



October 2021 NNRMLS Financials

Board of Trustees

Wednesday, November 17, 2021

Noted Variances for October 2021

Assets

- **Operating Reserves LPL Financial**
 - \$75,000 transferred in October

Liabilities

- **American Express**
 - AMX payment of \$156,872.26 paid in October so no liability for this line item.

Check Register

- **Black Knight Real Estate/Reno Sparks Assoc. of Realtors/Sierra Nevada Realtors**
 - These checks are for November invoices which raised the check total higher than normal for October.

As of 10/31/21 NNRMLS had 5.1 months of Operating Reserves

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

	UNAUDITED		
	2021	2020	
CURRENT ASSETS			
Petty Cash	\$ -	\$ -	
Checking Account	\$ 134,496.91	\$ 390,757.62	
MLS Reserves	\$ -	\$ -	
Equipment Reserves		\$ -	
Operating Reserves		\$ -	
LPL/Realtors Federal Cr. Union		\$ -	
Operating LPL Financial	\$ 100,000.00	\$ 100,000.00	
Operating Reserves LPL Financial	\$ 856,455.27	\$ 456,371.92	
Operating RFCU	\$ -	\$ -	
Equipment Reserves RFCU	\$ 50,000.00	\$ 50,000.00	
Operating Reserves RFCU	\$ 179,994.24	\$ 178,241.20	
Total Invested Amount	\$ 1,186,449.51	\$ 784,613.12	
TOTAL CASH	\$ 1,320,946.42	\$ 1,175,370.74	
Accounts Receivable	\$ 117,034.07	\$ 123,369.86	
Allow. Bad Debts	\$ (28,581.21)	\$ (36,206.86)	
	\$ -	\$ -	
Prepaid Expenses	\$ 119,452.74	\$ 53,360.32	
TOTAL INVENTORY REC. & PPD	\$ 207,905.60	\$ 140,523.32	
TOTAL CURRENT ASSETS	\$ 1,528,852.02	\$ 1,315,894.06	
FIXED ASSETS			
Computer Software	\$ 190.99	\$ (15.85)	
Equipment & Furniture	\$ 25,206.65	\$ 8,859.09	
Leasehold Improvements	\$ (3,841.15)	\$ (1,610.00)	
TOTAL FIXED ASSETS	\$ 21,556.49	\$ 7,233.24	
TOTAL ASSETS	\$ 1,550,408.51	\$ 1,323,127.30	

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

	UNAUDITED	
	2021	2020
CURRENT LIABILITIES		
Accounts payable	\$ (1,778.83)	\$ 11,740.52
Accounts payable (Accruals)	\$ (803.64)	\$ (803.64)
Retirement Plan	\$ -	\$ -
Refund Payable	\$ (4,060.40)	\$ (3,883.40)
Sales tax payable	\$ 428.32	\$ 409.86
401K Deductions	\$ -	\$ -
Accrued Federal Income Tax	\$ 53,898.45	\$ 45,741.19
American Express	\$ -	\$ 141,247.25
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	\$ 719.60	\$ 672.00
Unclaimed Property	\$ 288.48	\$ 288.48
TOTAL LIABILITIES	\$ 48,601.98	\$ 195,322.26
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	\$ 385,897.36	\$ 283,164.04
YTD MLS Reserves	\$ -	\$ -
YTD Equipment Reserves	\$ -	\$ -
TOTAL RETAINED INCOME	\$ 1,501,806.53	\$ 1,127,805.04
TOTAL LIABILITY AND RETAINED INCOME	\$ 1,550,408.51	\$ 1,323,127.30

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

	UNAUDITED				% OF	
	October	YEAR TO DATE	YTD 2020		BUDGET	BUDGET
INCOME						
MULTIPLE LISTING SERVICE	\$ 286,013	\$ 2,854,385	\$ 2,639,759	88%	\$	3,239,138
Total Income	\$ 286,013	\$ 2,854,385	\$ 2,639,759	88%	\$	3,239,138
EXPENSES						
MULTIPLE LISTING SERVICE	\$ 125,233	\$ 1,196,218	\$ 1,172,629	80%	\$	1,499,250
GEN. ADMINISTRATION	\$ 136,059	\$ 1,262,269	\$ 1,183,966	79%	\$	1,599,249
Total Expenses	\$ 261,292	\$ 2,458,487	\$ 2,356,595	79%	\$	3,098,499
Net Income (Loss)	\$ 24,721	\$ 395,897	\$ 283,164	281%	\$	140,639
OTHER INCOME						
TRUSTEES' REVISIONS	\$ 5,000	\$ 10,000	\$ -	0%	\$	-
Revised Net Income (Loss)	\$ 19,721	\$ 385,897	\$ 283,164	274%	\$	140,639

**Northern Nevada Regional Multiple Listing Service
Multiple Listing Service**

For the Month Ended October 31, 2021

	GL number	UNAUDITED October	YEAR TO DATE	YTD 2020	% OF BUDGET	BUDGET
INCOME						
MLS ONLY-NEW OFFICE	3101020	\$ 900	\$ 5,100	\$ 5,795	283%	\$ 1,800
MLS ONLY - ACTIVATION FEE	3102020	\$ 1,000	\$ 5,500	\$ 2,500	52%	\$ 10,500
SHAREHOLDER MEMBER OFFICE ACTIVATION FEE	3106020	\$ -	\$ 4,950	\$ 6,000	138%	\$ 3,600
SHAREHOLDER MEMBER ACTIVATION FEE	3101021	\$ 9,150	\$ 70,950	\$ 68,046	123%	\$ 57,600
SERVICE FEES	3105020	\$ 250	\$ 4,512	\$ 740	90%	\$ 5,000
MONTHLY STAFF/INTERN FEE	3107020	\$ 7,819	\$ 74,401	\$ 66,382	95%	\$ 78,720
MONTHLY MLS FEES	3108020	\$ 193,226	\$ 1,892,738	\$ 1,739,647	86%	\$ 2,192,832
MISC	3111020	\$ -	\$ -	\$ -	0%	\$ -
LOCKBOX SALES	3114021	\$ 220	\$ 1,430	\$ 330	163%	\$ 880
KEY LEASE/FOB SALES	3115020	\$ -	\$ 800	\$ 600	320%	\$ 250
LOCKBOX KEY FEES	3117020	\$ 57,276	\$ 554,604	\$ 515,738	89%	\$ 622,524
REACTIVATION FEES	3124020	\$ 950	\$ 10,650	\$ 12,050	213%	\$ 5,000
MLS EXEMPT RENEWALS	3125020	\$ -	\$ 3,220	\$ 2,590	115%	\$ 2,800
BROKER RECIPROCITY/IDX	3127020	\$ 5,119	\$ 51,774	\$ 52,987	82%	\$ 63,000
VOW LICENSE AGREEMENTS	3127030	\$ -	\$ 18,250	\$ 20,503	87%	\$ 21,000
MEDIA DATA LICENSE FEE	3127050	\$ -	\$ -	\$ 3,335	0%	\$ 4,250
3RD PARTY LICENSING	3127060	\$ 3,563	\$ 73,125	\$ 67,238	89%	\$ 81,750
3RD PARTY REV SHARE	31360010	\$ -	\$ 2,401	\$ 3,088	0%	\$ -
MLS ONLY ANNUAL RENEWAL FEE	3135020	\$ -	\$ 12,650	\$ 11,550	93%	\$ 13,600
INTERNET ROYALTIES/REVENUE SHARE	3136020	\$ -	\$ 4,411	\$ 4,250	80%	\$ 5,500
NEW STAFF ACTIVATION FEE	3142020	\$ 1,050	\$ 7,250	\$ 5,250	115%	\$ 6,300
PAPER BILLING SERVICE FEE	3145020	\$ 96	\$ 985	\$ 1,157	75%	\$ 1,320
TRANSFER FEE	3145120	\$ -	\$ 200	\$ 70	53%	\$ 375
TEAM SET-UP	3146020	\$ -	\$ 50	\$ 100	50%	\$ 100
STAFF ID SET UP FEE	3190020	\$ 625	\$ 6,125	\$ 3,275	194%	\$ 3,150
ANNUAL STAFF ID RENEWAL FEE	3191020	\$ 140	\$ 3,320	\$ 2,400	128%	\$ 2,600
INSTANET FORMS RSAR/SNAR	3192020	\$ 4,237	\$ 40,751	\$ 37,363	88%	\$ 46,438
SSO FOR ASSOCIATIONS	3192022	\$ 308	\$ 3,067	\$ 3,045	84%	\$ 3,649
INTEREST INCOME	3809500	\$ 84	\$ 1,173	\$ 3,264	25%	\$ 4,600
GAIN (LOSS) ON ASSET SALE	399001	\$ 0	\$ 0	\$ 464	0%	\$ -
Total Income		\$ 286,013	\$ 2,854,385	\$ 2,639,759	88%	\$ 3,239,138
EXPENSES						
MEMBER SERVICE CENTERS	4102 & 4103	\$ 6,000	\$ 60,000	\$ 60,000	83%	\$ 72,000
SHAREHOLDER DIVIDEND	4104020	\$ -	\$ -	\$ -	0%	\$ -
RPAC CONTRIBUTION	4105020	\$ -	\$ 3,807	\$ 3,596	100%	\$ 3,807
SHOWING TIME	4114020	\$ 2,695	\$ 26,950	\$ 26,950	83%	\$ 32,340
SafeMLS FEES	4116020	\$ 6,440	\$ 63,261	\$ 55,078	90%	\$ 70,092
SINGLE SIGN-ON	4116320	\$ 2,165	\$ 21,588	\$ 19,417	84%	\$ 25,619
INSTANET	4116030	\$ 15,080	\$ 140,338	\$ 127,922	84%	\$ 166,723
CRS TAX	4118020	\$ 11,190	\$ 104,098	\$ 94,762	84%	\$ 123,554
LOCKBOX & KEY COSTS	4122020	\$ 43,071	\$ 408,382	\$ 410,330	88%	\$ 464,976
NEW INITIATIVES	4124020	\$ -	\$ 2,500	\$ 4,489	25%	\$ 10,000
DOWN PAYMENT ASSISTANCE	4200020	\$ -	\$ -	\$ 1,600	0%	\$ -
PUBLIC WEBSITE	4137020	\$ 643	\$ 6,358	\$ 6,226	75%	\$ 8,505
USER FEE LICENSE PARAGON	4138020	\$ 34,269	\$ 318,728	\$ 290,112	84%	\$ 377,608
MLS RESERVES	4190020	\$ -	\$ -	\$ -	0%	\$ -
WEBSITE DEVELOPMENT	4120010	\$ 3,681	\$ 36,804	\$ 4,489	97%	\$ 37,800
CLOUD MLX	4200030	\$ -	\$ 1,701	\$ 12,824	0%	\$ -
CLOUD STREAMS	4200040	\$ -	\$ 1,701	\$ 12,824	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	0%	\$ 22,299
Total expenses		\$ 125,233	\$ 1,196,218	\$ 1,172,629	80%	\$ 1,499,250
Net Income (Loss)		\$ 160,780	\$ 1,658,167	\$ 1,467,130	95%	\$ 1,739,888

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

		UNAUDITED			% OF		
	GI Number	October	YEAR TO DATE	YTD 2020	BUDGET	BUDGET	
PERSONNEL							
SALARIES	5011110	\$ 58,455	\$ 581,319	\$ 541,593	78%	\$ 741,637	
PAYROLL TAXES & WC	5031110	\$ 4,906	\$ 52,215	\$ 49,324	77%	\$ 67,982	
EMPLOYEE INSURANCE	5041110	\$ 7,232	\$ 78,628	\$ 86,746	67%	\$ 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	\$ 1,557	\$ 26,409	\$ 17,929	42%	\$ 63,525	
PROMO/INCENTIVES	5072110	\$ -	\$ 100	\$ -	20%	\$ 500	
STAFF EDUCATION	5073110	\$ 375	\$ 4,149	\$ 750	83%	\$ 5,000	
Total Personnel Expense		\$ 72,526	\$ 742,963	\$ 696,499	72%	\$ 1,034,580	
PROFESSIONAL SERV.							
ACCOUNTING FEES	5101110	\$ -	\$ 7,157	\$ 8,374	72%	\$ 10,000	
CONSULTANT FEES	5102110	\$ -	\$ -	\$ -	0%	\$ 5,000	
LEGAL FEES	5103110	\$ 4,988	\$ 35,306	\$ 50,055	136%	\$ 26,000	
LEGAL DEFENSE	5103220	\$ -	\$ 2,363	\$ -	12%	\$ 20,000	
NEW EMPLOYEE BACKGROUND CHECKS	5100110	\$ 600	\$ 1,500	\$ 300	250%	\$ 600	
LEADERSHIP							
AWARDS/GIFTS	5450110	\$ 234	\$ 395	\$ 173	40%	\$ 1,000	
REGISTRATION FEES	5451110	\$ 499	\$ 16,844	\$ 14,677	60%	\$ 28,150	
MEMBERSHIP DUES	5454110	\$ 100	\$ 5,511	\$ 6,689	82%	\$ 6,750	
TRAVEL	5475110	\$ 2,188	\$ 10,811	\$ 7,915	23%	\$ 48,000	
C.E.O. EXPENSE ACCT.	5621110	\$ -	\$ -	\$ -	0%	\$ 500	
Total Prof/Leadership Expenses		\$ 8,608	\$ 79,887	\$ 88,183	55%	\$ 146,000	
OPERATIONS							
BONDS & INSURANCE	5121110	\$ 1,046	\$ 9,802	\$ 7,567	93%	\$ 10,500	
DEPRECIATION EXPENSE	5141 / 5142 & 51	\$ 551	\$ 5,245	\$ 5,653	75%	\$ 7,000	
BAD DEBT EXPENSE	5115110	\$ -	\$ -	\$ -	0%	\$ -	
OTHER EQPT REPAIR/RNTL	5203110	\$ 169	\$ 2,343	\$ 2,597	59%	\$ 4,000	
COMPUTER/SERVER HARDWARE	5206110	\$ 1,481	\$ 10,250	\$ 11,951	121%	\$ 8,460	
COMPUTER SOFTWARE	5209110	\$ 3,207	\$ 52,105	\$ 78,974	67%	\$ 78,035	
SUBSCRIPTIONS	5231110	\$ -	\$ 199	\$ 313	54%	\$ 370	
MISC	5261110	\$ -	\$ -	\$ -	0%	\$ 300	
OFFICE SUPPLIES	5361110	\$ 647	\$ 3,480	\$ 1,541	68%	\$ 5,100	
POSTAGE	5381110	\$ 38	\$ 496	\$ 234	42%	\$ 1,175	
PRINTING	5401110	\$ -	\$ 1,500	\$ 50	100%	\$ 1,500	
LICENSES	5432110	\$ -	\$ 3,074	\$ 3,466	99%	\$ 3,100	
TELEPHONE	5441110	\$ 1,208	\$ 19,204	\$ 21,098	82%	\$ 23,526	
ADVERTISING & PROMOTION	5443110	\$ 3,684	\$ 16,958	\$ 26,503	31%	\$ 53,945	
SECURITY SERVICE	5445110	\$ 348	\$ 2,210	\$ 1,694	100%	\$ 2,203	
FACILITY MAINT/DÉCOR	5446110	\$ 1,664	\$ 21,340	\$ 5,971	126%	\$ 17,000	
MEETING EXPENSES	5703110	\$ 1,381	\$ 3,885	\$ 758	41%	\$ 9,500	
UTILITIES	4817110	\$ 167	\$ 2,302	\$ 2,243	58%	\$ 4,000	
LEASE EXPENSE	4822110	\$ 6,840	\$ 68,210	\$ 66,310	83%	\$ 82,080	
Total Operating Expenses		\$ 22,431	\$ 222,603	\$ 236,923	71%	\$ 311,794	
TAXES AND FEES							
BANK & OTHER FEES-(INT INC)	5262110 & 38095	\$ 9,143	\$ 91,670	\$ 82,923	92%	\$ 100,000	
PERS. PROP. TAX.	5371110	\$ -	\$ 433	\$ 243	124%	\$ 350	
BUSINESS TAX	5421110	\$ 710	\$ 3,612	\$ 3,924	60%	\$ 6,000	
SALES/USE TAX	5431110	\$ -	\$ -	\$ -	0%	\$ 525	
INCOME TAX PROVISION	6000010	\$ 22,641	\$ 121,101	\$ 75,271	0%	\$ -	
Total Taxes and Fees		\$ 32,494	\$ 216,816	\$ 162,362	203%	\$ 106,875	
TOTAL GEN. & ADMIN. EXP.		\$ 136,059	\$ 1,262,269	\$ 1,183,966	79%	\$ 1,599,249	

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

		UNAUDITED			
GL Number		October	YEAR TO DATE	YTD 2020	
T360 STRATEGIC PLANNING		\$ 5,000.00	\$ 5,000.00	\$	-
TOTAL REVISIONS		\$ 5,000.00	\$ 10,000.00	\$	-

**Northern Nevada Regional Multiple Listing Service
Check Register
For the Month Ended October 31, 2021**

Payee	Amount	Check No.	Date	Remarks
Black Knight Real Estate	\$60,538.35	10106	10/01/21	User fees/CRS Tax/Instanet
Carl Diores	\$48.00	10107	10/01/21	Termed Member Refund
MetLife	\$544.69	10108	10/01/21	Insurance (Oct)
MLS Aligned, LLC	\$100.00	10109	10/01/21	MLS Aligned
Reno Sparks Assoc. of Realtors	\$3,000.00	10110	10/01/21	RSAR Monthly Service Center (Oct)
Bonnie Drinkwater	\$253.96	10111	10/07/21	Travel
Chris Rock	\$300.00	10112	10/07/21	Travel
Clareity Security	\$8,604.35	10113	10/07/21	SSO/SafeMLS
Lopez Janitorial Services	\$680.40	10114	10/07/21	Janitorial (Sept)
Nevada Museum of Art	\$1,250.00	10115	10/07/21	Advertising
Sierra Nevada Realtors	\$3,000.00	10116	10/07/21	SNR Monthly Service Center (Oct)
Drinkwater Eaton Law Offices	\$4,987.50	111221	10/11/21	Legal Fees
Rapattoni Corporation	\$625.45	10118	10/11/21	Rapattoni
Best Life	\$925.40	10119	10/18/21	Insurance
Dale Lloyd	\$300.00	10120	10/18/21	Travel
Nevada Department of Taxation	\$1,426.79	10121	10/18/21	Business Tax
Nevada Dept. of Taxation	\$27.20	10122	10/18/21	Sales/Use Tax
Nevada State Bank	\$362.74	10123	10/18/21	Visa - Software/Office Supplies
TIAA Commercial Fianance Inc.	\$168.67	10124	10/18/21	Copier Lease
"Grate" Detections LLC	\$600.00	10125	10/28/21	Background Checks
316 Commercial, LLC	\$6,840.00	10126	10/28/21	Lease
Black Knight Real Estate	\$60,815.35	10127	10/28/21	November User Fees/CRS Tax/Instanet
Brooke Murphy	\$300.00	10128	10/28/21	Travel
Helen Graham	\$225.00	10129	10/28/21	Travel
Hometown Health	\$6,572.01	10130	10/28/21	Insurance
Lopez Janitorial Services	\$765.45	10131	10/28/21	Janitorial (Oct)
MetLife	\$544.69	10132	10/28/21	Insurance (Nov)
Nevada Museum of Art	\$1,250.00	10133	10/28/21	Advertising
PrintCo.	\$87.02	10134	10/28/21	Office Supplies
Reno Sparks Assoc. of Realtors	\$3,000.00	10135	10/28/21	RSAR Service Center (Nov)
Sierra Nevada of Realtors	\$3,000.00	10136	10/28/21	SNR Service Center (Nov)
Total Monthly Checks	\$171,143.02			

TOTAL ASSET PERCENTAGES

