Fees	3,470.95	3,250.00	220.95	106.8%
850 · Telephone	471.00	625.00	-154.00	75.4%
867 · Travel	70.37	0.00	70.37	100.0%
Total Expense	<u>5,701.19</u>	<u>6,906.00</u>	<u>-1,204.81</u>	<u>82.6%</u>
Net Ordinary Income	<u>-5,701.19</u>	<u>-6,906.00</u>	<u>1,204.81</u>	<u>82.6%</u>
Net Income	<u><u>-5,701.19</u></u>	<u><u>-6,906.00</u></u>	<u><u>1,204.81</u></u>	<u><u>82.6%</u></u>

**Arizona Association of REALTORS®
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	1602 Legal Support (1600 Risk Management)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	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			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
786 · Promotion	0.00			
790 · Subscriptions and Reference	358.87	360.00	-1.13	99.7%
810 · Contract Fees	0.00	0.00	0.00	0.0%
850 · Telephone	0.00			
867 · Travel	0.00	0.00	0.00	0.0%
Total Expense	<u>358.87</u>	<u>360.00</u>	<u>-1.13</u>	<u>99.7%</u>
Net Ordinary Income	<u>-358.87</u>	<u>-360.00</u>	<u>1.13</u>	<u>99.7%</u>
Net Income	<u><u>-358.87</u></u>	<u><u>-360.00</u></u>	<u><u>1.13</u></u>	<u><u>99.7%</u></u>

**Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
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	1605 PS Enforcement (1600 Risk Management)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	250.00	0.00	250.00	100.0%
440.4 · Appeal Fees Retained	0.00	500.00	-500.00	0.0%
440.5 · Ethics Admin Fees	600.00	0.00	600.00	100.0%
440.6 · Retained Fine	500.00	0.00	500.00	100.0%
Total Income	1,350.00	500.00	850.00	270.0%
Gross Profit	1,350.00	500.00	850.00	270.0%
Expense				
605 · Awards/Gifts	0.00	100.00	-100.00	0.0%
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	0.00	0.00	0.0%
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	864.46	0.00	864.46	100.0%
780 · Postage	127.14	100.00	27.14	127.1%
786 · Promotion	0.00			
790 · Subscriptions and Reference	2,481.70	2,300.00	181.70	107.9%
810 · Contract Fees	628.79	630.00	-1.21	99.8%
850 · Telephone	0.00			
867 · Travel	0.00	0.00	0.00	0.0%
Total Expense	4,102.09	3,130.00	972.09	131.1%
Net Ordinary Income	-2,752.09	-2,630.00	-122.09	104.6%
Net Income	-2,752.09	-2,630.00	-122.09	104.6%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
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	1610 PS Training (1600 Risk Management)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	219.52	0.00	219.52	100.0%
440.10 · Ethics Citation Fee	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>219.52</u>	<u>0.00</u>	<u>219.52</u>	<u>100.0%</u>
Gross Profit	219.52	0.00	219.52	100.0%
Expense				
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00	0.00	0.00	0.0%
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00	500.00	-500.00	0.0%
780 · Postage	0.00			
786 · Promotion	0.00			
790 · Subscriptions and Reference	0.00	0.00	0.00	0.0%
810 · Contract Fees	0.00	0.00	0.00	0.0%
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	<u>0.00</u>	<u>500.00</u>	<u>-500.00</u>	<u>0.0%</u>
Net Ordinary Income	<u>219.52</u>	<u>-500.00</u>	<u>719.52</u>	<u>-43.9%</u>
Net Income	<u><u>219.52</u></u>	<u><u>-500.00</u></u>	<u><u>719.52</u></u>	<u><u>-43.9%</u></u>

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January 2023**

	1625 Risk Management Publicatns (1600 Risk Management)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	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	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
786 · Promotion	-1,500.00	1,000.00	-2,500.00	-150.0%
790 · Subscriptions and Reference	0.00	0.00	0.00	0.0%
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	-1,500.00	1,000.00	-2,500.00	-150.0%
Net Ordinary Income	1,500.00	-1,000.00	2,500.00	-150.0%
Net Income	1,500.00	-1,000.00	2,500.00	-150.0%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
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	Total 1650 Forms Development and Sale (1600 Risk Management)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	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%
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
786 · Promotion	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	782.46	800.00	-17.54	97.8%
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	<u>782.46</u>	<u>800.00</u>	<u>-17.54</u>	<u>97.8%</u>
Net Ordinary Income	<u>-782.46</u>	<u>-800.00</u>	<u>17.54</u>	<u>97.8%</u>
Net Income	<u><u>-782.46</u></u>	<u><u>-800.00</u></u>	<u><u>17.54</u></u>	<u><u>97.8%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
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	1665 Legal Hotline (1600 Risk Management)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
440 · Other Program Income	0.00			
440.10 · Ethics Citation Fee	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	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00	0.00	0.00	0.0%
786 · Promotion	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	16,834.81	17,334.00	-499.19	97.1%
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	16,834.81	17,334.00	-499.19	97.1%
Net Ordinary Income	-16,834.81	-17,334.00	499.19	97.1%
Net Income	-16,834.81	-17,334.00	499.19	97.1%

**Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2023**

	Total 1700 Business Services & Tech.			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	7,000.00	7,000.00	0.00	100.0%
Total Income	7,000.00	7,000.00	0.00	100.0%
Gross Profit	7,000.00	7,000.00	0.00	100.0%
Expense				
540 · Staff Development	0.00	875.00	-875.00	0.0%
620 · Building Expense	1,149.09	2,150.00	-1,000.91	53.4%
631 · Computer Service and Expense	21.65	275.00	-253.35	7.9%
639 · Dues & Commitments.	200.00	400.00	-200.00	50.0%
640 · Equipment Maintenance/Rental	22.55	0.00	22.55	100.0%
770 · Supplies	144.63	250.00	-105.37	57.9%
780 · Postage	47.82	56.00	-8.18	85.4%
781 · Printing	25.01	35.00	-9.99	71.5%
790 · Subscriptions and Reference	12.95	0.00	12.95	100.0%
810 · Contract Fees	89,818.64	98,421.43	-8,602.79	91.3%
850 · Telephone	654.10	660.00	-5.90	99.1%
867 · Travel	0.00	840.00	-840.00	0.0%
Total Expense	92,096.44	103,962.43	-11,865.99	88.6%
Net Ordinary Income	-85,096.44	-96,962.43	11,865.99	87.8%
Net Income	-85,096.44	-96,962.43	11,865.99	87.8%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
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	1701 Bus Services & Tech Suppt (1700 Business Services & Tech.)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
540 · Staff Development	0.00	125.00	-125.00	0.0%
620 · Building Expense	1,149.09	2,150.00	-1,000.91	53.4%
631 · Computer Service and Expense	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	22.55	0.00	22.55	100.0%
770 · Supplies	144.63	250.00	-105.37	57.9%
780 · Postage	47.82	56.00	-8.18	85.4%
781 · Printing	0.00	35.00	-35.00	0.0%
790 · Subscriptions and Reference	0.00	0.00	0.00	0.0%
810 · Contract Fees	1,730.33	1,754.00	-23.67	98.7%
850 · Telephone	654.10	660.00	-5.90	99.1%
867 · Travel	0.00	0.00	0.00	0.0%
Total Expense	3,748.52	5,030.00	-1,281.48	74.5%
Net Ordinary Income	-3,748.52	-5,030.00	1,281.48	74.5%
Net Income	-3,748.52	-5,030.00	1,281.48	74.5%

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January 2023**

	1730 IT Resource/Security Mgmt. (1700 Business Services & Tech.)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
540 · Staff Development	0.00			
620 · Building Expense	0.00			
631 · Computer Service and Expense	21.65	100.00	-78.35	21.7%
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	8,893.10	14,632.43	-5,739.33	60.8%
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	<u>8,914.75</u>	<u>14,732.43</u>	<u>-5,817.68</u>	<u>60.5%</u>
Net Ordinary Income	<u>-8,914.75</u>	<u>-14,732.43</u>	<u>5,817.68</u>	<u>60.5%</u>
Net Income	<u><u>-8,914.75</u></u>	<u><u>-14,732.43</u></u>	<u><u>5,817.68</u></u>	<u><u>60.5%</u></u>

**Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
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	1770 Business Services Dept. (1700 Business Services & Tech.)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	7,000.00	7,000.00	0.00	100.0%
Total Income	7,000.00	7,000.00	0.00	100.0%
Gross Profit	7,000.00	7,000.00	0.00	100.0%
Expense				
540 · Staff Development	0.00			
620 · Building Expense	0.00			
631 · Computer Service and Expense	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
781 · Printing	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	73,163.65	72,000.00	1,163.65	101.6%
850 · Telephone	0.00			
867 · Travel	0.00	840.00	-840.00	0.0%
Total Expense	73,163.65	72,840.00	323.65	100.4%
Net Ordinary Income	-66,163.65	-65,840.00	-323.65	100.5%
Net Income	-66,163.65	-65,840.00	-323.65	100.5%

**Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
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	1780 Communications (1700 Business Services & Tech.)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
Total Income	0.00	0.00	0.00	0.0%
Gross Profit	0.00	0.00	0.00	0.0%
Expense				
540 · Staff Development	0.00	500.00	-500.00	0.0%
620 · Building Expense	0.00			
631 · Computer Service and Expense	0.00	175.00	-175.00	0.0%
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00	0.00	0.00	0.0%
780 · Postage	0.00			
781 · Printing	25.01	0.00	25.01	100.0%
790 · Subscriptions and Reference	12.95	0.00	12.95	100.0%
810 · Contract Fees	4,531.56	8,535.00	-4,003.44	53.1%
850 · Telephone	0.00			
867 · Travel	0.00	0.00	0.00	0.0%
Total Expense	4,569.52	9,210.00	-4,640.48	49.6%
Net Ordinary Income	-4,569.52	-9,210.00	4,640.48	49.6%
Net Income	-4,569.52	-9,210.00	4,640.48	49.6%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January 2023

	1781 Diversity Committee (1700 Business Services & Tech.)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
433 · Forms Licensing	0.00			
Total Income	0.00	0.00	0.00	0.0%
Gross Profit	0.00	0.00	0.00	0.0%
Expense				
540 · Staff Development	0.00	250.00	-250.00	0.0%
620 · Building Expense	0.00			
631 · Computer Service and Expense	0.00			
639 · Dues & Commitments.	200.00	400.00	-200.00	50.0%
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00	0.00	0.00	0.0%
780 · Postage	0.00			
781 · Printing	0.00			
790 · Subscriptions and Reference	0.00			
810 · Contract Fees	1,500.00	1,500.00	0.00	100.0%
850 · Telephone	0.00			
867 · Travel	0.00	0.00	0.00	0.0%
Total Expense	1,700.00	2,150.00	-450.00	79.1%
Net Ordinary Income	-1,700.00	-2,150.00	450.00	79.1%
Net Income	-1,700.00	-2,150.00	450.00	79.1%

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January 2023**

	Total 1800 Professional & Bus.Develop			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	184.25	95.00	89.25	193.9%
462 · Education Outreach	1,020.00	1,600.00	-580.00	63.8%
467 · REALTOR Institute	3,564.00	3,190.00	374.00	111.7%
468 · rCRMS	2,356.00	1,770.00	586.00	133.1%
469 · Spring Convention	32,967.00	7,200.00	25,767.00	457.9%
472 · CRPM	1,600.00	700.00	900.00	228.6%
Total Income	41,691.25	14,555.00	27,136.25	286.4%
Gross Profit	41,691.25	14,555.00	27,136.25	286.4%
Expense				
620 · Building Expense	809.40	482.00	327.40	167.9%
640 · Equipment Maintenance/Rental	15.03	2,232.26	-2,217.23	0.7%
770 · Supplies	96.41	123.33	-26.92	78.2%
780 · Postage	34.31	31.00	3.31	110.7%
786 · Promotion	1,242.00	1,250.00	-8.00	99.4%
787 · Speaker Fees	28,075.00	28,600.00	-525.00	98.2%
810 · Contract Fees	5,036.61	1,911.25	3,125.36	263.5%
850 · Telephone	412.36	805.00	-392.64	51.2%
Total Expense	35,721.12	35,434.84	286.28	100.8%
Net Ordinary Income	5,970.13	-20,879.84	26,849.97	-28.6%
Net Income	5,970.13	-20,879.84	26,849.97	-28.6%

**Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2023**

	1801 Prof Dev Support (1800 Professional & Bus.Develop)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
472 · CRPM	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
620 · Building Expense	809.40	482.00	327.40	167.9%
640 · Equipment Maintenance/Rental	15.03	2,232.26	-2,217.23	0.7%
770 · Supplies	96.41	123.33	-26.92	78.2%
780 · Postage	34.31	31.00	3.31	110.7%
786 · Promotion	0.00	0.00	0.00	0.0%
787 · Speaker Fees	0.00			
810 · Contract Fees	3,271.41	578.25	2,693.16	565.7%
850 · Telephone	412.36	805.00	-392.64	51.2%
Total Expense	<u>4,638.92</u>	<u>4,251.84</u>	<u>387.08</u>	<u>109.1%</u>
Net Ordinary Income	<u>-4,638.92</u>	<u>-4,251.84</u>	<u>-387.08</u>	<u>109.1%</u>
Net Income	<u><u>-4,638.92</u></u>	<u><u>-4,251.84</u></u>	<u><u>-387.08</u></u>	<u><u>109.1%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January 2023

	1815 REALTOR Institute (1800 Professional & Bus.Develop)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
467 · REALTOR Institute	3,564.00	3,190.00	374.00	111.7%
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
472 · CRPM	0.00			
Total Income	<u>3,564.00</u>	<u>3,190.00</u>	<u>374.00</u>	<u>111.7%</u>
Gross Profit	3,564.00	3,190.00	374.00	111.7%
Expense				
620 · Building Expense	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00	0.00	0.00	0.0%
780 · Postage	0.00			
786 · Promotion	1,242.00	1,250.00	-8.00	99.4%
787 · Speaker Fees	750.00	750.00	0.00	100.0%
810 · Contract Fees	0.00	883.00	-883.00	0.0%
850 · Telephone	0.00			
Total Expense	<u>1,992.00</u>	<u>2,883.00</u>	<u>-891.00</u>	<u>69.1%</u>
Net Ordinary Income	<u>1,572.00</u>	<u>307.00</u>	<u>1,265.00</u>	<u>512.1%</u>
Net Income	<u><u>1,572.00</u></u>	<u><u>307.00</u></u>	<u><u>1,265.00</u></u>	<u><u>512.1%</u></u>

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January 2023**

	1820 rCRMS (1800 Professional & Bus.Develop)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	2,356.00	1,770.00	586.00	133.1%
469 · Spring Convention	0.00			
472 · CRPM	0.00			
Total Income	<u>2,356.00</u>	<u>1,770.00</u>	<u>586.00</u>	<u>133.1%</u>
Gross Profit	2,356.00	1,770.00	586.00	133.1%
Expense				
620 · Building Expense	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00	0.00	0.00	0.0%
780 · Postage	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	1,500.00	1,500.00	0.00	100.0%
810 · Contract Fees	0.00	0.00	0.00	0.0%
850 · Telephone	0.00			
Total Expense	<u>1,500.00</u>	<u>1,500.00</u>	<u>0.00</u>	<u>100.0%</u>
Net Ordinary Income	<u>856.00</u>	<u>270.00</u>	<u>586.00</u>	<u>317.0%</u>
Net Income	<u><u>856.00</u></u>	<u><u>270.00</u></u>	<u><u>586.00</u></u>	<u><u>317.0%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
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	1825 Cert. Res. Prop. Manager (1800 Professional & Bus.Develop)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
472 · CRPM	1,600.00	700.00	900.00	228.6%
Total Income	<u>1,600.00</u>	<u>700.00</u>	<u>900.00</u>	<u>228.6%</u>
Gross Profit	1,600.00	700.00	900.00	228.6%
Expense				
620 · Building Expense	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00	0.00	0.00	0.0%
780 · Postage	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	450.00	450.00	0.00	100.0%
810 · Contract Fees	0.00	0.00	0.00	0.0%
850 · Telephone	0.00			
Total Expense	<u>450.00</u>	<u>450.00</u>	<u>0.00</u>	<u>100.0%</u>
Net Ordinary Income	<u>1,150.00</u>	<u>250.00</u>	<u>900.00</u>	<u>460.0%</u>
Net Income	<u><u>1,150.00</u></u>	<u><u>250.00</u></u>	<u><u>900.00</u></u>	<u><u>460.0%</u></u>

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January 2023**

	1860 Spring Convention (1800 Professional & Bus.Develop)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	32,967.00	7,200.00	25,767.00	457.9%
472 · CRPM	0.00			
Total Income	<u>32,967.00</u>	<u>7,200.00</u>	<u>25,767.00</u>	<u>457.9%</u>
Gross Profit	32,967.00	7,200.00	25,767.00	457.9%
Expense				
620 · Building Expense	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00	0.00	0.00	0.0%
780 · Postage	0.00	0.00	0.00	0.0%
786 · Promotion	0.00	0.00	0.00	0.0%
787 · Speaker Fees	25,000.00	25,000.00	0.00	100.0%
810 · Contract Fees	917.70	0.00	917.70	100.0%
850 · Telephone	0.00			
Total Expense	<u>25,917.70</u>	<u>25,000.00</u>	<u>917.70</u>	<u>103.7%</u>
Net Ordinary Income	<u>7,049.30</u>	<u>-17,800.00</u>	<u>24,849.30</u>	<u>-39.6%</u>
Net Income	<u><u>7,049.30</u></u>	<u><u>-17,800.00</u></u>	<u><u>24,849.30</u></u>	<u><u>-39.6%</u></u>

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January 2023**

	1870 Education Outreach (1800 Professional & Bus.Develop)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	1,020.00	1,600.00	-580.00	63.8%
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
472 · CRPM	0.00			
Total Income	<u>1,020.00</u>	<u>1,600.00</u>	<u>-580.00</u>	<u>63.8%</u>
Gross Profit	1,020.00	1,600.00	-580.00	63.8%
Expense				
620 · Building Expense	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00	0.00	0.00	0.0%
780 · Postage	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	375.00	900.00	-525.00	41.7%
810 · Contract Fees	0.00	0.00	0.00	0.0%
850 · Telephone	0.00			
Total Expense	<u>375.00</u>	<u>900.00</u>	<u>-525.00</u>	<u>41.7%</u>
Net Ordinary Income	<u>645.00</u>	<u>700.00</u>	<u>-55.00</u>	<u>92.1%</u>
Net Income	<u><u>645.00</u></u>	<u><u>700.00</u></u>	<u><u>-55.00</u></u>	<u><u>92.1%</u></u>

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January 2023**

	1871 Education Development (1800 Professional & Bus.Develop)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	184.25	95.00	89.25	193.9%
462 · Education Outreach	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
472 · CRPM	0.00			
Total Income	<u>184.25</u>	<u>95.00</u>	<u>89.25</u>	<u>193.9%</u>
Gross Profit	184.25	95.00	89.25	193.9%
Expense				
620 · Building Expense	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00	0.00	0.00	0.0%
780 · Postage	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00			
810 · Contract Fees	0.00	0.00	0.00	0.0%
850 · Telephone	0.00			
Total Expense	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
Net Ordinary Income	<u>184.25</u>	<u>95.00</u>	<u>89.25</u>	<u>193.9%</u>
Net Income	<u><u>184.25</u></u>	<u><u>95.00</u></u>	<u><u>89.25</u></u>	<u><u>193.9%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January 2023

	1872 Instructor Development (1800 Professional & Bus.Develop)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
472 · CRPM	0.00			
Total Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
Gross Profit	0.00	0.00	0.00	0.0%
Expense				
620 · Building Expense	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00	0.00	0.00	0.0%
780 · Postage	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00	0.00	0.00	0.0%
810 · Contract Fees	847.50	0.00	847.50	100.0%
850 · Telephone	0.00			
Total Expense	<u>847.50</u>	<u>0.00</u>	<u>847.50</u>	<u>100.0%</u>
Net Ordinary Income	<u>-847.50</u>	<u>0.00</u>	<u>-847.50</u>	<u>100.0%</u>
Net Income	<u>-847.50</u>	<u>0.00</u>	<u>-847.50</u>	<u>100.0%</u>

**Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2023**

	1875 Broker University (1800 Professional & Bus.Develop)			% of Budget
	Jan 23	Budget	\$ Over Budget	
Ordinary Income/Expense				
Income				
461 · Education Development	0.00			
462 · Education Outreach	0.00			
467 · REALTOR Institute	0.00			
468 · rCRMS	0.00			
469 · Spring Convention	0.00			
472 · CRPM	0.00			
Total Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
Gross Profit	0.00	0.00	0.00	0.0%
Expense				
620 · Building Expense	0.00			
640 · Equipment Maintenance/Rental	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
786 · Promotion	0.00			
787 · Speaker Fees	0.00	0.00	0.00	0.0%
810 · Contract Fees	0.00	450.00	-450.00	0.0%
850 · Telephone	0.00			
Total Expense	<u>0.00</u>	<u>450.00</u>	<u>-450.00</u>	<u>0.0%</u>
Net Ordinary Income	<u>0.00</u>	<u>-450.00</u>	<u>450.00</u>	<u>0.0%</u>
Net Income	<u><u>0.00</u></u>	<u><u>-450.00</u></u>	<u><u>450.00</u></u>	<u><u>0.0%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January 2023

	Total 1900 Operations			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	5,815.53	750.00	5,065.53	775.4%
415 · Rental Income	4,538.45	7,863.00	-3,324.55	57.7%
417 · Gain on Investments	9,847.95			
430 · Dues Income	8,288,563.34	8,199,975.00	88,588.34	101.1%
435 · Law Book	68.18	50.00	18.18	136.4%
Total Income	<u>8,308,833.45</u>	<u>8,208,638.00</u>	<u>100,195.45</u>	<u>101.2%</u>
Gross Profit	8,308,833.45	8,208,638.00	100,195.45	101.2%
Expense				
500 · Salaries/Benefits	255,129.66	265,000.00	-9,870.34	96.3%
540 · Staff Development	273.77	300.00	-26.23	91.3%
605 · Awards/Gifts	54.06	150.00	-95.94	36.0%
620 · Building Expense	15,743.31	19,600.64	-3,857.33	80.3%
630 · Catering/Hotel	2,541.73	7,550.00	-5,008.27	33.7%
631 · Computer Service and Expense	140.22	250.00	-109.78	56.1%
632 · Copying	398.96	425.00	-26.04	93.9%
639 · Dues & Commitments.	56,023.00	53,815.00	2,208.00	104.1%
640 · Equipment Maintenance/Rental	3,383.04	3,675.00	-291.96	92.1%
690 · Credit Card & EFT Fees/Misc.	106,298.19	110,000.00	-3,701.81	96.6%
770 · Supplies	1,640.53	1,750.00	-109.47	93.7%
780 · Postage	131.08	300.00	-168.92	43.7%
786 · Promotion	9,758.74	13,175.00	-3,416.26	74.1%
810 · Contract Fees	19,776.05	19,566.50	209.55	101.1%
850 · Telephone	1,130.00	1,000.00	130.00	113.0%
867 · Travel	8,899.79	10,215.00	-1,315.21	87.1%
Total Expense	<u>481,322.13</u>	<u>506,772.14</u>	<u>-25,450.01</u>	<u>95.0%</u>
Net Ordinary Income	<u>7,827,511.32</u>	<u>7,701,865.86</u>	<u>125,645.46</u>	<u>101.6%</u>
Net Income	<u><u>7,827,511.32</u></u>	<u><u>7,701,865.86</u></u>	<u><u>125,645.46</u></u>	<u><u>101.6%</u></u>

**Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2023**

	1000 General Overhead (1900 Operations)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	5,815.53	750.00	5,065.53	775.4%
415 · Rental Income	0.00			
417 · Gain on Investments	9,847.95			
430 · Dues Income	0.00			
435 · Law Book	68.18	50.00	18.18	136.4%
Total Income	15,731.66	800.00	14,931.66	1,966.5%
Gross Profit	15,731.66	800.00	14,931.66	1,966.5%
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	273.77	300.00	-26.23	91.3%
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	140.22	250.00	-109.78	56.1%
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	3,383.04	3,675.00	-291.96	92.1%
690 · Credit Card & EFT Fees/Misc.	106,298.19	110,000.00	-3,701.81	96.6%
770 · Supplies	1,640.53	1,750.00	-109.47	93.7%
780 · Postage	0.00			
786 · Promotion	0.00			
810 · Contract Fees	15,502.71	13,659.00	1,843.71	113.5%
850 · Telephone	1,130.00	1,000.00	130.00	113.0%
867 · Travel	0.00			
Total Expense	128,368.46	130,634.00	-2,265.54	98.3%
Net Ordinary Income	-112,636.80	-129,834.00	17,197.20	86.8%
Net Income	-112,636.80	-129,834.00	17,197.20	86.8%

**Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
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	1402 Individual Dues (1400 Dues)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	14,225.00			
435 · Law Book	0.00			
Total Income	<u>14,225.00</u>			
Gross Profit	14,225.00			
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			
786 · Promotion	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	<u>0.00</u>			
Net Ordinary Income	<u>14,225.00</u>			
Net Income	<u><u>14,225.00</u></u>			

Arizona Association of REALTORS®
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	1404 NAR Institute Affiliates (1400 Dues)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	1,300.84			
435 · Law Book	0.00			
Total Income	<u>1,300.84</u>			
Gross Profit	1,300.84			
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			
786 · Promotion	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	<u>0.00</u>			
Net Ordinary Income	<u>1,300.84</u>			
Net Income	<u><u>1,300.84</u></u>			

Arizona Association of REALTORS®
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	1400 Dues - Other (1400 Dues)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	8,273,037.50	8,199,975.00	73,062.50	100.9%
435 · Law Book	0.00			
Total Income	<u>8,273,037.50</u>	<u>8,199,975.00</u>	<u>73,062.50</u>	<u>100.9%</u>
Gross Profit	8,273,037.50	8,199,975.00	73,062.50	100.9%
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
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			
786 · Promotion	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	<u>0.00</u>			
Net Ordinary Income	<u>8,273,037.50</u>	<u>8,199,975.00</u>	<u>73,062.50</u>	<u>100.9%</u>
Net Income	<u><u>8,273,037.50</u></u>	<u><u>8,199,975.00</u></u>	<u><u>73,062.50</u></u>	<u><u>100.9%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
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	Total 1400 Dues (1900 Operations)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	8,288,563.34	8,199,975.00	88,588.34	101.1%
435 · Law Book	0.00			
Total Income	<u>8,288,563.34</u>	<u>8,199,975.00</u>	<u>88,588.34</u>	<u>101.1%</u>
Gross Profit	8,288,563.34	8,199,975.00	88,588.34	101.1%
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			
786 · Promotion	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	<u>0.00</u>			
Net Ordinary Income	<u>8,288,563.34</u>	<u>8,199,975.00</u>	<u>88,588.34</u>	<u>101.1%</u>
Net Income	<u><u>8,288,563.34</u></u>	<u><u>8,199,975.00</u></u>	<u><u>88,588.34</u></u>	<u><u>101.1%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2023

	1901 Operations & Strategic Sup (1900 Operations)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	525.00	550.00	-25.00	95.5%
631 · Computer Service and Expense	0.00			
632 · Copying	398.96	425.00	-26.04	93.9%
639 · Dues & Commitments.	620.00	625.00	-5.00	99.2%
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	131.08	300.00	-168.92	43.7%
786 · Promotion	527.20	575.00	-47.80	91.7%
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	259.38	315.00	-55.62	82.3%
Total Expense	<u>2,461.62</u>	<u>2,790.00</u>	<u>-328.38</u>	<u>88.2%</u>
Net Ordinary Income	<u>-2,461.62</u>	<u>-2,790.00</u>	<u>328.38</u>	<u>88.2%</u>
Net Income	<u><u>-2,461.62</u></u>	<u><u>-2,790.00</u></u>	<u><u>328.38</u></u>	<u><u>88.2%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January 2023

	1903 Association Relations (1900 Operations)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	1,600.00	6,500.00	-4,900.00	24.6%
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			
786 · Promotion	350.07	500.00	-149.93	70.0%
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	49.16	150.00	-100.84	32.8%
Total Expense	<u>1,999.23</u>	<u>7,150.00</u>	<u>-5,150.77</u>	<u>28.0%</u>
Net Ordinary Income	<u>-1,999.23</u>	<u>-7,150.00</u>	<u>5,150.77</u>	<u>28.0%</u>
Net Income	<u><u>-1,999.23</u></u>	<u><u>-7,150.00</u></u>	<u><u>5,150.77</u></u>	<u><u>28.0%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2023

	1905 National Meetings (1900 Operations)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
Total Income	0.00			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
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.	55,403.00	53,190.00	2,213.00	104.2%
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
786 · Promotion	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	478.23	750.00	-271.77	63.8%
Total Expense	55,881.23	53,940.00	1,941.23	103.6%
Net Ordinary Income	-55,881.23	-53,940.00	-1,941.23	103.6%
Net Income	-55,881.23	-53,940.00	-1,941.23	103.6%

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
January 2023

	1920 EXCOM & Director Support (1900 Operations)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	54.06	150.00	-95.94	36.0%
620 · Building Expense	0.00			
630 · Catering/Hotel	416.73	500.00	-83.27	83.3%
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
786 · Promotion	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	8,113.02	9,000.00	-886.98	90.1%
Total Expense	<u>8,583.81</u>	<u>9,650.00</u>	<u>-1,066.19</u>	<u>89.0%</u>
Net Ordinary Income	<u>-8,583.81</u>	<u>-9,650.00</u>	<u>1,066.19</u>	<u>89.0%</u>
Net Income	<u><u>-8,583.81</u></u>	<u><u>-9,650.00</u></u>	<u><u>1,066.19</u></u>	<u><u>89.0%</u></u>

Arizona Association of REALTORS®

Profit & Loss Budget vs. Actual

January 2023

	1955 Public Relations (1900 Operations)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
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			
786 · Promotion	8,881.47	12,100.00	-3,218.53	73.4%
810 · Contract Fees	3,300.00	3,300.00	0.00	100.0%
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	<u>12,181.47</u>	<u>15,400.00</u>	<u>-3,218.53</u>	<u>79.1%</u>
Net Ordinary Income	<u>-12,181.47</u>	<u>-15,400.00</u>	<u>3,218.53</u>	<u>79.1%</u>
Net Income	<u><u>-12,181.47</u></u>	<u><u>-15,400.00</u></u>	<u><u>3,218.53</u></u>	<u><u>79.1%</u></u>

**Arizona Association of REALTORS®
 Profit & Loss Budget vs. Actual
 January 2023**

	1990 Personnel (1900 Operations)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	0.00			
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
Total Income	<u>0.00</u>			
Gross Profit	0.00			
Expense				
500 · Salaries/Benefits	255,129.66	265,000.00	-9,870.34	96.3%
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	0.00			
630 · Catering/Hotel	0.00			
631 · Computer Service and Expense	0.00			
632 · Copying	0.00			
639 · Dues & Commitments.	0.00			
640 · Equipment Maintenance/Rental	0.00			
690 · Credit Card & EFT Fees/Misc.	0.00			
770 · Supplies	0.00			
780 · Postage	0.00			
786 · Promotion	0.00			
810 · Contract Fees	0.00			
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	<u>255,129.66</u>	<u>265,000.00</u>	<u>-9,870.34</u>	<u>96.3%</u>
Net Ordinary Income	<u>-255,129.66</u>	<u>-265,000.00</u>	<u>9,870.34</u>	<u>96.3%</u>
Net Income	<u><u>-255,129.66</u></u>	<u><u>-265,000.00</u></u>	<u><u>9,870.34</u></u>	<u><u>96.3%</u></u>

Arizona Association of REALTORS®
Profit & Loss Budget vs. Actual
 January 2023

	6000 Building (1900 Operations)			
	Jan 23	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
410 · Interest Income	0.00			
415 · Rental Income	4,538.45	7,863.00	-3,324.55	57.7%
417 · Gain on Investments	0.00			
430 · Dues Income	0.00			
435 · Law Book	0.00			
Total Income	4,538.45	7,863.00	-3,324.55	57.7%
Gross Profit	4,538.45	7,863.00	-3,324.55	57.7%
Expense				
500 · Salaries/Benefits	0.00			
540 · Staff Development	0.00			
605 · Awards/Gifts	0.00			
620 · Building Expense	15,743.31	19,600.64	-3,857.33	80.3%
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			
786 · Promotion	0.00			
810 · Contract Fees	973.34	2,607.50	-1,634.16	37.3%
850 · Telephone	0.00			
867 · Travel	0.00			
Total Expense	16,716.65	22,208.14	-5,491.49	75.3%
Net Ordinary Income	-12,178.20	-14,345.14	2,166.94	84.9%
Net Income	-12,178.20	-14,345.14	2,166.94	84.9%