

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 | \$ 70,530.88 | \$ 30,718.00 | \$ (39,812.88) |
| 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**

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

**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

| | | |
|------------|--|------------|
| 403,920.35 | | 403,920.35 |
|------------|--|------------|

Political Survival Fund

| | | |
|------------------|--|-----------|
| <u>19,792.74</u> | | 19,792.74 |
|------------------|--|-----------|

Property Management

| | | |
|---|-----------------|--|
| Cash-AZ Bank & Trust - Preserve Property Management | <u>7,904.16</u> | |
|---|-----------------|--|

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

January 31, 2023

| | | |
|--|--|-----------------------------|
| | | 7,904.16 |
| | Total Checking/Savings | <u>44,511,654.96</u> |
| 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 | <u>50.94</u> |
| REACH Ventures | | 100,000.00 |
| Other Current Assets | | |
| Prepaid Expenses and Deposits | 250.84 | |
| Monthly Prepays | 50,954.61 | |
| | Total Prepaid Expenses and Deposits | <u>51,205.45</u> |
| | Total Other Current Assets | <u>51,256.39</u> |
| Total Current Assets | | <u>44,667,468.07</u> |
| 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 | <u>-3,303,775.94</u> |
| 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 | <u>5,302,957.37</u> |
| Total Fixed Assets | | 1,999,181.43 |
| Other Assets | | |
| Loan Cost / Leasing Commissions | | |
| Note Receivable | 0.00 | |
| | Total Other Assets | <u>0.00</u> |
| TOTAL ASSETS | | <u><u>46,666,649.50</u></u> |

**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 |

| 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 | | | | | | | | | | | | | \$ 4,633,391.20 |
| Dividend and Interest Income (including accrued) | | | \$12,067.09 | | | | | | | | | | | | \$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 | | | | | | | | | | | | | \$ 6,600,855.22 |
| Dividend and Interest Income (including accrued) | | | \$21,892.66 | | | | | | | | | | | | \$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>\$ 11,234,246.42</u> | | | | | | | | | | | | | <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 | | | (\$707.52) | | | | | | | | | | | | (\$707.52) |
| 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 | | | (\$3,750.12) | | | | | | | | | | | | (\$3,750.12) |
| 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 | | | (\$2,313.30) | | | | | | | | | | | | (\$2,313.30) |
| 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 | | | (\$15,950) | | | | | | | | | | | | (\$15,950) |
| Change in Market Value | | | \$15,354.94 | | | | | | | | | | | | \$15,354.94 |
| Fees | | | | | | | | | | | | | | | \$0.00 |
| Total | | | | | | | | | | | | | | | <u>\$ 182,121.66</u> |
| TOTAL | | <u>\$ 6,789,654.06</u> | | | | | | | | | | | | | <u>\$ 6,889,331.71</u> |
| Year-to-Date Change in Value: | | <u>\$ 78,467.65</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.

Strategic Initiative

| ACCOUNT | Act # | Balance Forward | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | NET |
|--|---------|------------------------|------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|------------------------|
| AAR Strategic Initiative MIDFIRST Checking | xx-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>\$ 1,894,703.51</u> |
| Strategic Initiative - Q-GARP | UX52389 | \$ 122,574.13 | \$15.05 | | | | | | | | | | | | \$ 122,574.13 |
| Dividend and Interest Income (including account) | | | | | | | | | | | | | | | 15.05 |
| Deposits | | | | | | | | | | | | | | | 0.00 |
| Withdrawals | | | | | | | | | | | | | | | 122.58 |
| Change in Market Value | | | | | | | | | | | | | | | \$7,069.13 |
| Fees | | | | | | | | | | | | | | | \$0.00 |
| Total | | | | | | | | | | | | | | | <u>\$ 122,574.13</u> |
| Strategic Initiative - Dividend Ruler | UX52379 | \$ 137,075.21 | \$109.42 | | | | | | | | | | | | \$ 137,075.21 |
| Dividend and Interest Income (including account) | | | | | | | | | | | | | | | 109.42 |
| Deposits | | | | | | | | | | | | | | | 0.00 |
| Withdrawals | | | | | | | | | | | | | | | 137.08 |
| Change in Market Value | | | | | | | | | | | | | | | \$1,888.35 |
| Fees | | | | | | | | | | | | | | | \$0.00 |
| Total | | | | | | | | | | | | | | | <u>\$ 137,075.21</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 | | | | | | | | | | | | | | | 286.11 |
| Change in Market Value | | | | | | | | | | | | | | | \$10,313.47 |
| Fees | | | | | | | | | | | | | | | \$0.00 |
| Total | | | | | | | | | | | | | | | <u>\$ 124,638.67</u> |
| Strategic Initiative - BlackRock | UX53105 | \$ 1,242,141.68 | \$4,130.94 | | | | | | | | | | | | \$ 1,242,141.68 |
| Dividend and Interest Income (including account) | | | | | | | | | | | | | | | 4,130.94 |
| Deposits | | | | | | | | | | | | | | | \$0.00 |
| Withdrawals | | | | | | | | | | | | | | | 1,273.47 |
| Change in Market Value | | | | | | | | | | | | | | | \$6,305.62 |
| Fees | | | | | | | | | | | | | | | \$0.00 |
| Total | | | | | | | | | | | | | | | <u>\$ 1,242,141.68</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 | | | | | | | | | | | | | | | 1,114.50 |
| Change in Market Value | | | | | | | | | | | | | | | \$9,292.24 |
| Fees | | | | | | | | | | | | | | | \$0.00 |
| Total | | | | | | | | | | | | | | | <u>\$ 88,673.04</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®
Profit & Loss Budget vs. Actual
 January 2023

| | 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®
Profit & Loss Budget vs. Actual
January 2023**

| | 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 | <u>1,569.52</u> | <u>500.00</u> | <u>1,069.52</u> | <u>313.9%</u> |
| 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 | <u>26,279.42</u> | <u>30,030.00</u> | <u>-3,750.58</u> | <u>87.5%</u> |
| Net Ordinary Income | <u>-24,709.90</u> | <u>-29,530.00</u> | <u>4,820.10</u> | <u>83.7%</u> |
| Net Income | <u><u>-24,709.90</u></u> | <u><u>-29,530.00</u></u> | <u><u>4,820.10</u></u> | <u><u>83.7%</u></u> |

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

| | 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®
 Profit & Loss Budget vs. Actual
 January 2023**

| | 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
January 2023**

| | 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 | <u>1,350.00</u> | <u>500.00</u> | <u>850.00</u> | <u>270.0%</u> |
| 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 | <u>4,102.09</u> | <u>3,130.00</u> | <u>972.09</u> | <u>131.1%</u> |
| Net Ordinary Income | <u>-2,752.09</u> | <u>-2,630.00</u> | <u>-122.09</u> | <u>104.6%</u> |
| Net Income | <u><u>-2,752.09</u></u> | <u><u>-2,630.00</u></u> | <u><u>-122.09</u></u> | <u><u>104.6%</u></u> |

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

| | 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 | <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 | -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 | <u>-1,500.00</u> | <u>1,000.00</u> | <u>-2,500.00</u> | <u>-150.0%</u> |
| Net Ordinary Income | <u>1,500.00</u> | <u>-1,000.00</u> | <u>2,500.00</u> | <u>-150.0%</u> |
| Net Income | <u><u>1,500.00</u></u> | <u><u>-1,000.00</u></u> | <u><u>2,500.00</u></u> | <u><u>-150.0%</u></u> |

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

| | 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
 January 2023

| | 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
January 2023

| | 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
 January 2023

| | 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
January 2023**

| | 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
 January 2023

| | 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 | <u>15,731.66</u> | <u>800.00</u> | <u>14,931.66</u> | <u>1,966.5%</u> |
| 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 | <u>128,368.46</u> | <u>130,634.00</u> | <u>-2,265.54</u> | <u>98.3%</u> |
| Net Ordinary Income | <u>-112,636.80</u> | <u>-129,834.00</u> | <u>17,197.20</u> | <u>86.8%</u> |
| Net Income | <u><u>-112,636.80</u></u> | <u><u>-129,834.00</u></u> | <u><u>17,197.20</u></u> | <u><u>86.8%</u></u> |

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

| | 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®
Profit & Loss Budget vs. Actual
 January 2023

| | 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®
Profit & Loss Budget vs. Actual
 January 2023

| | 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
 January 2023

| | 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 | <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. | 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 | <u>55,881.23</u> | <u>53,940.00</u> | <u>1,941.23</u> | <u>103.6%</u> |
| Net Ordinary Income | <u>-55,881.23</u> | <u>-53,940.00</u> | <u>-1,941.23</u> | <u>103.6%</u> |
| Net Income | <u><u>-55,881.23</u></u> | <u><u>-53,940.00</u></u> | <u><u>-1,941.23</u></u> | <u><u>103.6%</u></u> |

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% |