



May 2021 NNRMLS Financials

Board of Trustees

Wednesday, June 16, 2021

Noted Variances for May 2021

General and Administration

- **Employee Retirement Plan**
 - Annual Third-Party Administrator audit and filing fees
- **Accounting Fees**
 - Annual Accounting fees for Review and Federal Income Tax filing
- **Personal Property Tax**
 - Annual Personal Property Tax filing was a little higher than budgeted for 2021

As of 5/31/21 NNRMLS had 4.9 months of Operating Reserves

Northern Nevada Regional Multiple Listing Service

ASSETS

May 31, 2021 and 2020

	UNAUDITED		
	2021	2020	
CURRENT ASSETS			
Petty Cash	\$ -	\$ -	
Checking Account	\$ 146,765.60	\$ 265,897.25	
MLS Reserves	\$ -	\$ -	
Equipment Reserves		\$ -	
Operating Reserves		\$ -	
LPL/Realtors Federal Cr. Union		\$ -	
Operating LPL Financial	\$ 100,000.00	\$ 100,000.00	
Operating Reserves LPL Financial	\$ 781,413.86	\$ 286,353.33	
Operating RFCU	\$ -	\$ -	
Equipment Reserves RFCU	\$ 50,000.00	\$ 50,000.00	
Operating Reserves RFCU	\$ 179,532.50	\$ 176,868.75	
Total Invested Amount	\$ 1,110,946.36	\$ 613,222.08	
TOTAL CASH	\$ 1,257,711.96	\$ 879,119.33	
Accounts Receivable	\$ 93,678.29	\$ 103,976.09	
Allow. Bad Debts	\$ (31,289.44)	\$ (36,538.36)	
	\$ -	\$ -	
Prepaid Expenses	\$ 134,788.72	\$ 55,507.15	
TOTAL INVENTORY REC. & PPD	\$ 197,177.57	\$ 122,944.88	
TOTAL CURRENT ASSETS	\$ 1,454,889.53	\$ 1,002,064.21	
FIXED ASSETS			
Computer Software	\$ 229.10	\$ (284.85)	
Equipment & Furniture	\$ 26,254.14	\$ 10,365.67	
Leasehold Improvements	\$ (2,485.85)	\$ (254.70)	
TOTAL FIXED ASSETS	\$ 23,997.39	\$ 9,826.12	
TOTAL ASSETS	\$ 1,478,886.92	\$ 1,011,890.33	

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

	UNAUDITED	
	2021	2020
CURRENT LIABILITIES		
Accounts payable	\$ (1,778.83)	\$ (1,778.83)
Accounts payable (Accruals)	\$ 119,515.20	\$ (803.64)
Retirement Plan	\$ -	\$ -
Refund Payable	\$ (3,947.90)	\$ (3,851.90)
Sales tax payable	\$ 409.95	\$ 437.06
401K Deductions	\$ -	\$ -
Accrued Federal Income Tax	\$ 60,683.77	\$ 38,240.82
American Express	\$ 16,404.65	\$ 17,187.17
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	\$ 699.60	\$ 652.00
Unclaimed Property	\$ 288.48	\$ 288.48
TOTAL LIABILITIES	\$ 192,184.92	\$ 50,281.16
RETAINED INCOME		
Retained Income, Beginning	\$ 1,115,709.17	\$ 844,451.20
Additional Paid-In Capital	\$ 200.00	\$ 200.00
Rev. Retained Income, Beginning	\$ 1,115,909.17	\$ 844,651.20
Net Increase (Decrease) Year to Date	\$ 170,792.83	\$ 116,957.97
YTD MLS Reserves	\$ -	\$ -
YTD Equipment Reserves	\$ -	\$ -
TOTAL RETAINED INCOME	\$ 1,286,702.00	\$ 961,609.17
TOTAL LIABILITY AND RETAINED INCOME	\$ 1,478,886.92	\$ 1,011,890.33

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

	UNAUDITED					
	May	YEAR TO DATE	YTD 2020	% OF BUDGET	BUDGET	
INCOME						
MULTIPLE LISTING SERVICE	\$ 282,239	\$ 1,377,657	\$ 1,283,887	43%	\$ 3,239,138	
Total Income	\$ 282,239	\$ 1,377,657	\$ 1,283,887	43%	\$ 3,239,138	
EXPENSES						
MULTIPLE LISTING SERVICE	\$ 116,995	\$ 587,406	\$ 537,101	39%	\$ 1,499,250	
GEN. ADMINISTRATION	\$ 140,269	\$ 619,458	\$ 629,829	39%	\$ 1,599,249	
Total Expenses	\$ 257,264	\$ 1,206,864	\$ 1,166,929	39%	\$ 3,098,499	
Net Income (Loss)	\$ 24,975	\$ 170,793	\$ 116,958	121%	\$ 140,639	
OTHER INCOME						
TRUSTEES' REVISIONS	\$ -	\$ -	\$ -	0%	\$ -	
Revised Net Income (Loss)	\$ 24,975	\$ 170,793	\$ 116,958	121%	\$ 140,639	

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

	GL number	UNAUDITED May	YEAR TO DATE	YTD 2020	% OF BUDGET	BUDGET
INCOME						
MLS ONLY-NEW OFFICE	3101020	\$ 350	\$ 2,150	\$ 2,720	119%	\$ 1,800
MLS ONLY - ACTIVATION FEE	3102020	\$ -	\$ 500	\$ 750	5%	\$ 10,500
SHAREHOLDER MEMBER OFFICE ACTIVATION FEE	3106020	\$ 600	\$ 2,850	\$ 2,550	79%	\$ 3,600
SHAREHOLDER MEMBER ACTIVATION FEE	3101021	\$ 11,850	\$ 32,250	\$ 28,950	56%	\$ 57,600
SERVICE FEES	3105020	\$ 900	\$ 2,850	\$ 470	57%	\$ 5,000
MONTHLY STAFF/INTERN FEE	3107020	\$ 7,608	\$ 36,130	\$ 34,385	46%	\$ 78,720
MONTHLY MLS FEES	3108020	\$ 186,567	\$ 931,933	\$ 862,450	42%	\$ 2,192,832
MISC	3111020	\$ -	\$ -	\$ -	0%	\$ -
LOCKBOX SALES	3114021	\$ -	\$ 330	\$ 110	38%	\$ 880
KEY LEASE/FOB SALES	3115020	\$ 100	\$ 500	\$ 400	200%	\$ 250
LOCKBOX KEY FEES	3117020	\$ 55,160	\$ 270,663	\$ 256,404	43%	\$ 622,524
REACTIVATION FEES	3124020	\$ 1,050	\$ 4,750	\$ 6,000	95%	\$ 5,000
MLS EXEMPT RENEWALS	3125020	\$ 175	\$ 350	\$ 105	13%	\$ 2,800
BROKER RECIPROCITY/IDX	3127020	\$ 5,025	\$ 26,090	\$ 26,850	41%	\$ 63,000
VOW LICENSE AGREEMENTS	3127030	\$ -	\$ 7,750	\$ 3,545	37%	\$ 21,000
MEDIA DATA LICENSE FEE	3127050	\$ -	\$ -	\$ 3,335	0%	\$ 4,250
3RD PARTY LICENSING	3127060	\$ 3,563	\$ 23,563	\$ 21,500	29%	\$ 81,750
3RD PARTY REV SHARE	31360010	\$ 1,757	\$ 2,401	\$ 2,755	0%	\$ -
MLS ONLY ANNUAL RENEWAL FEE	3135020	\$ -	\$ 50	\$ 50	0%	\$ 13,600
INTERNET ROYALTIES/REVENUE SHARE	3136020	\$ 889	\$ 2,823	\$ 2,470	51%	\$ 5,500
NEW STAFF ACTIVATION FEE	3142020	\$ 1,000	\$ 3,400	\$ 3,250	54%	\$ 6,300
PAPER BILLING SERVICE FEE	3145020	\$ 98	\$ 501	\$ 605	38%	\$ 1,320
TRANSFER FEE	3145120	\$ -	\$ 25	\$ 70	7%	\$ 375
TEAM SET-UP	3146020	\$ -	\$ 50	\$ 50	50%	\$ 100
STAFF ID SET UP FEE	3190020	\$ 900	\$ 2,975	\$ 1,925	94%	\$ 3,150
ANNUAL STAFF ID RENEWAL FEE	3191020	\$ 240	\$ 760	\$ 160	29%	\$ 2,600
INSTANET FORMS RSAR/SNAR	3192020	\$ 4,043	\$ 19,820	\$ 18,505	43%	\$ 46,438
SSO FOR ASSOCIATIONS	3192022	\$ 308	\$ 1,525	\$ 1,525	42%	\$ 3,649
INTEREST INCOME	3809500	\$ 57	\$ 670	\$ 1,873	15%	\$ 4,600
GAIN (LOSS) ON ASSET SALE	399001	0	0	125	0%	\$ -
Total Income		\$ 282,239	\$ 1,377,657	\$ 1,283,887	43%	\$ 3,239,138
EXPENSES						
MEMBER SERVICE CENTERS	4102 & 4103	\$ 6,000	\$ 30,000	\$ 30,000	42%	\$ 72,000
SHAREHOLDER DIVIDEND	4104020	\$ -	\$ -	\$ -	0%	\$ -
RPAC CONTRIBUTION	4105020	\$ -	\$ 3,807	\$ -	100%	\$ 3,807
SHOWING TIME	4114020	\$ 2,695	\$ 13,475	\$ 13,475	42%	\$ 32,340
SafeMLS FEES	4116020	\$ 6,253	\$ 30,734	\$ 24,437	44%	\$ 70,092
SINGLE SIGN-ON	4116320	\$ 2,165	\$ 10,764	\$ 8,540	42%	\$ 25,619
INSTANET	4116030	\$ 13,693	\$ 67,563	\$ 63,333	41%	\$ 166,723
CRS TAX	4118020	\$ 10,155	\$ 50,108	\$ 46,860	41%	\$ 123,554
LOCKBOX & KEY COSTS	4122020	\$ 40,632	\$ 200,089	\$ 182,624	43%	\$ 464,976
NEW INITIATIVES	4124020	\$ -	\$ 2,500	\$ -	25%	\$ 10,000
DOWN PAYMENT ASSISTANCE	4200020	\$ -	\$ -	\$ 1,600	0%	\$ -
PUBLIC WEBSITE	4137020	\$ 631	\$ 3,160	\$ 3,105	37%	\$ 8,505
USER FEE LICENSE PARAGON	4138020	\$ 31,090	\$ 153,404	\$ 143,461	41%	\$ 377,608
MLS RESERVES	4190020	\$ -	\$ -	\$ -	0%	\$ -
WEBSITE DEVELOPMENT	4120010	\$ 3,681	\$ 18,399	\$ -	49%	\$ 37,800
CLOUD MLX	4200030	\$ -	\$ 1,701	\$ 6,376	0%	\$ -
CLOUD STREAMS	4200040	\$ -	\$ 1,701	\$ 6,376	0%	\$ -
BROKER PUBLIC PORTAL		\$ -	\$ -	\$ -	0%	\$ 31,979
HOMESNAP	4138022	\$ -	\$ -	\$ 6,914	0%	\$ 39,448
REMINE	4210010	\$ -	\$ -	\$ -	0%	\$ 12,500
MINDFLASH	4220010	\$ -	\$ -	\$ -	0%	\$ 22,299
Total expenses		\$ 116,995	\$ 587,406	\$ 537,101	39%	\$ 1,499,250
Net Income (Loss)		\$ 165,244	\$ 790,251	\$ 746,787	45%	\$ 1,739,888

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

	GI Number	UNAUDITED			% OF		
		May	YEAR TO DATE	YTD 2020	BUDGET	BUDGET	
PERSONNEL							
SALARIES	5011110	\$ 55,738	\$ 288,130	\$ 289,461	39%	\$ 741,637	
PAYROLL TAXES & WC	5031110	\$ 5,169	\$ 27,279	\$ 26,447	40%	\$ 67,982	
EMPLOYEE INSURANCE	5041110	\$ 6,793	\$ 42,140	\$ 47,849	36%	\$ 117,186	
TRANSP. ALLOWANCE	5051110	\$ -	\$ 120	\$ 158	10%	\$ 1,250	
BONUSES	5062110	\$ -	\$ -	\$ -	0%	\$ 35,500	
PART TIME-TEMP	5061110	\$ -	\$ -	\$ -	0%	\$ 2,000	
EMPLOYEE RETIREMENT PLAN	5071110	\$ 7,632	\$ 15,768	\$ 9,215	25%	\$ 63,525	
PROMO/INCENTIVES	5072110	\$ -	\$ -	\$ -	0%	\$ 500	
STAFF EDUCATION	5073110	\$ -	\$ 2,725	\$ -	55%	\$ 5,000	
Total Personnel Expense		\$ 75,333	\$ 376,161	\$ 373,128	36%	\$ 1,034,580	
PROFESSIONAL SERV.							
ACCOUNTING FEES	5101110	\$ 7,052	\$ 7,157	\$ 2,650	72%	\$ 10,000	
CONSULTANT FEES	5102110	\$ -	\$ -	\$ -	0%	\$ 5,000	
LEGAL FEES	5103110	\$ 7,263	\$ 18,506	\$ 28,480	71%	\$ 26,000	
LEGAL DEFENSE	5103220	\$ -	\$ 2,363	\$ -	12%	\$ 20,000	
NEW EMPLOYEE BACKGROUND CHECKS	5100110	\$ -	\$ 300	\$ -	50%	\$ 600	
LEADERSHIP							
AWARDS/GIFTS	5450110	\$ -	\$ -	\$ -	0%	\$ 1,000	
REGISTRATION FEES	5451110	\$ -	\$ 1,986	\$ 10,052	7%	\$ 28,150	
MEMBERSHIP DUES	5454110	\$ (45)	\$ 5,187	\$ 6,480	77%	\$ 6,750	
TRAVEL	5475110	\$ -	\$ 458	\$ 7,915	1%	\$ 48,000	
C.E.O. EXPENSE ACCT.	5621110	\$ -	\$ -	\$ -	0%	\$ 500	
Total Prof/Leadership Expenses		\$ 14,270	\$ 35,957	\$ 55,576	25%	\$ 146,000	
OPERATIONS							
BONDS & INSURANCE	5121110	\$ 1,046	\$ 4,573	\$ 3,441	44%	\$ 10,500	
DEPRECIATION EXPENSE	5141 / 5142 & 51	\$ 507	\$ 2,535	\$ 2,791	36%	\$ 7,000	
BAD DEBT EXPENSE	5115110	\$ -	\$ -	\$ -	0%	\$ -	
OTHER EQPT REPAIR/RNTL	5203110	\$ 169	\$ 1,076	\$ 1,497	27%	\$ 4,000	
COMPUTER/SERVER HARDWARE	5206110	\$ -	\$ 834	\$ 4,497	10%	\$ 8,460	
COMPUTER SOFTWARE	5209110	\$ 2,998	\$ 28,437	\$ 47,173	36%	\$ 78,035	
SUBSCRIPTIONS	5231110	\$ -	\$ 199	\$ 313	54%	\$ 370	
MISC	5261110	\$ -	\$ -	\$ -	0%	\$ 300	
OFFICE SUPPLIES	5361110	\$ 285	\$ 654	\$ 888	13%	\$ 5,100	
POSTAGE	5381110	\$ -	\$ 273	\$ 176	23%	\$ 1,175	
PRINTING	5401110	\$ -	\$ -	\$ -	0%	\$ 1,500	
LICENSES	5432110	\$ 15	\$ 3,074	\$ 3,390	99%	\$ 3,100	
TELEPHONE	5441110	\$ 1,268	\$ 8,675	\$ 10,647	37%	\$ 23,526	
ADVERTISING & PROMOTION	5443110	\$ 1,145	\$ 4,818	\$ 13,256	9%	\$ 53,945	
SECURITY SERVICE	5445110	\$ 348	\$ 522	\$ 834	24%	\$ 2,203	
FACILITY MAINT/DÉCOR	5446110	\$ 1,708	\$ 5,502	\$ 2,989	32%	\$ 17,000	
MEETING EXPENSES	5703110	\$ 237	\$ 400	\$ 1,688	4%	\$ 9,500	
UTILITIES	4817110	\$ 196	\$ 1,222	\$ 1,517	31%	\$ 4,000	
LEASE EXPENSE	4822110	\$ 6,840	\$ 34,010	\$ 33,060	41%	\$ 82,080	
Total Operating Expenses		\$ 16,762	\$ 96,801	\$ 128,156	31%	\$ 311,794	
TAXES AND FEES							
BANK & OTHER FEES-(INT INC)	5262110 & 38095	\$ 9,507	\$ 44,727	\$ 40,184	45%	\$ 100,000	
PERSONAL PROPERTY TAX	5371110	\$ 433	\$ 433	\$ 243	124%	\$ 350	
BUSINESS TAX	5421110	\$ -	\$ 1,457	\$ 1,451	24%	\$ 6,000	
SALES/USE TAX	5431110	\$ -	\$ -	\$ -	0%	\$ 525	
INCOME TAX PROVISION	6000010	\$ 23,964	\$ 63,922	\$ 31,090	0%	\$ -	
Total Taxes and Fees		\$ 33,904	\$ 110,540	\$ 72,968	103%	\$ 106,875	
TOTAL GEN. & ADMIN. EXP.		\$ 140,269	\$ 619,458	\$ 629,829	39%	\$ 1,599,249	

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

		UNAUDITED			
GL Number		May	YEAR TO DATE	YTD 2020	
NNRMLS CEO SEARCH					
NEW EMPLOYEE BACKGROUND CHECK					
REMINI					
MINDFLASH					
MOVING EXPENSE			\$ -	\$ -	
TOTAL REVISIONS			\$ -	\$ -	

Northern Nevada Regional Multiple Listing Service

Check Register

For the Month Ended May 31, 2021

Payee	Amount	Check No.	Date	Remarks
Black Knight Real Estate Group	\$54,938.40	9978	05/04/21	User Fees/CRS Tax/Instanet
Evans, Nelson & Company CPAs	\$7,052.00	9979	05/04/21	Accounting Fees
MLS Aligned, LLC	\$100.00	9980	05/04/21	MLS Aligned
Reno Sparks Assoc. of Realtors	\$3,000.00	9981	05/04/21	RSAR Monthly Service Center
George Pickard	\$598.00	9982	05/04/21	Reimbursement
Clareity Security	\$8,418.10	9983	05/06/21	SSO/SafeMLS
Drinkwater Eaton Law Offices	\$7,262.50	9984	05/06/21	Legal Fees
Sierra Nevada Realtors	\$3,000.00	9985	05/06/21	SNR Monthly Service Center
Washoe County Treasurer	\$433.29	9986	05/06/21	Personal Property Tax
Signs By Tomorrow	\$63.00	9987	05/13/21	Front Door Vinyl
Voya	\$1,424.26	9988	05/13/21	Quarterly Plan Fees
Albright & Associates, LTD.	\$4,800.00	9989	05/18/21	Retirement Plan TPA Audit & Filing
Best Life	\$878.10	9990	05/18/21	Insurance
Nevada State Bank	\$658.75	9991	05/18/21	Visa - Software/Golf Tournament
Stanley Convergent Security Solutions	\$173.93	9992	05/18/21	Security
TIAA Commercial Finance, Inc.	\$168.67	9993	05/18/21	Copie Lease
Emigrant Storage	\$504.00	9994	05/21/21	Annual Storage
Hometown Health	\$5,179.56	9995	05/21/21	Insurance
Nevada Dept. of Taxation	\$18.13	9996	05/21/21	Sales/Use Tax
MetLife	\$429.30	9997	05/21/21	Insurance
316Commercial, LLC	\$6,840.00	9998	05/27/21	Lease
BIO Sealed LLC	\$913.04	9999	05/27/21	Office Sanitation
Lopez Janitorial Services	\$340.20	1000	05/27/21	Janitorial
Stanley Convergent Security Solutions	\$173.93	10002	05/27/21	Security
United States Treasury	\$120.59	10003	05/27/21	Tax Payment
Total Monthly Checks	\$107,487.75			

TOTAL ASSET PERCENTAGES

