



September 2021 NNRMLS Financials

Board of Trustees

Wednesday, October 20, 2021

Noted Variances for September 2021

General and Administration

- **Registration Fees/Travel**
 - Charges for CMLS Registration and Travel
- **Computer/Server Hardware**
 - This line item is tracking at a little higher than budget, it includes the Media Studio set-up and new laptops.

As of 9/30/21 NNRMLS had 5.7 months of Operating Reserves

Northern Nevada Regional Multiple Listing Service
ASSETS
September 30, 2021 and 2020

	UNAUDITED		
	2021	2020	
CURRENT ASSETS			
Petty Cash	\$ -	\$ -	
Checking Account	\$ 354,366.35	\$ 426,073.71	
MLS Reserves	\$ -	\$ -	
Equipment Reserves		\$ -	
Operating Reserves		\$ -	
LPL/Realtors Federal Cr. Union		\$ -	
Operating LPL Financial	\$ 100,000.00	\$ 100,000.00	
Operating Reserves LPL Financial	\$ 781,444.33	\$ 456,367.22	
Operating RFCU	\$ -	\$ -	
Equipment Reserves RFCU	\$ 50,000.00	\$ 50,000.00	
Operating Reserves RFCU	\$ 179,921.54	\$ 177,999.01	
Total Invested Amount	\$ 1,111,365.87	\$ 784,366.23	
TOTAL CASH	\$ 1,465,732.22	\$ 1,210,439.94	
Accounts Receivable	\$ 111,424.44	\$ 131,185.59	
Allow. Bad Debts	\$ (28,694.09)	\$ (36,206.86)	
	\$ -	\$ -	
Prepaid Expenses	\$ 95,918.53	\$ 92,944.51	
TOTAL INVENTORY REC. & PPD	\$ 178,648.88	\$ 187,923.24	
TOTAL CURRENT ASSETS	\$ 1,644,381.10	\$ 1,398,363.18	
FIXED ASSETS			
Computer Software	\$ (60.20)	\$ (15.85)	
Equipment & Furniture	\$ 25,468.52	\$ 9,186.38	
Leasehold Improvements	\$ (3,570.09)	\$ (1,338.94)	
TOTAL FIXED ASSETS	\$ 21,838.23	\$ 7,831.59	
TOTAL ASSETS	\$ 1,666,219.33	\$ 1,406,194.77	

Northern Nevada Regional Multiple Listing Service
Liabilities and Retained Income
September 30, 2021 and 2020

	UNAUDITED	
	2021	2020
CURRENT LIABILITIES		
Accounts payable	\$ (1,730.83)	\$ (1,336.98)
Accounts payable (Accruals)	\$ 127,020.73	\$ 115,059.02
Retirement Plan	\$ -	\$ -
Refund Payable	\$ (4,060.40)	\$ (3,883.40)
Sales tax payable	\$ 437.34	\$ 409.86
401K Deductions	\$ -	\$ -
Accrued Federal Income Tax	\$ 31,257.79	\$ 36,726.78
American Express	\$ 26,071.88	\$ 164,459.30
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	\$ 715.60	\$ 668.00
Unclaimed Property	\$ 288.48	\$ 288.48
TOTAL LIABILITIES	\$ 179,910.59	\$ 312,301.06
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	\$ 370,399.57	\$ 249,252.71
YTD MLS Reserves	\$ -	\$ -
YTD Equipment Reserves	\$ -	\$ -
TOTAL RETAINED INCOME	\$ 1,486,308.74	\$ 1,093,893.71
TOTAL LIABILITY AND RETAINED INCOME	\$ 1,666,219.33	\$ 1,406,194.77

**Northern Nevada Regional Multiple Listing Service
Summary Sheet
For the Month Ended September 30, 2021**

	UNAUDITED					
	September	YEAR TO DATE	YTD 2020	% OF BUDGET	BUDGET	
INCOME						
MULTIPLE LISTING SERVICE	\$ 300,159	\$ 2,568,372	\$ 2,374,075	79%	\$ 3,239,138	
Total Income	\$ 300,159	\$ 2,568,372	\$ 2,374,075	79%	\$ 3,239,138	
EXPENSES						
MULTIPLE LISTING SERVICE	\$ 123,555	\$ 1,070,985	\$ 1,056,225	71%	\$ 1,499,250	
GEN. ADMINISTRATION	\$ 133,316	\$ 1,121,988	\$ 1,068,598	70%	\$ 1,599,249	
Total Expenses	\$ 256,871	\$ 2,192,972	\$ 2,124,823	71%	\$ 3,098,499	
Net Income (Loss)	\$ 43,288	\$ 375,400	\$ 249,253	267%	\$ 140,639	
OTHER INCOME						
TRUSTEES' REVISIONS	\$ -	\$ 5,000	\$ -	0%	\$ -	
Revised Net Income (Loss)	\$ 43,288	\$ 370,400	\$ 249,253	263%	\$ 140,639	

Northern Nevada Regional Multiple Listing Service
Multiple Listing Service
For the Month Ended September 30, 2021

	GL number	UNAUDITED September	YEAR TO DATE	YTD 2020	% OF BUDGET	BUDGET
INCOME						
MLS ONLY-NEW OFFICE	3101020	\$ 600	\$ 4,200	\$ 5,795	233%	\$ 1,800
MLS ONLY - ACTIVATION FEE	3102020	\$ 500	\$ 4,500	\$ 2,250	43%	\$ 10,500
SHAREHOLDER MEMBER OFFICE ACTIVATION FEE	3106020	\$ 750	\$ 4,950	\$ 5,400	138%	\$ 3,600
SHAREHOLDER MEMBER ACTIVATION FEE	3101021	\$ 6,300	\$ 61,800	\$ 62,196	107%	\$ 57,600
SERVICE FEES	3105020	\$ 400	\$ 4,262	\$ 740	85%	\$ 5,000
MONTHLY STAFF/INTERN FEE	3107020	\$ 7,814	\$ 66,582	\$ 59,574	85%	\$ 78,720
MONTHLY MLS FEES	3108020	\$ 193,125	\$ 1,699,512	\$ 1,561,249	78%	\$ 2,192,832
MISC	3111020	\$ -	\$ -	\$ -	0%	\$ -
LOCKBOX SALES	3114021	\$ 330	\$ 1,210	\$ 330	138%	\$ 880
KEY LEASE/FOB SALES	3115020	\$ 200	\$ 800	\$ 600	320%	\$ 250
LOCKBOX KEY FEES	3117020	\$ 57,311	\$ 497,328	\$ 463,337	80%	\$ 622,524
REACTIVATION FEES	3124020	\$ 1,700	\$ 9,700	\$ 9,050	194%	\$ 5,000
MLS EXEMPT RENEWALS	3125020	\$ 35	\$ 3,220	\$ 2,555	115%	\$ 2,800
BROKER RECIPROCITY/IDX	3127020	\$ 5,278	\$ 46,655	\$ 47,752	74%	\$ 63,000
VOW LICENSE AGREEMENTS	3127030	\$ -	\$ 18,250	\$ 20,212	87%	\$ 21,000
MEDIA DATA LICENSE FEE	3127050	\$ -	\$ -	\$ 3,335	0%	\$ 4,250
3RD PARTY LICENSING	3127060	\$ 18,313	\$ 69,563	\$ 59,425	85%	\$ 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	\$ 403	\$ 4,411	\$ 4,250	80%	\$ 5,500
NEW STAFF ACTIVATION FEE	3142020	\$ 1,150	\$ 6,200	\$ 4,950	98%	\$ 6,300
PAPER BILLING SERVICE FEE	3145020	\$ 96	\$ 889	\$ 1,053	67%	\$ 1,320
TRANSFER FEE	3145120	\$ -	\$ 200	\$ 70	53%	\$ 375
TEAM SET-UP	3146020	\$ -	\$ 50	\$ 100	50%	\$ 100
STAFF ID SET UP FEE	3190020	\$ 950	\$ 5,500	\$ 3,075	175%	\$ 3,150
ANNUAL STAFF ID RENEWAL FEE	3191020	\$ 300	\$ 3,180	\$ 2,400	122%	\$ 2,600
INSTANET FORMS RSAR/SNAR	3192020	\$ 4,216	\$ 36,513	\$ 33,516	79%	\$ 46,438
SSO FOR ASSOCIATIONS	3192022	\$ 308	\$ 2,758	\$ 2,741	76%	\$ 3,649
INTEREST INCOME	3809500	\$ 79	\$ 1,089	\$ 3,017	24%	\$ 4,600
GAIN (LOSS) ON ASSET SALE	399001	0	0	\$ 464	0%	\$ -
Total Income		\$ 300,159	\$ 2,568,372	\$ 2,374,075	79%	\$ 3,239,138
EXPENSES						
MEMBER SERVICE CENTERS	4102 & 4103	\$ 6,000	\$ 54,000	\$ 54,000	75%	\$ 72,000
SHAREHOLDER DIVIDEND	4104020	\$ -	\$ -	\$ -	0%	\$ -
RPAC CONTRIBUTION	4105020	\$ -	\$ 3,807	\$ 3,596	100%	\$ 3,807
SHOWING TIME	4114020	\$ 2,695	\$ 24,255	\$ 24,255	75%	\$ 32,340
SafeMLS FEES	4116020	\$ 6,553	\$ 56,822	\$ 48,841	81%	\$ 70,092
SINGLE SIGN-ON	4116320	\$ 2,165	\$ 19,423	\$ 17,079	76%	\$ 25,619
INSTANET	4116030	\$ 14,980	\$ 125,258	\$ 114,831	75%	\$ 166,723
CRS TAX	4118020	\$ 11,116	\$ 92,908	\$ 85,054	75%	\$ 123,554
LOCKBOX & KEY COSTS	4122020	\$ 41,682	\$ 365,311	\$ 371,289	79%	\$ 464,976
NEW INITIATIVES	4124020	\$ -	\$ 2,500	\$ 2,651	25%	\$ 10,000
DOWN PAYMENT ASSISTANCE	4200020	\$ -	\$ -	\$ 1,600	0%	\$ -
PUBLIC WEBSITE	4137020	\$ 642	\$ 5,715	\$ 5,594	67%	\$ 8,505
USER FEE LICENSE PARAGON	4138020	\$ 34,041	\$ 284,459	\$ 260,389	75%	\$ 377,608
MLS RESERVES	4190020	\$ -	\$ -	\$ -	0%	\$ -
WEBSITE DEVELOPMENT	4120010	\$ 3,681	\$ 33,123	\$ 2,651	88%	\$ 37,800
CLOUD MLX	4200030	\$ -	\$ 1,701	\$ 11,193	0%	\$ -
CLOUD STREAMS	4200040	\$ -	\$ 1,701	\$ 11,193	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		\$ 123,555	\$ 1,070,985	\$ 1,056,225	71%	\$ 1,499,250
Net Income (Loss)		\$ 176,604	\$ 1,497,387	\$ 1,317,850	86%	\$ 1,739,888

Northern Nevada Regional Multiple Listing Service
General and Administration
For the Month Ended September 30, 2021

	GI Number	UNAUDITED			% OF	
		September	YEAR TO DATE	YTD 2020	BUDGET	BUDGET
PERSONNEL						
SALARIES	5011110	\$ 55,679	\$ 522,864	\$ 510,110	71%	\$ 741,637
PAYROLL TAXES & WC	5031110	\$ 4,289	\$ 47,309	\$ 44,406	70%	\$ 67,982
EMPLOYEE INSURANCE	5041110	\$ 7,309	\$ 71,396	\$ 78,012	61%	\$ 117,186
TRANSP. ALLOWANCE	5051110	\$ -	\$ 143	\$ 562	11%	\$ 1,250
BONUSES	5062110	\$ -	\$ -	\$ -	0%	\$ 35,500
PART TIME-TEMP	5061110	\$ -	\$ -	\$ -	0%	\$ 2,000
EMPLOYEE RETIREMENT PLAN	5071110	\$ 2,978	\$ 24,851	\$ 21,036	39%	\$ 63,525
PROMO/INCENTIVES	5072110	\$ 100	\$ 100	\$ -	20%	\$ 500
STAFF EDUCATION	5073110	\$ -	\$ 3,774	\$ -	75%	\$ 5,000
Total Personnel Expense		\$ 70,355	\$ 670,438	\$ 654,127	65%	\$ 1,034,580
PROFESSIONAL SERV.						
ACCOUNTING FEES	5101110	\$ -	\$ 7,157	\$ 5,855	72%	\$ 10,000
CONSULTANT FEES	5102110	\$ -	\$ -	\$ -	0%	\$ 5,000
LEGAL FEES	5103110	\$ 2,931	\$ 30,319	\$ 47,713	117%	\$ 26,000
LEGAL DEFENSE	5103220	\$ -	\$ 2,363	\$ -	12%	\$ 20,000
NEW EMPLOYEE BACKGROUND CHECKS	5100110	\$ -	\$ 900	\$ 300	150%	\$ 600
LEADERSHIP						
AWARDS/GIFTS	5450110	\$ -	\$ 62	\$ 374	6%	\$ 1,000
REGISTRATION FEES	5451110	\$ 12,362	\$ 16,345	\$ 15,560	58%	\$ 28,150
MEMBERSHIP DUES	5454110	\$ -	\$ 5,411	\$ 6,369	80%	\$ 6,750
TRAVEL	5475110	\$ 6,414	\$ 7,200	\$ 42,633	15%	\$ 48,000
C.E.O. EXPENSE ACCT.	5621110	\$ -	\$ -	\$ -	0%	\$ 500
Total Prof/Leadership Expenses		\$ 21,707	\$ 69,756	\$ 118,803	48%	\$ 146,000
OPERATIONS						
BONDS & INSURANCE	5121110	\$ 1,046	\$ 8,756	\$ 7,586	83%	\$ 10,500
DEPRECIATION EXPENSE	5141 / 5142 & 51	\$ 551	\$ 4,694	\$ 5,278	67%	\$ 7,000
BAD DEBT EXPENSE	5115110	\$ -	\$ -	\$ -	0%	\$ -
OTHER EQPT REPAIR/RNTL	5203110	\$ 169	\$ 2,135	\$ 2,334	53%	\$ 4,000
COMPUTER/SERVER HARDWARE	5206110	\$ 4,024	\$ 8,769	\$ 10,348	104%	\$ 8,460
COMPUTER SOFTWARE	5209110	\$ 2,339	\$ 46,749	\$ 25,213	60%	\$ 78,035
SUBSCRIPTIONS	5231110	\$ -	\$ 199	\$ 540	54%	\$ 370
MISC	5261110	\$ -	\$ -	\$ 76	0%	\$ 300
OFFICE SUPPLIES	5361110	\$ 218	\$ 2,816	\$ 3,296	55%	\$ 5,100
POSTAGE	5381110	\$ 53	\$ 458	\$ 772	39%	\$ 1,175
PRINTING	5401110	\$ -	\$ 1,500	\$ 1,753	100%	\$ 1,500
LICENSES	5432110	\$ -	\$ 3,074	\$ 2,661	99%	\$ 3,100
TELEPHONE	5441110	\$ 1,635	\$ 17,676	\$ 13,521	75%	\$ 23,526
ADVERTISING & PROMOTION	5443110	\$ 4,075	\$ 13,274	\$ 34,354	25%	\$ 53,945
SECURITY SERVICE	5445110	\$ 174	\$ 1,688	\$ 1,479	77%	\$ 2,203
FACILITY MAINT/DÉCOR	5446110	\$ 182	\$ 19,676	\$ 10,639	116%	\$ 17,000
MEETING EXPENSES	5703110	\$ -	\$ 2,504	\$ 5,291	26%	\$ 9,500
UTILITIES	4817110	\$ 275	\$ 2,134	\$ 2,785	53%	\$ 4,000
LEASE EXPENSE	4822110	\$ 6,840	\$ 61,370	\$ 57,078	75%	\$ 82,080
Total Operating Expenses		\$ 21,581	\$ 197,472	\$ 185,005	63%	\$ 311,794
TAXES AND FEES						
BANK & OTHER FEES-(INT INC)	5262110 & 38095	\$ 9,802	\$ 82,527	\$ 55,393	83%	\$ 100,000
PERS. PROP. TAX.	5371110	\$ -	\$ 433	\$ 343	124%	\$ 350
BUSINESS TAX	5421110	\$ -	\$ 2,902	\$ 2,823	48%	\$ 6,000
SALES/USE TAX	5431110	\$ -	\$ -	\$ -	0%	\$ 525
INCOME TAX PROVISION	6000010	\$ 9,871	\$ 98,461	\$ 27,690	0%	\$ -
Total Taxes and Fees		\$ 19,673	\$ 184,322	\$ 86,248	172%	\$ 106,875
TOTAL GEN. & ADMIN. EXP.		\$ 133,316	\$ 1,121,988	\$ 1,044,181	70%	\$ 1,599,249

**Northern Nevada Regional Multiple Listing Service
Board of Trustees
For the Month Ended September 30, 2021**

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

Northern Nevada Regional Multiple Listing Service

Check Register

For the Month Ended September 30, 2021

Payee	Amount	Check No.	Date	Remarks
Amy Shocket	\$225.00	10073	09/07/21	CMLS Travel
Associated Pension	\$1,500.00	10074	09/07/21	Retirement Plan Docs
Black Knight Real Estate Group	\$60,136.70	10075	09/07/21	User Fees/Instanet/CRS Tax
Bonnie Drinkwater	\$300.00	10076	09/07/21	CMLS Travel
Clareity Security	\$8,717.95	10077	09/07/21	SSO/SafeMLS
Debbie Logan	\$225.00	10078	09/07/21	CMLS Travel
Helen Graham	\$225.00	10079	09/07/21	CMLS Travel
Leslie Cain	\$225.00	10080	09/07/21	CMLS Travel
MLS Aligned, LLC	\$100.00	10081	09/07/21	MLS Aligned
Rapattoni Corporation	\$625.45	10082	09/07/21	Rapattoni
Reno Sparks Assoc. of Realtors	\$3,000.00	10083	09/07/21	RSAR Monthly Service Center
Sierra Nevada Realtors	\$3,000.00	10084	09/07/21	SNR Monthly Service Center
Stanley Convergent Security Solutions	\$173.93	10085	09/07/21	Security
Leslie Cain	\$117.96	10087	09/07/21	CMLS Flight Reimbursement
Signs By Tomorrow	\$96.64	10088	09/10/21	Office Supplies
Drinkwater Eaton Law Offices	\$2,931.25	10089	09/13/21	Legal
Matt Swanson	\$225.00	10090	09/13/21	CMLS Travel
Nevada Dept. of Taxation	\$9.07	10091	09/13/21	Sales & Use Tax
Nevada State Bank	\$2,939.24	10092	09/17/21	Visa - Office Supplies/Software/Advertising
TIAA Commercial Finance, Inc.	\$168.67	10093	09/17/21	Copier Lease
316Commercial, LLC	\$6,840.00	10102	09/28/21	Lease
Best Life	\$882.58	10103	09/28/21	Insurance
Hometown Health	\$6,572.01	10104	09/28/21	Insurance
Nevada Museum of Art, Inc.	\$1,250.00	10105	09/28/21	Advertising
Total Monthly Checks	\$100,486.45			

TOTAL ASSET PERCENTAGES

