



August 2021 NNRMLS Financials

Board of Trustees

Wednesday, September 15, 2021

Noted Variances for August 2021

Assets/Current Liabilities

- **Prepaid Expenses/Accounts Payable (Accruals)**
 - This is where the quarterly Supra invoice is booked. There is a big difference between 2021 and 2020 because in 2020 after signing a new agreement with Supra, NNRMLS did not receive the Supra invoice until September.

MLS Income

- **Lockbox Sales/Key Lease Sales**
 - MLS Only Lockbox purchases and key leases have been more than expected so far this year.
- **Reactivation Fees**
 - This line item includes non-payment and no orientation shut-offs and is more than budgeted for so far this year.

Check Register

- **Total Monthly Checks**
 - Lower than normal because August Black Knight invoice was paid in July.

As of 8/31/21 NNRMLS had 5.4 months of Operating Reserves

Northern Nevada Regional Multiple Listing Service
ASSETS
August 31, 2021 and 2020

	UNAUDITED		
	2021	2020	
CURRENT ASSETS			
Petty Cash	\$ -	\$ -	
Checking Account	\$ 287,946.26	\$ 478,230.19	
MLS Reserves	\$ -	\$ -	
Equipment Reserves		\$ -	
Operating Reserves		\$ -	
LPL/Realtors Federal Cr. Union		\$ -	
Operating LPL Financial	\$ 100,000.00	\$ 100,000.00	
Operating Reserves LPL Financial	\$ 781,436.02	\$ 306,363.29	
Operating RFCU	\$ -	\$ -	
Equipment Reserves RFCU	\$ 50,000.00	\$ 50,000.00	
Operating Reserves RFCU	\$ 179,851.20	\$ 177,764.92	
Total Invested Amount	\$ 1,111,287.22	\$ 634,128.21	
TOTAL CASH	\$ 1,399,233.48	\$ 1,112,358.40	
Accounts Receivable	\$ 117,588.13	\$ 129,849.87	
Allow. Bad Debts	\$ (28,784.39)	\$ (36,206.86)	
	\$ -	\$ -	
Prepaid Expenses	\$ 151,452.34	\$ 50,006.62	
TOTAL INVENTORY REC. & PPD	\$ 240,256.08	\$ 143,649.63	
TOTAL CURRENT ASSETS	\$ 1,639,489.56	\$ 1,256,008.03	
FIXED ASSETS			
Computer Software	\$ (42.39)	\$ (15.85)	
Equipment & Furniture	\$ 25,730.39	\$ 9,513.67	
Leasehold Improvements	\$ (3,299.03)	\$ (1,067.88)	
TOTAL FIXED ASSETS	\$ 22,388.97	\$ 8,429.94	
TOTAL ASSETS	\$ 1,661,878.53	\$ 1,264,437.97	

Northern Nevada Regional Multiple Listing Service
Liabilities and Retained Income
August 31, 2021 and 2020

	UNAUDITED	
	2021	2020
CURRENT LIABILITIES		
Accounts payable	\$ (1,778.83)	\$ (1,778.83)
Accounts payable (Accruals)	\$ 127,020.73	\$ (803.64)
Retirement Plan	\$ -	\$ -
Refund Payable	\$ (4,012.40)	\$ (3,883.40)
Sales tax payable	\$ 419.14	\$ 409.86
401K Deductions	\$ -	\$ -
Accrued Federal Income Tax	\$ 65,875.21	\$ 74,466.73
American Express	\$ 24,268.01	\$ 8,675.72
Deferred Other Income	\$ -	\$ -
Deferred MLS Income	\$ -	\$ -
Deferred Lockbox Participating Fee	\$ -	\$ -
Deferred Key System Income	\$ -	\$ -
Deferred rDESK Fees	\$ -	\$ -
Deferred Goomzee	\$ -	\$ -
Deferred Staff Access Income	\$ -	\$ -
Deferred VOW Monthly Income	\$ -	\$ -
Deferred IDX Monthly Charge	\$ (90.00)	\$ (90.00)
Accrued Liability	\$ 711.60	\$ 664.00
Unclaimed Property	\$ 288.48	\$ 288.48
TOTAL LIABILITIES	\$ 212,701.94	\$ 77,948.92
RETAINED INCOME		
Retained Income, Beginning	\$ 1,115,709.17	\$ 844,441.00
Additional Paid-In Capital	\$ 200.00	\$ 200.00
Rev. Retained Income, Beginning	\$ 1,115,909.17	\$ 844,641.00
Net Increase (Decrease) Year to Date	\$ 333,267.42	\$ 341,848.05
YTD MLS Reserves	\$ -	\$ -
YTD Equipment Reserves	\$ -	\$ -
TOTAL RETAINED INCOME	\$ 1,449,176.59	\$ 1,186,489.05
TOTAL LIABILITY AND RETAINED INCOME	\$ 1,661,878.53	\$ 1,264,437.97

**Northern Nevada Regional Multiple Listing Service
Summary Sheet
For the Month Ended August 31, 2021**

	UNAUDITED					
	August	YEAR TO DATE	YTD 2020	% OF BUDGET	BUDGET	
INCOME						
MULTIPLE LISTING SERVICE	\$ 311,206	\$ 2,268,213	\$ 2,094,874	70%	\$ 3,239,138	
Total Income	\$ 311,206	\$ 2,268,213	\$ 2,094,874	70%	\$ 3,239,138	
EXPENSES						
MULTIPLE LISTING SERVICE	\$ 123,841	\$ 947,430	\$ 763,520	63%	\$ 1,499,250	
GEN. ADMINISTRATION	\$ 126,319	\$ 982,516	\$ 989,506	61%	\$ 1,599,249	
Total Expenses	\$ 250,160	\$ 1,929,946	\$ 1,753,026	62%	\$ 3,098,499	
Net Income (Loss)	\$ 61,046	\$ 338,267	\$ 341,848	241%	\$ 140,639	
OTHER INCOME						
TRUSTEES' REVISIONS	\$ -	\$ 5,000	\$ -	0%	\$ -	
Revised Net Income (Loss)	\$ 61,046	\$ 333,267	\$ 341,848	237%	\$ 140,639	

Northern Nevada Regional Multiple Listing Service
Multiple Listing Service
For the Month Ended August 31, 2021

	GL number	UNAUDITED August	YEAR TO DATE	YTD 2020	% OF BUDGET	BUDGET
INCOME						
MLS ONLY-NEW OFFICE	3101020	\$ 1,200	\$ 3,600	\$ 5,445	200%	\$ 1,800
MLS ONLY - ACTIVATION FEE	3102020	\$ 1,500	\$ 4,000	\$ 2,250	38%	\$ 10,500
SHAREHOLDER MEMBER OFFICE ACTIVATION FEE	3106020	\$ 450	\$ 4,200	\$ 3,900	117%	\$ 3,600
SHAREHOLDER MEMBER ACTIVATION FEE	3101021	\$ 8,400	\$ 55,500	\$ 50,946	96%	\$ 57,600
SERVICE FEES	3105020	\$ (1,877)	\$ 3,862	\$ 470	77%	\$ 5,000
MONTHLY STAFF/INTERN FEE	3107020	\$ 7,644	\$ 58,768	\$ 53,484	75%	\$ 78,720
MONTHLY MLS FEES	3108020	\$ 192,984	\$ 1,506,387	\$ 1,384,704	69%	\$ 2,192,832
MISC	3111020	\$ -	\$ -	\$ -	0%	\$ -
LOCKBOX SALES	3114021	\$ 110	\$ 880	\$ 330	100%	\$ 880
KEY LEASE SALES	3115020	\$ 100	\$ 600	\$ 600	240%	\$ 250
LOCKBOX KEY FEES	3117020	\$ 57,193	\$ 440,016	\$ 410,985	71%	\$ 622,524
REACTIVATION FEES	3124020	\$ 1,050	\$ 8,000	\$ 7,100	160%	\$ 5,000
MLS EXEMPT RENEWALS	3125020	\$ -	\$ 3,185	\$ 2,310	114%	\$ 2,800
BROKER RECIPROCITY/IDX	3127020	\$ 5,147	\$ 41,377	\$ 42,346	66%	\$ 63,000
VOW LICENSE AGREEMENTS	3127030	\$ 10,500	\$ 18,250	\$ 8,670	87%	\$ 21,000
MEDIA DATA LICENSE FEE	3127050	\$ -	\$ -	\$ 3,335	0%	\$ 4,250
3RD PARTY LICENSING	3127060	\$ 19,813	\$ 51,250	\$ 53,113	63%	\$ 81,750
3RD PARTY REV SHARE	31360010	\$ -	\$ 2,401	\$ 3,088	0%	\$ -
MLS ONLY ANNUAL RENEWAL FEE	3135020	\$ 50	\$ 12,650	\$ 11,550	93%	\$ 13,600
INTERNET ROYALTIES/REVENUE SHARE	3136020	\$ 795	\$ 4,007	\$ 3,890	73%	\$ 5,500
NEW STAFF ACTIVATION FEE	3142020	\$ 650	\$ 5,050	\$ 4,700	80%	\$ 6,300
PAPER BILLING SERVICE FEE	3145020	\$ 96	\$ 793	\$ 943	60%	\$ 1,320
TRANSFER FEE	3145120	\$ 50	\$ 200	\$ 70	53%	\$ 375
TEAM SET-UP	3146020	\$ -	\$ 50	\$ 75	50%	\$ 100
STAFF ID SET UP FEE	3190020	\$ 575	\$ 4,550	\$ 2,850	144%	\$ 3,150
ANNUAL STAFF ID RENEWAL FEE	3191020	\$ 180	\$ 2,880	\$ 2,320	111%	\$ 2,600
INSTANET FORMS RSAR/SNAR	3192020	\$ 4,208	\$ 32,297	\$ 29,720	70%	\$ 46,438
SSO FOR ASSOCIATIONS	3192022	\$ 308	\$ 2,450	\$ 2,437	67%	\$ 3,649
INTEREST INCOME	3809500	\$ 80	\$ 1,011	\$ 2,779	22%	\$ 4,600
GAIN (LOSS) ON ASSET SALE	399001	0	0	\$ 464	0%	\$ -
Total Income		\$ 311,206	\$ 2,268,213	\$ 2,094,874	70%	\$ 3,239,138
EXPENSES						
MEMBER SERVICE CENTERS	4102 & 4103	\$ 6,000	\$ 48,000	\$ 45,000	67%	\$ 72,000
SHAREHOLDER DIVIDEND	4104020	\$ -	\$ -	\$ -	0%	\$ -
RPAC CONTRIBUTION	4105020	\$ -	\$ 3,807	\$ 3,596	100%	\$ 3,807
SHOWING TIME	4114020	\$ 2,695	\$ 21,560	\$ 21,560	67%	\$ 32,340
SafeMLS FEES	4116020	\$ 6,319	\$ 50,269	\$ 42,530	72%	\$ 70,092
SINGLE SIGN-ON	4116320	\$ 2,165	\$ 17,258	\$ 14,944	67%	\$ 25,619
INSTANET	4116030	\$ 14,845	\$ 110,278	\$ 101,763	66%	\$ 166,723
CRS TAX	4118020	\$ 11,016	\$ 81,793	\$ 75,362	66%	\$ 123,554
LOCKBOX & KEY COSTS	4122020	\$ 42,745	\$ 323,629	\$ 182,624	70%	\$ 464,976
NEW INITIATIVES	4124020	\$ -	\$ 2,500	\$ -	25%	\$ 10,000
DOWN PAYMENT ASSISTANCE	4200020	\$ -	\$ -	\$ 1,600	0%	\$ -
PUBLIC WEBSITE	4137020	\$ 640	\$ 5,073	\$ 4,965	60%	\$ 8,505
USER FEE LICENSE PARAGON	4138020	\$ 33,736	\$ 250,418	\$ 230,718	66%	\$ 377,608
MLS RESERVES	4190020	\$ -	\$ -	\$ -	0%	\$ -
WEBSITE DEVELOPMENT	4120010	\$ 3,681	\$ 29,442	\$ -	78%	\$ 37,800
CLOUD MLX	4200030	\$ -	\$ 1,701	\$ 9,573	0%	\$ -
CLOUD STREAMS	4200040	\$ -	\$ 1,701	\$ 9,573	0%	\$ -
BROKER PUBLIC PORTAL		\$ -	\$ -	\$ -	0%	\$ 31,979
HOMESNAP	4138022	\$ -	\$ -	\$ 9,710	0%	\$ 39,448
REMINE	4210010	\$ -	\$ -	\$ 10,000	0%	\$ 12,500
MINDFLASH	4220010	\$ -	\$ -	\$ -	0%	\$ 22,299
Total expenses		\$ 123,841	\$ 947,430	\$ 763,520	63%	\$ 1,499,250
Net Income (Loss)		\$ 187,365	\$ 1,320,783	\$ 1,331,354	76%	\$ 1,739,888

Northern Nevada Regional Multiple Listing Service
General and Administration
For the Month Ended August 31, 2021

	GI Number	UNAUDITED			% OF		
		August	YEAR TO DATE	YTD 2020	BUDGET	BUDGET	
PERSONNEL							
SALARIES	5011110	\$ 59,635	\$ 467,185	\$ 441,012	63%	\$ 741,637	
PAYROLL TAXES & WC	5031110	\$ 5,081	\$ 42,865	\$ 40,467	63%	\$ 67,982	
EMPLOYEE INSURANCE	5041110	\$ 8,157	\$ 64,087	\$ 72,054	55%	\$ 117,186	
TRANSP. ALLOWANCE	5051110	\$ -	\$ 143	\$ 158	11%	\$ 1,250	
BONUSES	5062110	\$ -	\$ -	\$ -	0%	\$ 35,500	
PART TIME-TEMP	5061110	\$ -	\$ -	\$ -	0%	\$ 2,000	
EMPLOYEE RETIREMENT PLAN	5071110	\$ 3,059	\$ 21,873	\$ 13,761	34%	\$ 63,525	
PROMO/INCENTIVES	5072110	\$ -	\$ -	\$ -	0%	\$ 500	
STAFF EDUCATION	5073110	\$ -	\$ 3,774	\$ -	75%	\$ 5,000	
Total Personnel Expense		\$ 75,932	\$ 599,928	\$ 567,453	58%	\$ 1,034,580	
PROFESSIONAL SERV.							
ACCOUNTING FEES	5101110	\$ -	\$ 7,157	\$ 8,374	72%	\$ 10,000	
CONSULTANT FEES	5102110	\$ -	\$ -	\$ -	0%	\$ 5,000	
LEGAL FEES	5103110	\$ 3,588	\$ 27,388	\$ 41,911	105%	\$ 26,000	
LEGAL DEFENSE	5103220	\$ -	\$ 2,363	\$ -	12%	\$ 20,000	
NEW EMPLOYEE BACKGROUND CHECKS	5100110	\$ -	\$ 900	\$ -	150%	\$ 600	
LEADERSHIP							
AWARDS/GIFTS	5450110	\$ -	\$ 62	\$ 173	6%	\$ 1,000	
REGISTRATION FEES	5451110	\$ -	\$ 3,684	\$ 10,052	13%	\$ 28,150	
MEMBERSHIP DUES	5454110	\$ -	\$ 5,411	\$ 6,629	80%	\$ 6,750	
TRAVEL	5475110	\$ -	\$ 785	\$ 7,915	2%	\$ 48,000	
C.E.O. EXPENSE ACCT.	5621110	\$ -	\$ -	\$ -	0%	\$ 500	
Total Prof/Leadership Expenses		\$ 3,588	\$ 47,749	\$ 75,054	33%	\$ 146,000	
OPERATIONS							
BONDS & INSURANCE	5121110	\$ 1,046	\$ 7,711	\$ 5,966	73%	\$ 10,500	
DEPRECIATION EXPENSE	5141 / 5142 & 51	\$ 551	\$ 4,143	\$ 4,456	59%	\$ 7,000	
BAD DEBT EXPENSE	5115110	\$ -	\$ -	\$ -	0%	\$ -	
OTHER EQPT REPAIR/RNTL	5203110	\$ 169	\$ 1,884	\$ 2,163	47%	\$ 4,000	
COMPUTER/SERVER HARDWARE	5206110	\$ 242	\$ 4,356	\$ 4,497	51%	\$ 8,460	
COMPUTER SOFTWARE	5209110	\$ 2,610	\$ 44,192	\$ 67,510	57%	\$ 78,035	
SUBSCRIPTIONS	5231110	\$ -	\$ 199	\$ 313	54%	\$ 370	
MISC	5261110	\$ -	\$ -	\$ -	0%	\$ 300	
OFFICE SUPPLIES	5361110	\$ 748	\$ 2,550	\$ 1,287	50%	\$ 5,100	
POSTAGE	5381110	\$ 8	\$ 289	\$ 109	25%	\$ 1,175	
PRINTING	5401110	\$ 1,500	\$ 1,500	\$ -	100%	\$ 1,500	
LICENSES	5432110	\$ -	\$ 3,074	\$ 3,466	99%	\$ 3,100	
TELEPHONE	5441110	\$ 1,302	\$ 13,580	\$ 17,908	58%	\$ 23,526	
ADVERTISING & PROMOTION	5443110	\$ 1,370	\$ 6,657	\$ 17,989	12%	\$ 53,945	
SECURITY SERVICE	5445110	\$ 645	\$ 1,515	\$ 1,361	69%	\$ 2,203	
FACILITY MAINT/DÉCOR	5446110	\$ 4,487	\$ 19,494	\$ 4,924	115%	\$ 17,000	
MEETING EXPENSES	5703110	\$ -	\$ 2,504	\$ 758	26%	\$ 9,500	
UTILITIES	4817110	\$ 262	\$ 1,860	\$ 1,899	46%	\$ 4,000	
LEASE EXPENSE	4822110	\$ 6,840	\$ 54,530	\$ 53,010	66%	\$ 82,080	
Total Operating Expenses		\$ 21,779	\$ 170,035	\$ 187,615	55%	\$ 311,794	
TAXES AND FEES							
BANK & OTHER FEES-(INT INC)	5262110 & 38095	\$ 9,564	\$ 72,879	\$ 65,355	73%	\$ 100,000	
PERS. PROP. TAX.	5371110	\$ -	\$ 433	\$ 243	124%	\$ 350	
BUSINESS TAX	5421110	\$ -	\$ 2,902	\$ 2,915	48%	\$ 6,000	
SALES/USE TAX	5431110	\$ -	\$ -	\$ -	0%	\$ 525	
INCOME TAX PROVISION	6000010	\$ 15,457	\$ 88,590	\$ 90,871	0%	\$ -	
Total Taxes and Fees		\$ 25,020	\$ 164,804	\$ 159,385	154%	\$ 106,875	
TOTAL GEN. & ADMIN. EXP.		\$ 126,319	\$ 982,516	\$ 989,506	61%	\$ 1,599,249	

**Northern Nevada Regional Multiple Listing Service
Board of Trustees
For the Month Ended August 31, 2021**

		UNAUDITED			
	GL Number	August	YEAR TO DATE		YTD 2020
NNRMLS CEO SEARCH					
NEW EMPLOYEE BACKGROUND CHECK					
REMINE					
MINDFLASH					
MOVING EXPENSE			\$ -	\$	-
T360 STRATEGIC PLANNING			\$ 5,000.00		
TOTAL REVISIONS		\$ -	\$ 5,000.00	\$	-

Northern Nevada Regional Multiple Listing Service

Check Register

For the Month Ended August 31, 2021

Payee	Amount	Check No.	Date	Remarks
Loy Mach	\$43.30	10051	08/03/21	Hardware reimbursement
Rapattoni Corporation	\$625.45	10052	08/03/21	Rapattoni
Reno Sparks Assoc. of Realtors	\$3,000.00	10053	08/03/21	RSAR Monthly Service Center
Sierra Nevada Realtors	\$3,000.00	10054	08/03/21	SNR Monthly Service Center
Signs By Tomorrow	\$182.44	10055	08/03/21	New logo name badges/front door stickers
Clareity Security	\$8,483.29	1056	08/11/21	SSO/SafeMLS
Drinkwater Eaton Law Offices	\$3,587.50	10057	08/11/21	Legal Fees
Nevada Dept. of Taxation	\$18.13	10058	08/11/21	Sales/Use Tax
Stanley Convergent Security Solutions	\$173.93	10059	08/11/21	Security (June)
City of Reno Alarm Program	\$26.00	10060	08/12/21	Security - annual fee
Nevada State Bank	\$3,006.31	10061	08/16/21	Visa - Office Supplies/Software/Adv./Fac.Maint.
Voya	\$1,457.81	10062	08/16/21	Retirement Plan Fees
TIAA Commercial Finance, Inc.	\$168.67	10063	08/16/21	Copier Lease
Loy Mach	\$1,375.73	10064	08/24/21	Final Check
Best Life	\$1,009.35	10065	08/24/21	Insurance
Hometown Health	\$6,572.01	10066	08/24/21	Insurance
MetLife	\$500.66	10067	08/24/21	Insurance
Signs By Tomorrow	\$1,661.58	10068	08/24/21	New Logo Office Signs
Stanley Convergent Security Solutions	\$444.93	10069	08/24/21	Security (July Monthly & Service Call)
316Commercial, LLC	\$6,840.00	10070	08/30/21	Lease
BIO Sealed LLC	\$913.04	10071	08/30/21	Office Sanitation
Lopez Janitorial Services	\$765.45	10072	08/30/21	Janitorial
Total Monthly Checks	\$43,855.58			

TOTAL ASSET PERCENTAGES

