



December 2021 NNRMLS Financials

Board of Trustees

Wednesday, January 19, 2022

Noted Variances for December 2021

Summary Sheet

- **Revised Net Income (Loss)**
 - December shows a loss of \$23,661 for the month of December, which is because of these year-end expenses – Retirement Plan, Shareholder Dividends and Bonuses.

General and Administration

- **Meeting Expenses**
 - Includes \$5,000 BOT approved donation

As of 12/31/21 NNRMLS had 5.9 months of Operating Reserves

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

	UNAUDITED		
	2021	2020	
CURRENT ASSETS			
Petty Cash	\$ -	\$ -	
Checking Account	\$ 332,211.21	\$ 384,877.03	
MLS Reserves	\$ -	\$ -	
Equipment Reserves		\$ -	
Operating Reserves		\$ -	
LPL/Realtors Federal Cr. Union		\$ -	
Operating LPL Financial	\$ 100,000.00	\$ 100,000.00	
Operating Reserves LPL Financial	\$ 856,477.86	\$ 456,376.47	
Operating RFCU	\$ -	\$ -	
Equipment Reserves RFCU	\$ 50,000.00	\$ 50,000.00	
Operating Reserves RFCU	\$ 180,137.38	\$ 178,475.88	
Total Invested Amount	\$ 1,186,615.24	\$ 784,852.35	
TOTAL CASH	\$ 1,518,826.45	\$ 1,169,729.38	
Accounts Receivable	\$ 122,205.09	\$ 102,093.51	
Allow. Bad Debts	\$ (28,581.21)	\$ (33,223.21)	
	\$ -	\$ -	
Prepaid Expenses	\$ 97,005.98	\$ 83,274.27	
TOTAL INVENTORY REC. & PPD	\$ 190,629.86	\$ 152,144.57	
TOTAL CURRENT ASSETS	\$ 1,709,456.31	\$ 1,321,873.95	
FIXED ASSETS			
Computer Software	\$ 155.47	\$ (15.85)	
Equipment & Furniture	\$ 24,682.78	\$ 8,422.91	
Leasehold Improvements	\$ (4,383.25)	\$ (2,152.10)	
TOTAL FIXED ASSETS	\$ 20,455.00	\$ 6,254.96	
TOTAL ASSETS	\$ 1,729,911.31	\$ 1,328,128.91	

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

	UNAUDITED	
	2021	2020
CURRENT LIABILITIES		
Accounts payable	\$ (1,778.83)	\$ (1,778.83)
Accounts payable (Accruals)	\$ 156,157.76	\$ 125,651.32
Retirement Plan	\$ 36,840.95	\$ 34,482.15
Refund Payable	\$ (4,060.40)	\$ (3,947.90)
Sales tax payable	\$ 410.21	\$ 418.95
401K Deductions	\$ -	\$ -
Accrued Federal Income Tax	\$ 31,879.71	\$ 46,206.87
American Express	\$ 27,170.29	\$ 14,746.10
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	\$ 727.60	\$ 679.60
Unclaimed Property	\$ 288.48	\$ 288.48
TOTAL LIABILITIES	\$ 247,545.77	\$ 216,656.74
RETAINED INCOME		
Retained Income, Beginning	\$ 1,115,709.17	\$ 834,688.75
Additional Paid-In Capital	\$ 200.00	\$ 200.00
Rev. Retained Income, Beginning	\$ 1,115,909.17	\$ 834,888.75
Net Increase (Decrease) Year to Date	\$ 366,456.37	\$ 276,583.42
YTD MLS Reserves	\$ -	\$ -
YTD Equipment Reserves	\$ -	\$ -
TOTAL RETAINED INCOME	\$ 1,482,365.54	\$ 1,111,472.17
TOTAL LIABILITY AND RETAINED INCOME	\$ 1,729,911.31	\$ 1,328,128.91

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

	UNAUDITED					
	December	YEAR TO DATE	YTD 2020	% OF BUDGET	BUDGET	
INCOME						
MULTIPLE LISTING SERVICE	\$ 304,141	\$ 3,459,080	\$ 3,173,345	107%	\$ 3,239,138	
Total Income	\$ 304,141	\$ 3,459,080	\$ 3,173,345	107%	\$ 3,239,138	
EXPENSES						
MULTIPLE LISTING SERVICE	\$ 148,174	\$ 1,491,748	\$ 1,427,006	99%	\$ 1,499,250	
GEN. ADMINISTRATION	\$ 179,628	\$ 1,590,175	\$ 1,469,756	99%	\$ 1,599,249	
Total Expenses	\$ 327,802	\$ 3,081,923	\$ 2,896,762	99%	\$ 3,098,499	
Net Income (Loss)	\$ (23,661)	\$ 377,157	\$ 276,583	268%	\$ 140,639	
OTHER INCOME						
TRUSTEES' REVISIONS	\$ -	\$ 10,701	\$ -	0%	\$ -	
Revised Net Income (Loss)	\$ (23,661)	\$ 366,456	\$ 276,583	261%	\$ 140,639	

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

	GL number	UNAUDITED December	YEAR TO DATE	YTD 2020	% OF BUDGET	BUDGET
INCOME						
MLS ONLY-NEW OFFICE	3101020	\$ 1,200	\$ 6,300	\$ 6,440	350%	\$ 1,800
MLS ONLY - ACTIVATION FEE	3102020	\$ 1,750	\$ 8,750	\$ 3,000	83%	\$ 10,500
SHAREHOLDER MEMBER OFFICE ACTIVATION FEE	3106020	\$ 900	\$ 6,600	\$ 7,950	183%	\$ 3,600
SHAREHOLDER MEMBER ACTIVATION FEE	3101021	\$ 5,550	\$ 83,700	\$ 77,554	145%	\$ 57,600
SERVICE FEES	3105020	\$ 900	\$ 6,432	\$ 759	129%	\$ 5,000
MONTHLY STAFF/INTERN FEE	3107020	\$ 7,707	\$ 89,908	\$ 79,471	114%	\$ 78,720
MONTHLY MLS FEES	3108020	\$ 199,342	\$ 2,288,963	\$ 2,092,133	104%	\$ 2,192,832
MISC	3111020	\$ -	\$ -	\$ -	0%	\$ -
LOCKBOX SALES	3114021	\$ 110	\$ 1,540	\$ 440	175%	\$ 880
KEY LEASE/FOB SALES	3115020	\$ 200	\$ 1,300	\$ 600	520%	\$ 250
LOCKBOX KEY FEES	3117020	\$ 58,599	\$ 670,977	\$ 619,370	108%	\$ 622,524
REACTIVATION FEES	3124020	\$ 1,550	\$ 13,400	\$ 16,550	268%	\$ 5,000
MLS EXEMPT RENEWALS	3125020	\$ 70	\$ 3,360	\$ 2,625	120%	\$ 2,800
BROKER RECIPROCITY/IDX	3127020	\$ 5,136	\$ 62,016	\$ 62,733	98%	\$ 63,000
VOW LICENSE AGREEMENTS	3127030	\$ -	\$ 18,250	\$ 20,795	87%	\$ 21,000
MEDIA DATA LICENSE FEE	3127050	\$ -	\$ -	\$ 3,335	0%	\$ 4,250
3RD PARTY LICENSING	3127060	\$ 14,813	\$ 102,000	\$ 92,613	125%	\$ 81,750
3RD PARTY REV SHARE	31360010	\$ -	\$ 2,401	\$ 3,554	0%	\$ -
MLS ONLY ANNUAL RENEWAL FEE	3135020	\$ -	\$ 12,650	\$ 11,600	93%	\$ 13,600
INTERNET ROYALTIES/REVENUE SHARE	3136020	\$ 889	\$ 6,114	\$ 5,422	111%	\$ 5,500
NEW STAFF ACTIVATION FEE	3142020	\$ 400	\$ 8,250	\$ 5,850	131%	\$ 6,300
PAPER BILLING SERVICE FEE	3145020	\$ 94	\$ 1,173	\$ 1,357	89%	\$ 1,320
TRANSFER FEE	3145120	\$ -	\$ 200	\$ 70	53%	\$ 375
TEAM SET-UP	3146020	\$ -	\$ 50	\$ 150	50%	\$ 100
STAFF ID SET UP FEE	3190020	\$ 225	\$ 6,900	\$ 3,700	219%	\$ 3,150
ANNUAL STAFF ID RENEWAL FEE	3191020	\$ 20	\$ 3,500	\$ 2,460	135%	\$ 2,600
INSTANET FORMS RSAR/SNAR	3192020	\$ 4,294	\$ 49,325	\$ 45,192	106%	\$ 46,438
SSO FOR ASSOCIATIONS	3192022	\$ 308	\$ 3,684	\$ 3,653	101%	\$ 3,649
INTEREST INCOME	3809500	\$ 84	\$ 1,339	\$ 3,504	29%	\$ 4,600
GAIN (LOSS) ON ASSET SALE	399001	0	0	\$ 464	0%	\$ -
Total Income		\$ 304,141	\$ 3,459,080	\$ 3,173,345	107%	\$ 3,239,138
EXPENSES						
MEMBER SERVICE CENTERS	4102 & 4103	\$ 6,000	\$ 72,000	\$ 72,000	100%	\$ 72,000
SHAREHOLDER DIVIDEND	4104020	\$ 21,000	\$ 21,000	\$ 20,000	0%	\$ -
RPAC CONTRIBUTION	4105020	\$ -	\$ 3,807	\$ 3,596	100%	\$ 3,807
SHOWING TIME	4114020	\$ 3,165	\$ 33,281	\$ 32,340	103%	\$ 32,340
SafeMLS FEES	4116020	\$ 6,648	\$ 76,386	\$ 67,818	109%	\$ 70,092
SINGLE SIGN-ON	4116320	\$ 2,165	\$ 25,918	\$ 23,687	101%	\$ 25,619
INSTANET	4116030	\$ 15,266	\$ 170,753	\$ 154,532	102%	\$ 166,723
CRS TAX	4118020	\$ 11,328	\$ 126,667	\$ 114,497	103%	\$ 123,554
LOCKBOX & KEY COSTS	4122020	\$ 43,581	\$ 494,073	\$ 488,998	106%	\$ 464,976
NEW INITIATIVES	4124020	\$ -	\$ 2,500	\$ 8,164	25%	\$ 10,000
DOWN PAYMENT ASSISTANCE	4200020	\$ -	\$ -	\$ 1,600	0%	\$ -
PUBLIC WEBSITE	4137020	\$ 647	\$ 7,650	\$ 6,868	90%	\$ 8,505
USER FEE LICENSE PARAGON	4138020	\$ 34,692	\$ 387,845	\$ 350,530	103%	\$ 377,608
MLS RESERVES	4190020	\$ -	\$ -	\$ -	0%	\$ -
WEBSITE DEVELOPMENT	4120010	\$ 3,681	\$ 44,166	\$ 8,164	117%	\$ 37,800
CLOUD MLX	4200030	\$ -	\$ 1,701	\$ 16,102	0%	\$ -
CLOUD STREAMS	4200040	\$ -	\$ 1,701	\$ 16,102	0%	\$ -
BROKER PUBLIC PORTAL		\$ -	\$ -	\$ -	0%	\$ 31,979
HOMESNAP	4138022	\$ -	\$ -	\$ 9,710	0%	\$ 39,448
REMINE	4210010	\$ -	\$ -	\$ 10,000	0%	\$ 12,500
MINDFLASH	4220010	\$ -	\$ 22,299	\$ 22,299	100%	\$ 22,299
Total expenses		\$ 148,174	\$ 1,491,748	\$ 1,427,006	99%	\$ 1,499,250
Net Income (Loss)		\$ 155,967	\$ 1,967,332	\$ 1,746,339	113%	\$ 1,739,888

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

		UNAUDITED			% OF		
	GI Number	December	YEAR TO DATE	YTD 2020	BUDGET	BUDGET	
PERSONNEL							
SALARIES	5011110	\$ 63,297	\$ 704,955	\$ 652,234	95%	\$ 741,637	
PAYROLL TAXES & WC	5031110	\$ 6,182	\$ 64,398	\$ 60,773	95%	\$ 67,982	
EMPLOYEE INSURANCE	5041110	\$ 7,014	\$ 92,917	\$ 102,492	79%	\$ 117,186	
TRANSP. ALLOWANCE	5051110	\$ -	\$ 807	\$ 158	65%	\$ 1,250	
BONUSES	5062110	\$ 28,962	\$ 40,437	\$ 28,622	114%	\$ 35,500	
PART TIME-TEMP	5061110	\$ -	\$ -	\$ -	0%	\$ 2,000	
EMPLOYEE RETIREMENT PLAN	5071110	\$ 39,312	\$ 69,047	\$ 57,540	109%	\$ 63,525	
PROMO/INCENTIVES	5072110	\$ 400	\$ 500	\$ -	100%	\$ 500	
STAFF EDUCATION	5073110	\$ -	\$ 4,529	\$ 1,125	91%	\$ 5,000	
Total Personnel Expense		\$ 145,166	\$ 977,590	\$ 902,945	94%	\$ 1,034,580	
PROFESSIONAL SERV.							
ACCOUNTING FEES	5101110	\$ 300	\$ 7,457	\$ 8,374	75%	\$ 10,000	
CONSULTANT FEES	5102110	\$ -	\$ -	\$ -	0%	\$ 5,000	
LEGAL FEES	5103110	\$ 5,513	\$ 46,381	\$ 66,336	178%	\$ 26,000	
LEGAL DEFENSE	5103220	\$ -	\$ 2,363	\$ -	12%	\$ 20,000	
NEW EMPLOYEE BACKGROUND CHECKS	5100110	\$ -	\$ 1,500	\$ 600	250%	\$ 600	
LEADERSHIP							
AWARDS/GIFTS	5450110	\$ 731	\$ 1,403	\$ 995	140%	\$ 1,000	
REGISTRATION FEES	5451110	\$ -	\$ 19,294	\$ 15,274	69%	\$ 28,150	
MEMBERSHIP DUES	5454110	\$ 300	\$ 5,856	\$ 6,734	87%	\$ 6,750	
TRAVEL	5475110	\$ 432	\$ 26,172	\$ 7,915	55%	\$ 48,000	
C.E.O. EXPENSE ACCT.	5621110	\$ 500	\$ 500	\$ -	100%	\$ 500	
Total Prof/Leadership Expenses		\$ 7,776	\$ 110,926	\$ 106,228	76%	\$ 146,000	
OPERATIONS							
BONDS & INSURANCE	5121110	\$ 1,046	\$ 11,894	\$ 9,251	113%	\$ 10,500	
DEPRECIATION EXPENSE	5141 / 5142 & 51	\$ 551	\$ 6,346	\$ 6,631	91%	\$ 7,000	
BAD DEBT EXPENSE	5115110	\$ -	\$ -	\$ -	0%	\$ -	
OTHER EQPT REPAIR/RNTL	5203110	\$ 352	\$ 2,886	\$ 3,006	72%	\$ 4,000	
COMPUTER/SERVER HARDWARE	5206110	\$ 17	\$ 11,119	\$ 13,588	131%	\$ 8,460	
COMPUTER SOFTWARE	5209110	\$ 2,367	\$ 62,022	\$ 88,962	79%	\$ 78,035	
SUBSCRIPTIONS	5231110	\$ -	\$ 199	\$ 313	54%	\$ 370	
MISC	5261110	\$ 152	\$ 152	\$ -	51%	\$ 300	
OFFICE SUPPLIES	5361110	\$ 621	\$ 4,596	\$ 1,913	90%	\$ 5,100	
POSTAGE	5381110	\$ -	\$ 626	\$ 237	53%	\$ 1,175	
PRINTING	5401110	\$ -	\$ 1,500	\$ 50	100%	\$ 1,500	
LICENSES	5432110	\$ -	\$ 3,074	\$ 3,466	99%	\$ 3,100	
TELEPHONE	5441110	\$ 1,634	\$ 23,537	\$ 28,809	100%	\$ 23,526	
ADVERTISING & PROMOTION	5443110	\$ 1,388	\$ 19,475	\$ 28,594	36%	\$ 53,945	
SECURITY SERVICE	5445110	\$ 174	\$ 2,558	\$ 2,028	116%	\$ 2,203	
FACILITY MAINT/DÉCOR	5446110	\$ 2,621	\$ 25,059	\$ 7,526	147%	\$ 17,000	
MEETING EXPENSES	5703110	\$ 6,395	\$ 10,979	\$ 5,758	116%	\$ 9,500	
UTILITIES	4817110	\$ 272	\$ 2,769	\$ 2,554	69%	\$ 4,000	
LEASE EXPENSE	4822110	\$ 6,840	\$ 81,890	\$ 79,610	100%	\$ 82,080	
Total Operating Expenses		\$ 24,432	\$ 270,682	\$ 282,297	87%	\$ 311,794	
TAXES AND FEES							
BANK & OTHER FEES-(INT INC)	5262110 & 38095	\$ 10,060	\$ 111,035	\$ 100,597	111%	\$ 100,000	
PERS. PROP. TAX.	5371110	\$ -	\$ 433	\$ 243	124%	\$ 350	
BUSINESS TAX	5421110	\$ 2,097	\$ 5,708	\$ 3,924	95%	\$ 6,000	
SALES/USE TAX	5431110	\$ -	\$ -	\$ -	0%	\$ 525	
INCOME TAX PROVISION	6000010	\$ (9,902)	\$ 113,801	\$ 73,522	0%	\$ -	
Total Taxes and Fees		\$ 2,255	\$ 230,977	\$ 178,287	216%	\$ 106,875	
TOTAL GEN. & ADMIN. EXP.		\$ 179,628	\$ 1,590,175	\$ 1,469,756	99%	\$ 1,599,249	

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

		UNAUDITED			
GL Number		December	YEAR TO DATE	YTD 2020	
T360 STRATEGIC PLANNING		\$ -	\$ 10,700.64	\$	-
TOTAL REVISIONS		\$ -	\$ 10,700.64	\$	-

**Northern Nevada Regional Multiple Listing Service
Check Register**

For the Month Ended December 31, 2021

Payee	Amount	Check No.	Date	Remarks
Bio Sealed LLC	\$913.04	10153	12/01/21	Office Sanitation
Black Knight Real Estate Group	\$61,286.25	10154	12/01/21	User Fees/Instanet/CRS Tax
Evans, Nelson & Company CPAs	\$300.00	10155	12/01/21	Personal Property Filing
Nevada Museum of Art, Inc.	\$1,250.00	10156	12/01/21	Advertising
Reno Sparks Assoc. of Realtors	\$3,000.00	10157	12/01/21	RSAR Monthly Service Center
Clareity Security	\$8,812.70	10160	12/09/21	SSO/SafeMLS
Drinkwater Eaton Law Offices	\$2,712.50	10161	12/09/21	Legal
MLS Aligned, LLC	\$100.00	10162	12/09/21	MLS Aligned
Rapattoni Corporation	\$625.45	10163	12/09/21	Rapattoni
Amie Duncan	\$461.75	10164	12/15/22	EE of the Year
Lopez Janitorial	\$1,445.85	10165	12/15/22	Janitorial (Nov & Dec)
Nevada State Bank	\$559.92	10166	12/15/22	Visa - Office Supplies/Software
Reno Sparks Assoc. of Realtors	\$14,700.00	10167	12/16/22	Shareholder Dividend
Sierra Nevada Realtors	\$6,300.00	10168	12/16/22	Shareholder Dividend
Brooke Murphy	\$10.82	10169	12/16/22	Office Supply Reimbursement
316Commercial, LLC	\$6,840.00	10170	12/28/22	Lease
MetLife	\$544.69	10171	12/28/22	Insurance
Total Monthly Checks	\$109,862.97			

TOTAL ASSET PERCENTAGES

