



*Fellow Highland Lakes REALTORS®,*

*Attached are our financial statements — balance sheets for the Association and for Highland Lakes MLS, Inc. as of July 31, 2026, budget-to-actual results for 2026 through July, full-year 2025 and 2024 results, and our subscriber counts going back to 2023.*

*We are publishing them because you should not have to take our word for anything. Your board is recommending that you **vote in favor** of combining with the Austin Board of REALTORS®, and a recommendation that consequential ought to come with the evidence behind it. Read it yourself and reach your own conclusion.*

*Here is what we see in it.*

***Our membership is shrinking, and that is the engine underneath everything else.*** In July 2023 we had 1,314 subscribers. In July 2026 we have 1,097. That is 217 fewer people carrying the same building, the same platform, and the same staff — a decline of roughly seventeen percent in three years, with no year of recovery in it.

***The Association side of the house does not pay for itself.*** Association operations lost \$109,366 in 2024 and \$136,006 in 2025, and are down \$67,032 through July of this year. Those losses are covered by two things: the margin our MLS throws off, and the returns on our investments.

***The MLS margin that covers those losses is thinning.*** Highland Lakes MLS earned \$111,854 in 2024 and \$55,273 in 2025 — roughly half, in a single year. MLS revenue came in \$89,975 under budget in 2025 and is running \$21,291 under budget through July. Our largest single MLS expense, the Paragon platform, cost \$211,865 last year and does not get cheaper as subscribers leave.

***Put together, we planned for a small loss and took a larger one.*** Our 2025 budgets anticipated a combined net loss of about \$18,000. The actual combined loss was \$44,751. Our approved 2026 budgets plan for a combined net loss of about \$43,000. Two consecutive years budgeted at a loss is a choice a board makes knowingly, and we made it — but it is not a plan you can run indefinitely.

*Now the other half, which we want to state as plainly as the first.*

***We are not broke.*** As of July 31, the Association holds \$862,810 in cash and investments and the MLS holds another \$255,609 — roughly \$1.12 million combined. We own our Marble Falls building outright; it carries on our books at \$902,936 in construction plus \$30,141 in land, less accumulated depreciation, for a net book value of \$602,346. Total equity across both entities is approximately \$1.6 million. Anyone who tells you this Association is out of money is misreading these statements.

*That is exactly the point.*

*An association with \$1.1 million in reserves, a paid-for building, and an MLS that still earns money has choices. An association that has spent those reserves covering operating losses does not. Our reserves fell by about \$115,000 in the twelve months ending July 31 — not a crisis, but a direction, and the direction is what your Board acted on.*

*We could have waited. We could have kept drawing down reserves, watched the subscriber line keep falling, and had this same conversation in three or four years — from a position where we had far less to bring to it. Instead, we went to ABoR while we still had something worth partnering over, and that is why we were able to negotiate rather than accept: the Highland Lakes name, the Marble Falls office committed for at least five years, our staff, our board continuing as the Chapter Council, and a permanent Chapter seat on the ABoR and Unlock MLS Boards.*

*You may look at these same numbers and reach a different conclusion. That is a legitimate place to land, and it is what the vote is for. What we are not willing to do is ask you to decide without them.*

*Bring your questions to the **Annual Meeting and Town Hall** on **Monday, August 31 at 10:00 a.m.** at the HLAoR office, or send them to Luanne Coleman at [luanne@hlaor.realtor](mailto:luanne@hlaor.realtor) beforehand and we'll answer them there.*

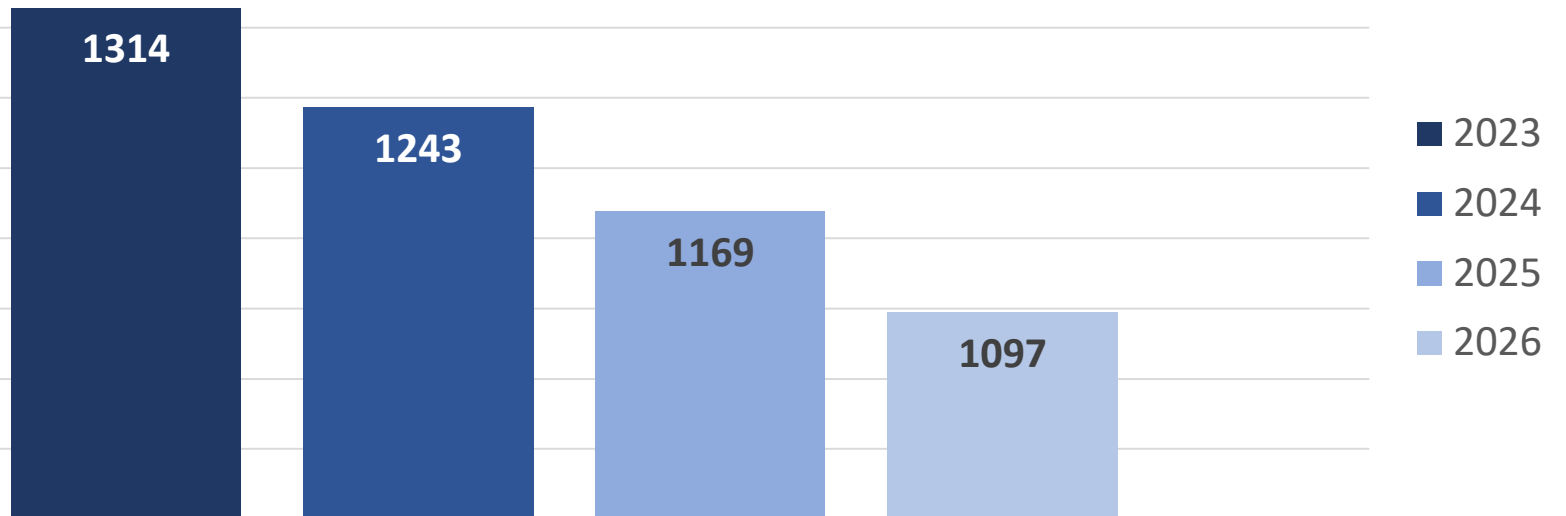
*Then vote. This happens only if you decide it should.*

**Courtney Wing**

*President, Highland Lakes Association of REALTORS®*

## Subscriber Counts - July

Brokers, Agents, Appraisers, Non-Licensed Assistants



**HLAOR-MLS**  
**Budget vs. Actuals**  
**January - July 2026**

|                                                 | Jul 2026      |               |                | Total          |                |                 | Annual         |
|-------------------------------------------------|---------------|---------------|----------------|----------------|----------------|-----------------|----------------|
|                                                 | Actual        | Budget        | over Budget    | Actual         | Budget         | over Budget     | Budget         |
| <b>Income</b>                                   |               |               |                |                |                |                 |                |
| <b>MLS Income</b>                               |               |               |                |                |                |                 |                |
| 5000 MLS Dues Income                            |               |               |                |                |                |                 |                |
| 5030 FEES - MLS Agent                           | 28,387        | 29,817        | (1,430)        | 192,295        | 203,700        | (11,405)        | 356,901        |
| 5035 FEES - MLS Designated Realtor              | 15,200        | 16,760        | (1,560)        | 107,400        | 115,530        | (8,130)         | 203,229        |
| 5040 FEES - MLS Assistant                       | 533           | 517           | 17             | 3,800          | 3,477          | 323             | 6,608          |
| <b>Total 5000 MLS Dues Income</b>               | <b>44,121</b> | <b>47,094</b> | <b>(2,973)</b> | <b>303,495</b> | <b>322,707</b> | <b>(19,212)</b> | <b>566,737</b> |
| 5100 MLS Fee Income                             |               |               |                |                |                |                 |                |
| 5050 MLS Agent Application Fees                 | 3,500         | 3,256         | 244            | 24,200         | 22,789         | 1,411           | 39,067         |
| 5060 MLS Designated Realtor App Fee             | 700           | 2,256         | (1,556)        | 9,650          | 15,789         | (6,139)         | 27,067         |
| 5070 Dues - MLS Fines                           | (150)         | 192           | (342)          | 1,325          | 1,342          | (17)            | 2,300          |
| 5075 MLS Late & Reconnect Fees                  |               |               |                | 4,100          | 3,700          | 400             | 8,000          |
| 5200 Change of Office Fee                       | 150           |               | 150            | 700            |                | 700             |                |
| <b>Total 5100 MLS Fee Income</b>                | <b>4,200</b>  | <b>5,703</b>  | <b>(1,503)</b> | <b>39,975</b>  | <b>43,620</b>  | <b>(3,645)</b>  | <b>76,433</b>  |
| 5300 Sales Income                               |               |               |                |                |                |                 |                |
| 5080 MLS Lock Boxes Sold                        | 103           | 376           | (272)          | 1,448          | 2,631          | (1,183)         | 4,510          |
| 5940 Member Store Income                        | 69            | 120           | (51)           | 362            | 840            | (478)           | 1,441          |
| <b>Total 5300 Sales Income</b>                  | <b>172</b>    | <b>496</b>    | <b>(323)</b>   | <b>1,810</b>   | <b>3,471</b>   | <b>(1,661)</b>  | <b>5,951</b>   |
| 5400 IDX Vendor FEES                            | 4,686         | 4,396         | 290            | 33,998         | 30,772         | 3,226           | 52,752         |
| <b>Total MLS Income</b>                         | <b>53,179</b> | <b>57,689</b> | <b>(4,510)</b> | <b>379,279</b> | <b>400,570</b> | <b>(21,291)</b> | <b>701,874</b> |
| <b>Total Income</b>                             | <b>53,179</b> | <b>57,689</b> | <b>(4,510)</b> | <b>379,279</b> | <b>400,570</b> | <b>(21,291)</b> | <b>701,874</b> |
| <b>Expenses</b>                                 |               |               |                |                |                |                 |                |
| 6000 Personnel                                  |               |               |                |                |                |                 |                |
| 6095 Employee Salaries                          | 16,105        | 16,124        | (20)           | 114,047        | 112,871        | 1,176           | 193,492        |
| 6145 Employee Benefits                          | 1,760         | 1,897         | (137)          | 13,264         | 13,280         | (16)            | 22,766         |
| 6175 Contract Labor                             |               | 100           | (100)          | 120            | 700            | (580)           | 1,200          |
| 6179 Staff Bonuses                              |               |               |                | 845            |                | 845             | 6,420          |
| 6182 Payroll Taxes - Medicare                   | 314           | 242           | 72             | 1,690          | 1,693          | (3)             | 2,984          |
| 6183 Payroll Taxes - Soc Sec                    | 883           | 967           | (84)           | 6,750          | 6,772          | (22)            | 11,995         |
| 6184 Payroll Taxes-Federal Unemp                |               | 15            | (15)           | 101            | 104            | (3)             | 194            |
| 6185 Payroll Taxes - State Unempl               |               | 11            | (11)           | 54             | 80             | (26)            | 156            |
| 6420 Payroll Services                           | 174           | 139           | 34             | 962            | 974            | (12)            | 1,670          |
| <b>Total 6000 Personnel</b>                     | <b>19,235</b> | <b>19,496</b> | <b>(261)</b>   | <b>137,833</b> | <b>136,475</b> | <b>1,358</b>    | <b>240,877</b> |
| 6100 Travel/Meeting Expenses                    |               |               |                |                |                |                 |                |
| 6040 Directors Expense Conf/Seminar             | 19            | 427           | (409)          | 2,287          | 2,991          | (705)           | 5,128          |
| 6050 Strategic Planning                         |               | 63            | (63)           |                | 438            | (438)           | 750            |
| 6051 Leadership Training                        |               | 83            | (83)           | 1,120          | 583            | 537             | 1,000          |
| 6165 Staff Mileage Reimbursement                | 21            | 25            | (4)            | 104            | 175            | (71)            | 301            |
| 6201 AE Travel and Training                     |               | 767           | (767)          | 3,113          | 5,371          | (2,257)         | 9,207          |
| 6205 Staff Training & Travel                    |               | 78            | (78)           | 452            | 549            | (97)            | 941            |
| <b>Total 6100 Travel/Meeting Expenses</b>       | <b>39</b>     | <b>1,444</b>  | <b>(1,404)</b> | <b>7,077</b>   | <b>10,107</b>  | <b>(3,030)</b>  | <b>17,327</b>  |
| 6200 Event/Education Expenses                   |               |               |                |                |                |                 |                |
| 6030 TRLP                                       |               |               |                | 2,650          |                | 2,650           |                |
| 6070 Installation Dinner                        |               |               |                |                |                |                 | 4,500          |
| 6090 Misc Meals / Mixers                        | 32            | 42            | (9)            | 333            | 292            | 41              | 500            |
| <b>Total 6200 Event/Education Expenses</b>      | <b>32</b>     | <b>42</b>     | <b>(9)</b>     | <b>2,983</b>   | <b>292</b>     | <b>2,691</b>    | <b>5,000</b>   |
| 6300 Bank/Professional Services                 |               |               |                |                |                |                 |                |
| 6250 Bank/Credit Card Fees                      | 216           | 418           | (202)          | 6,460          | 7,371          | (911)           | 15,362         |
| 6320 IT Services                                | 184           | 204           | (20)           | 1,379          | 1,426          | (47)            | 2,444          |
| 6330 Prof Fees - Acct                           |               |               |                |                |                |                 | 2,678          |
| 6335 Prof Fees - Bruin bookkeeping              | 2,125         | 2,125         |                | 14,875         | 14,875         |                 | 25,500         |
| 6340 Prof Fees - Audit                          |               |               |                |                |                |                 | 2,625          |
| 6350 Prof Fees - Legal                          |               | 375           | (375)          | 1,901          | 2,625          | (724)           | 4,500          |
| <b>Total 6300 Bank/Professional Services</b>    | <b>2,525</b>  | <b>3,122</b>  | <b>(597)</b>   | <b>24,614</b>  | <b>26,296</b>  | <b>(1,682)</b>  | <b>53,109</b>  |
| 6400 Building/Office Expenses                   |               |               |                |                |                |                 |                |
| 6260 Office Supplies / Misc                     | 223           | 341           | (119)          | 1,737          | 2,389          | (652)           | 4,095          |
| 6301 Janitorial                                 | 169           | 187           | (18)           | 1,013          | 1,310          | (297)           | 2,246          |
| 6310 Lawn                                       |               | 398           | (398)          | 1,346          | 2,787          | (1,441)         | 4,778          |
| 6360 Building R & M                             |               | 350           | (350)          | 988            | 2,450          | (1,462)         | 4,200          |
| 6390 Water/Trash/Sewer                          | 133           | 206           | (73)           | 650            | 1,302          | (651)           | 2,400          |
| 6401 Electricity                                | 213           | 538           | (325)          | 1,062          | 1,910          | (848)           | 3,003          |
| 6410 Internet / Phone                           | 377           | 383           | (7)            | 2,702          | 2,682          | 20              | 4,598          |
| <b>Total 6400 Building/Office Expenses</b>      | <b>1,113</b>  | <b>2,404</b>  | <b>(1,290)</b> | <b>9,498</b>   | <b>14,830</b>  | <b>(5,331)</b>  | <b>25,321</b>  |
| 6500 Equipment/Technology Expenses              |               |               |                |                |                |                 |                |
| 6265 Office Technical Services                  | 64            | 91            | (28)           | 445            | 638            | (193)           | 1,093          |
| 6290 Copier Lease                               | 171           | 182           | (11)           | 1,200          | 1,275          | (75)            | 2,186          |
| 6329 Tangilla / Monthly                         | 1,987         | 2,250         | (263)          | 16,289         | 15,750         | 539             | 27,000         |
| 6370 Equipment R & M                            |               | 25            | (25)           |                | 175            | (175)           | 300            |
| 6501 Website Maintenance                        |               | 44            | (44)           |                | 308            | (308)           | 529            |
| <b>Total 6500 Equipment/Technology Expenses</b> | <b>2,222</b>  | <b>2,592</b>  | <b>(370)</b>   | <b>17,934</b>  | <b>18,146</b>  | <b>(213)</b>    | <b>31,108</b>  |
| 6600 Advertising/PR Expenses                    |               |               |                |                |                |                 |                |
| 6005 Advertising                                |               | 104           | (104)          |                | 729            | (729)           | 1,250          |
| 6006 PR - Food Pantry                           |               | 208           | (208)          | 2,490          | 1,458          | 1,032           | 2,500          |
| 6007 Outreach / Charitable Donation             |               | 167           | (167)          | 152            | 1,167          | (1,015)         | 2,000          |

**HLAOR-MLS**  
**Budget vs. Actuals**  
**January - July 2026**

|                                           | Jul 2026      |               |                | Total          |                |                 | Annual<br>Budget |
|-------------------------------------------|---------------|---------------|----------------|----------------|----------------|-----------------|------------------|
|                                           | Actual        | Budget        | over Budget    | Actual         | Budget         | over Budget     |                  |
| 6009 PR - First Responder                 | 41            | 75            | (34)           | 227            | 525            | (298)           | 900              |
| 6010 Gifts/Awards                         |               | 83            | (83)           | 99             | 583            | (484)           | 1,000            |
| <b>Total 6600 Advertising/PR Expenses</b> | <b>41</b>     | <b>638</b>    | <b>(597)</b>   | <b>2,967</b>   | <b>4,463</b>   | <b>(1,496)</b>  | <b>7,650</b>     |
| 6900 Other Board Expenses                 |               |               |                |                |                |                 |                  |
| 6210 Dues & Publications                  | 96            | 114           | (19)           | 690            | 801            | (111)           | 1,373            |
| 6220 Insurance                            | 267           | 289           | (22)           | 1,884          | 2,022          | (138)           | 3,467            |
| 6266 Copies / Shredding                   |               | 23            | (23)           | 90             | 158            | (68)            | 270              |
| 6270 Postage & Freight                    | 15            | 3             | 12             | 53             | 23             | 30              | 39               |
| <b>Total 6900 Other Board Expenses</b>    | <b>378</b>    | <b>429</b>    | <b>(51)</b>    | <b>2,717</b>   | <b>3,004</b>   | <b>(287)</b>    | <b>5,149</b>     |
| 7000 MLS Expenses                         |               |               |                |                |                |                 |                  |
| 7010 MEMBER STORE EXP                     |               | 79            | (79)           | 719            | 552            | 167             | 946              |
| 7011 Lockboxes Purchased for Resale       | 1,191         | 224           | 967            | 1,191          | 1,565          | (374)           | 2,683            |
| <b>Total 7010 MEMBER STORE EXP</b>        | <b>1,191</b>  | <b>302</b>    | <b>888</b>     | <b>1,910</b>   | <b>2,117</b>   | <b>(207)</b>    | <b>3,629</b>     |
| 7025 MLS Expenses / Subscriptions         | 299           | 377           | (77)           | 2,890          | 2,636          | 254             | 4,519            |
| 7040 MLS Paragon Fee                      | 18,449        | 16,672        | 1,778          | 125,775        | 117,453        | 8,322           | 201,193          |
| 7061 MLS Events / Seminars                |               |               |                |                |                |                 | 258              |
| 7062 Contract Labor / MLS Related         |               | 83            | (83)           |                | 583            | (583)           | 1,000            |
| <b>Total 7000 MLS Expenses</b>            | <b>19,939</b> | <b>17,434</b> | <b>2,505</b>   | <b>130,575</b> | <b>122,789</b> | <b>7,786</b>    | <b>210,599</b>   |
| <b>Total Expenses</b>                     | <b>45,525</b> | <b>47,600</b> | <b>(2,075)</b> | <b>336,198</b> | <b>336,402</b> | <b>(204)</b>    | <b>596,140</b>   |
| <b>Net Operating Income</b>               | <b>7,654</b>  | <b>10,088</b> | <b>(2,435)</b> | <b>43,081</b>  | <b>64,168</b>  | <b>(21,087)</b> | <b>105,734</b>   |
| <b>Other Income</b>                       |               |               |                |                |                |                 |                  |
| 4050 Interest Income                      | 403           | 54            | 349            | 1,872          | 381            | 1,491           | 653              |
| <b>Total Other Income</b>                 | <b>403</b>    | <b>54</b>     | <b>349</b>     | <b>1,872</b>   | <b>381</b>     | <b>1,491</b>    | <b>653</b>       |
| <b>Net Other Income</b>                   | <b>403</b>    | <b>54</b>     | <b>349</b>     | <b>1,872</b>   | <b>381</b>     | <b>1,491</b>    | <b>653</b>       |
| <b>Net Income</b>                         | <b>8,057</b>  | <b>10,143</b> | <b>(2,086)</b> | <b>44,953</b>  | <b>64,549</b>  | <b>(19,596)</b> | <b>106,387</b>   |

**Highland Lakes Association of REALTORS**  
**Budget vs. Actuals**  
January - July 2026

|                                              | Jul 2026      |               |                | Total          |                |                | Annual         |
|----------------------------------------------|---------------|---------------|----------------|----------------|----------------|----------------|----------------|
|                                              | Actual        | Budget        | over Budget    | Actual         | Budget         | over Budget    | Budget         |
| <b>Income</b>                                |               |               |                |                |                |                |                |
| <b>Board Income</b>                          |               |               |                |                |                |                |                |
| <b>4000 Dues</b>                             |               |               |                |                |                |                |                |
| 4010 Local Association Dues                  | 10,350        | 9,711         | 638            | 69,687         | 66,142         | 3,545          | 116,011        |
| 4020 Affiliate Local Dues                    | 1,563         | 1,435         | 127            | 9,858          | 10,048         | (190)          | 17,224         |
| <b>Total 4000 Dues</b>                       | <b>11,912</b> | <b>11,147</b> | <b>766</b>     | <b>79,544</b>  | <b>76,189</b>  | <b>3,355</b>   | <b>133,235</b> |
| <b>4100 Board Fee Income</b>                 |               |               |                |                |                |                |                |
| 4027 Annual Dues Late Fee                    |               |               |                | 1,900          | 1,000          | 900            | 4,250          |
| 4110 New Member App Fee                      | 600           | 600           |                | 4,400          | 4,200          | 200            | 7,200          |
| 4111 Office Change Fee                       |               | 133           | (133)          |                | 933            | (933)          | 1,600          |
| <b>Total 4100 Board Fee Income</b>           | <b>600</b>    | <b>733</b>    | <b>(133)</b>   | <b>6,300</b>   | <b>6,133</b>   | <b>167</b>     | <b>13,050</b>  |
| <b>4200 Event/Education Income</b>           |               |               |                |                |                |                |                |
| 4040 Education - Income                      | 1,195         | 917           | 278            | 7,035          | 6,417          | 618            | 11,000         |
| 4062 TRLP Income                             |               | 81            | (81)           | 1,444          | 569            | 876            | 975            |
| 4070 Membership Luncheon                     |               |               |                | 520            | 1,650          | (1,130)        | 3,300          |
| 4071 Election Social/Annual Meeting          |               |               |                |                |                |                | 1,500          |
| 4072 TREPAC Fundraising Event                |               | 467           | (467)          | 3,136          | 3,267          | (131)          | 5,600          |
| 4074 Installation                            |               |               |                |                |                |                | 3,000          |
| <b>Total 4200 Event/Education Income</b>     | <b>1,195</b>  | <b>1,465</b>  | <b>(270)</b>   | <b>12,135</b>  | <b>11,902</b>  | <b>233</b>     | <b>25,375</b>  |
| <b>4900 Other Board Income</b>               |               |               |                |                |                |                |                |
| 4050 Interest Income                         | 476           | 2,116         | (1,640)        | 12,617         | 14,812         | (2,195)        | 25,392         |
| 4055 Grant Income                            |               | 267           | (267)          |                | 1,867          | (1,867)        | 3,200          |
| 4075 Forewarn Ads                            | 150           | 100           | 50             | 525            | 700            | (175)          | 1,200          |
| <b>Total 4900 Other Board Income</b>         | <b>626</b>    | <b>2,483</b>  | <b>(1,857)</b> | <b>13,142</b>  | <b>17,379</b>  | <b>(4,236)</b> | <b>29,792</b>  |
| <b>Total Board Income</b>                    | <b>14,334</b> | <b>15,827</b> | <b>(1,494)</b> | <b>111,122</b> | <b>111,604</b> | <b>(482)</b>   | <b>201,453</b> |
| <b>Total Income</b>                          | <b>14,334</b> | <b>15,827</b> | <b>(1,494)</b> | <b>111,122</b> | <b>111,604</b> | <b>(482)</b>   | <b>201,453</b> |
| <b>Gross Profit</b>                          | <b>14,334</b> | <b>15,827</b> | <b>(1,494)</b> | <b>111,122</b> | <b>111,604</b> | <b>(482)</b>   | <b>201,453</b> |
| <b>Expenses</b>                              |               |               |                |                |                |                |                |
| <b>6000 Personnel</b>                        |               |               |                |                |                |                |                |
| 6095 Employee Salaries                       | 10,736        | 10,750        | (13)           | 76,031         | 75,247         | 784            | 128,995        |
| 6145 Employee Benefits                       | 1,173         | 1,298         | (125)          | 8,843          | 9,086          | (243)          | 15,576         |
| 6175 Contract Labor                          |               | 67            | (67)           | 80             | 467            | (387)          | 833            |
| 6179 Staff Bonuses                           |               |               |                | 563            |                | 563            | 4,280          |
| 6182 Payroll Taxes - Medicare                | 209           | 161           | 48             | 1,127          | 1,129          | (2)            | 1,999          |
| 6183 Payroll Taxes - Soc Sec                 | 589           | 645           | (56)           | 4,500          | 4,515          | (15)           | 7,996          |
| 6184 Payroll Taxes-Federal Unemp             |               | 10            | (10)           | 67             | 70             | (2)            | 123            |
| 6185 Payroll Taxes - State Unempl            |               | 8             | (8)            | 36             | 54             | (18)           | 95             |
| 6420 Payroll Services                        | 116           | 93            | 23             | 641            | 649            | (8)            | 1,113          |
| <b>Total 6000 Personnel</b>                  | <b>12,823</b> | <b>13,031</b> | <b>(207)</b>   | <b>91,889</b>  | <b>91,216</b>  | <b>673</b>     | <b>161,011</b> |
| <b>6100 Travel/Meeting Expenses</b>          |               |               |                |                |                |                |                |
| 6040 Directors Expense Conf/Seminar          | 74            | 1,709         | (1,635)        | 9,146          | 11,965         | (2,819)        | 20,512         |
| 6050 Strategic Planning                      |               | 63            | (63)           |                | 438            | (438)          | 750            |
| 6051 Leadership Training                     |               | 83            | (83)           | 1,120          | 583            | 537            | 1,000          |
| 6060 TREPAC - Election Social/Annual Meeting |               | 125           | (125)          |                | 875            | (875)          | 1,500          |
| 6165 Staff -Mileage Reimbursement            | 14            | 17            | (3)            | 69             | 116            | (47)           | 199            |
| 6201 AE Travel and Training                  |               | 767           | (767)          | 3,113          | 5,371          | (2,257)        | 9,207          |
| 6205 Staff Training Travel and Training      |               | 26            | (26)           | 151            | 183            | (32)           | 314            |
| <b>Total 6100 Travel/Meeting Expenses</b>    | <b>88</b>     | <b>2,790</b>  | <b>(2,702)</b> | <b>13,600</b>  | <b>19,531</b>  | <b>(5,931)</b> | <b>33,482</b>  |
| <b>6200 Event/Education Expenses</b>         |               |               |                |                |                |                |                |
| 6020 EDU - Education Course Expense          | 1,201         | 875           | 326            | 3,677          | 6,125          | (2,448)        | 10,500         |
| 6030 TRLP                                    |               | 417           | (417)          |                | 2,917          | (2,917)        | 5,000          |
| 6070 Installation Dinner                     |               |               |                |                |                |                | 4,500          |
| 6071 Affiliate EXPO                          |               | 167           | (167)          |                | 1,167          | (1,167)        | 2,000          |
| 6072 TREPAC Fundraising                      |               | 500           | (500)          | 4,899          | 3,500          | 1,399          | 6,000          |
| 6073 TREPAC -Apprec Investor Dinner          |               | 100           | (100)          |                | 700            | (700)          | 1,200          |
| 6080 TREPAC - Major Investor Party           |               | 500           | (500)          |                | 3,500          | (3,500)        | 6,000          |
| 6090 Misc Meals / Mixers                     | 129           | 167           | (38)           | 1,330          | 1,167          | 164            | 2,000          |
| 6230 Membership Luncheons                    |               | 250           | (250)          | 1,326          | 1,750          | (424)          | 3,000          |
| <b>Total 6200 Event/Education Expenses</b>   | <b>1,330</b>  | <b>2,975</b>  | <b>(1,645)</b> | <b>11,232</b>  | <b>20,825</b>  | <b>(9,593)</b> | <b>40,200</b>  |
| <b>6300 Bank/Professional Services</b>       |               |               |                |                |                |                |                |
| 6250 Bank/Credit Card Fees                   | 64            | 127           | (62)           | 2,111          | 2,385          | (274)          | 5,055          |
| 6320 IT Services                             | 184           | 204           | (20)           | 1,379          | 1,426          | (47)           | 2,444          |
| 6330 Prof Fees - Acct                        |               |               |                |                |                |                | 2,678          |
| 6335 Prof Fees - Bruin bookkeeping           | 2,125         | 2,125         |                | 14,875         | 14,875         |                | 25,500         |
| 6340 Prof Fees - Audit                       |               |               |                |                |                |                | 2,625          |
| 6350 Prof Fees - Legal                       |               | 42            | (42)           | 211            | 292            | (80)           | 500            |
| <b>Total 6300 Bank/Professional Services</b> | <b>2,374</b>  | <b>2,497</b>  | <b>(124)</b>   | <b>18,576</b>  | <b>18,977</b>  | <b>(402)</b>   | <b>38,802</b>  |
| <b>6400 Building/Office Expenses</b>         |               |               |                |                |                |                |                |
| 6260 Office Supplies / Misc                  | 148           | 206           | (58)           | 1,158          | 1,441          | (283)          | 2,470          |
| 6301 Janitorial                              | 112           | 125           | (12)           | 675            | 873            | (198)          | 1,497          |
| 6310 Lawn                                    |               | 391           | (391)          | 1,346          | 2,738          | (1,392)        | 4,693          |
| 6360 Building R & M                          |               | 233           | (233)          | 658            | 1,633          | (975)          | 2,800          |
| 6390 Water/Trash/Sewer                       | 89            | 137           | (49)           | 431            | 868            | (437)          | 1,601          |
| 6401 Electricity                             | 142           | 359           | (217)          | 708            | 1,273          | (565)          | 2,002          |
| 6410 Internet / Phone                        | 251           | 256           | (4)            | 1,801          | 1,789          | 13             | 3,066          |
| <b>Total 6400 Building/Office Expenses</b>   | <b>742</b>    | <b>1,706</b>  | <b>(964)</b>   | <b>6,778</b>   | <b>10,615</b>  | <b>(3,837)</b> | <b>18,129</b>  |

**Highland Lakes Association of REALTORS**  
**Budget vs. Actuals**  
January - July 2026

|                                                 | Jul 2026        |                 |                | Total           |                 |                 | Annual Budget    |
|-------------------------------------------------|-----------------|-----------------|----------------|-----------------|-----------------|-----------------|------------------|
|                                                 | Actual          | Budget          | over Budget    | Actual          | Budget          | over Budget     |                  |
| <b>6500 Equipment/Technology Expenses</b>       |                 |                 |                |                 |                 |                 |                  |
| 6265 Office Technical Services                  | 42              | 61              | (18)           | 297             | 425             | (128)           | 729              |
| 6290 Copier Lease                               | 114             | 121             | (7)            | 800             | 850             | (50)            | 1,457            |
| 6329 Tangilla / Monthly                         | 1,325           | 1,500           | (175)          | 9,192           | 10,500          | (1,308)         | 18,000           |
| 6370 Equipment R & M                            |                 | 5               | (5)            |                 | 34              | (34)            | 59               |
| 6501 Website Maintenance                        |                 | 29              | (29)           |                 | 206             | (206)           | 353              |
| <b>Total 6500 Equipment/Technology Expenses</b> | <b>1,482</b>    | <b>1,716</b>    | <b>(235)</b>   | <b>10,289</b>   | <b>12,015</b>   | <b>(1,726)</b>  | <b>20,598</b>    |
| <b>6600 Advertising/PR Expenses</b>             |                 |                 |                |                 |                 |                 |                  |
| 6005 Advertising                                |                 | 104             | (104)          |                 | 729             | (729)           | 1,250            |
| 6006 PR - Food Pantry                           |                 | 208             | (208)          | 2,490           | 1,458           | 1,032           | 2,500            |
| 6007 Outreach / Charitable Donation             |                 | 167             | (167)          | 152             | 1,167           | (1,015)         | 2,000            |
| 6008 Flood Relief Donation                      |                 | 208             | (208)          |                 | 1,458           | (1,458)         | 2,500            |
| 6009 PR - First Responder                       | 41              | 75              | (34)           | 226             | 525             | (299)           | 900              |
| 6010 Gifts/Awards                               |                 | 83              | (83)           | 99              | 583             | (484)           | 1,000            |
| 7020 EDU - Scholarship Donations                | 10,000          | 10,000          |                | 10,000          | 10,000          |                 | 10,000           |
| <b>Total 6600 Advertising/PR Expenses</b>       | <b>10,041</b>   | <b>10,846</b>   | <b>(805)</b>   | <b>12,967</b>   | <b>15,921</b>   | <b>(2,954)</b>  | <b>20,150</b>    |
| <b>6700 Government Affairs</b>                  |                 |                 |                |                 |                 |                 |                  |
| 6076 GA - Public Aware. Advertis                |                 | 125             | (125)          |                 | 875             | (875)           | 1,500            |
| 6077 GA - Board Edu. Workshops                  |                 | 42              | (42)           |                 | 292             | (292)           | 500              |
| 6078 GA - Mobilization Meeting                  |                 | 33              | (33)           |                 | 233             | (233)           | 400              |
| <b>Total 6700 Government Affairs</b>            |                 | <b>200</b>      | <b>(200)</b>   |                 | <b>1,400</b>    | <b>(1,400)</b>  | <b>2,400</b>     |
| <b>6900 Other Board Expenses</b>                |                 |                 |                |                 |                 |                 |                  |
| 6210 Dues & Publications                        | 96              | 114             | (19)           | 693             | 801             | (108)           | 1,373            |
| 6220 Insurance                                  | 267             | 289             | (22)           | 1,884           | 2,022           | (138)           | 3,467            |
| 6266 Copies / Shredding                         |                 | 23              | (23)           | 90              | 158             | (68)            | 270              |
| 6270 Postage & Freight                          | 15              | 4               | 11             | 53              | 28              | 25              | 49               |
| 6271 Forewarn                                   | 1,439           | 1,403           | 36             | 10,102          | 10,099          | 3               | 17,707           |
| <b>Total 6900 Other Board Expenses</b>          | <b>1,817</b>    | <b>1,833</b>    | <b>(16)</b>    | <b>12,823</b>   | <b>13,108</b>   | <b>(286)</b>    | <b>22,866</b>    |
| <b>Total Expenses</b>                           | <b>30,697</b>   | <b>37,595</b>   | <b>(6,898)</b> | <b>178,153</b>  | <b>203,609</b>  | <b>(25,455)</b> | <b>357,637</b>   |
| <b>Net Operating Income</b>                     | <b>(16,363)</b> | <b>(21,767)</b> | <b>5,404</b>   | <b>(67,032)</b> | <b>(92,005)</b> | <b>24,974</b>   | <b>(156,184)</b> |
| <b>Other Income</b>                             |                 |                 |                |                 |                 |                 |                  |
| 3025 Unrealized (Gains) Loss on Inv             | 123             |                 | 123            | 12,700          |                 | 12,700          |                  |
| 4044 Dividend Income                            | 1,907           | 968             | 939            | 9,152           | 6,776           | 2,376           | 11,616           |
| 4047 Gain (Loss) on Disp of Investm             |                 |                 |                | 3,582           |                 | 3,582           |                  |
| <b>Total Other Income</b>                       | <b>2,030</b>    | <b>968</b>      | <b>1,062</b>   | <b>25,434</b>   | <b>6,776</b>    | <b>18,658</b>   | <b>11,616</b>    |
| <b>Other Expenses</b>                           |                 |                 |                |                 |                 |                 |                  |
| 6251 Investment Broker Fees                     | 966             | 861             | 105            | 3,533           | 3,251           | 282             | 4,780            |
| <b>Total Other Expenses</b>                     | <b>966</b>      | <b>861</b>      | <b>105</b>     | <b>3,533</b>    | <b>3,251</b>    | <b>282</b>      | <b>4,780</b>     |
| <b>Net Other Income</b>                         | <b>1,064</b>    | <b>107</b>      | <b>957</b>     | <b>21,900</b>   | <b>3,525</b>    | <b>18,375</b>   | <b>6,836</b>     |
| <b>Net Income</b>                               | <b>(15,299)</b> | <b>(21,660)</b> | <b>6,361</b>   | <b>(45,131)</b> | <b>(88,480)</b> | <b>43,349</b>   | <b>(149,348)</b> |

**HLAOR-MLS**  
**Balance Sheet**  
As of July 31, 2026

|                                                | <u>7/31/2026</u> | <u>7/31/2025</u> |
|------------------------------------------------|------------------|------------------|
| <b>ASSETS</b>                                  |                  |                  |
| Current Assets                                 |                  |                  |
| Bank Accounts                                  |                  |                  |
| 1019 Rio Bank Checking -6056                   |                  | 210,853          |
| 1020 Lone Star Sweep Account                   |                  | 28,553           |
| 7784 Security State Bank & Trust               | 65,783           |                  |
| 8400 Security State Bank & Trust Sweep Account | 189,826          |                  |
| Total Bank Accounts                            | <u>255,609</u>   | <u>239,406</u>   |
| Other Current Assets                           |                  |                  |
| 1350 Prepaid Federal Income Taxes              | 25,000           | 7,000            |
| 2010 Intercompany - HLAOR                      |                  | 15               |
| Total Other Current Assets                     | <u>25,000</u>    | <u>7,015</u>     |
| Total Current Assets                           | <u>280,609</u>   | <u>246,421</u>   |
| <b>TOTAL ASSETS</b>                            | <u>280,609</u>   | <u>246,421</u>   |
| <b>LIABILITIES AND EQUITY</b>                  |                  |                  |
| Liabilities                                    |                  |                  |
| Current Liabilities                            |                  |                  |
| Other Current Liabilities                      |                  |                  |
| 2090 Federal Income Taxes Payable              |                  | 185              |
| 2100 Deferred Revenue                          |                  |                  |
| 2151-3 Deferred MLS Agent                      | 57,435           | 59,635           |
| 2152-3 Deferred MLS DR                         | 30,400           | 33,520           |
| 2153-3 Deferred MLS Assistant                  | 1,067            | 1,033            |
| Total 2100 Deferred Revenue                    | <u>88,901</u>    | <u>94,188</u>    |
| Total Other Current Liabilities                | <u>88,901</u>    | <u>94,373</u>    |
| Total Current Liabilities                      | <u>88,901</u>    | <u>94,373</u>    |
| Total Liabilities                              | <u>88,901</u>    | <u>94,373</u>    |
| Equity                                         |                  |                  |
| Retained Earnings                              | 146,755          | 91,482           |
| Net Income                                     | 44,953           | 60,566           |
| Total Equity                                   | <u>191,708</u>   | <u>152,048</u>   |
| <b>TOTAL LIABILITIES AND EQUITY</b>            | <u>280,609</u>   | <u>246,421</u>   |

# Highland Lakes Association of REALTORS

## Balance Sheet

As of July 31, 2026

|                                                | 7/31/2026        | 7/31/2025        |
|------------------------------------------------|------------------|------------------|
| <b>ASSETS</b>                                  |                  |                  |
| <b>Current Assets</b>                          |                  |                  |
| <b>Bank Accounts</b>                           |                  |                  |
| 1015 Rio Bank Checking -0615                   |                  | 279,282          |
| 1017 Lone Star Capital Sweep account           |                  | 5,416            |
| 1021 EJ - Investments                          | 190,729          | 175,337          |
| 1027 Raymond James Investment                  | 563,331          | 517,288          |
| 1030 Petty Cash                                | 100              | 100              |
| 3600 Security State Bank & Trust Sweep Account | 16               |                  |
| 7636 Security State Bank & Trust               | 108,634          |                  |
| <b>Total Bank Accounts</b>                     | <b>862,810</b>   | <b>977,423</b>   |
| <b>Other Current Assets</b>                    |                  |                  |
| 1301 Prepaid Expenses                          | 6,160            | 12,367           |
| 1302 Prepaid Insurance                         | 7,381            | 7,267            |
| 1303 Prepaid Travel                            | 3,011            | 7,047            |
| 1400 AR Tangilla                               | 1,107            | 1,780            |
| 1410 Intercompany - MLS                        |                  | (15)             |
| <b>Total Other Current Assets</b>              | <b>17,658</b>    | <b>28,447</b>    |
| <b>Total Current Assets</b>                    | <b>880,468</b>   | <b>1,005,870</b> |
| <b>Fixed Assets</b>                            |                  |                  |
| 1200 Furniture                                 | 39,411           | 39,411           |
| 1210 Telephone System                          | 3,520            | 3,520            |
| 1220 Computer System                           | 36,041           | 36,041           |
| 1221 Computer Software                         | 7,818            | 7,818            |
| 1230 Copier                                    | 5,700            | 5,700            |
| 1250 Business Park Bldg. Construct             | 902,936          | 902,936          |
| 1260 Accumulated Depreciation                  | (423,221)        | (395,479)        |
| 1300 Building Land -Business Park              | 30,141           | 30,141           |
| <b>Total Fixed Assets</b>                      | <b>602,346</b>   | <b>630,088</b>   |
| <b>TOTAL ASSETS</b>                            | <b>1,482,814</b> | <b>1,635,958</b> |
| <b>LIABILITIES AND EQUITY</b>                  |                  |                  |
| <b>Liabilities</b>                             |                  |                  |
| <b>Current Liabilities</b>                     |                  |                  |
| <b>Accounts Payable</b>                        |                  |                  |
| 2000 Accounts Payable (A/P)                    | 13,219           | 20,105           |
| <b>Total Accounts Payable</b>                  | <b>13,219</b>    | <b>20,105</b>    |
| <b>Credit Cards</b>                            |                  |                  |
| 2005 Credit card -0222                         |                  | 1,904            |
| 2006 Ramp -4648                                | 450              | 413              |

# Highland Lakes Association of REALTORS

## Balance Sheet

As of July 31, 2026

|                                        | <b>7/31/2026</b> | <b>7/31/2025</b> |
|----------------------------------------|------------------|------------------|
| 2007 Credit Card - 0021                | 1,355            |                  |
| <b>Total Credit Cards</b>              | <b>1,805</b>     | <b>2,317</b>     |
| <b>Other Current Liabilities</b>       |                  |                  |
| 2010 State/National Payable            | (195)            | (405)            |
| 2045 Sales Tax Payable                 | 2,422            | 6,217            |
| 2080 Accrued Payroll                   |                  | 12,987           |
| 2100 Deferred Revenue                  |                  | 750              |
| 2162-1 Deferred 2025 Realtor Dues      |                  | 55,601           |
| 2162-2 Deferred 2025 Affiliate Dues    |                  | 7,657            |
| 2163-1 Deferred 2026 Realtor Dues      | 51,749           |                  |
| 2163-2 Deferred 2026 Affiliate Dues    | 7,813            |                  |
| <b>Total 2100 Deferred Revenue</b>     | <b>59,562</b>    | <b>64,008</b>    |
| <b>Total Other Current Liabilities</b> | <b>61,789</b>    | <b>82,807</b>    |
| <b>Total Current Liabilities</b>       | <b>76,814</b>    | <b>105,229</b>   |
| <b>Total Liabilities</b>               | <b>76,814</b>    | <b>105,229</b>   |
| <b>Equity</b>                          |                  |                  |
| 3000 Capital                           | 222,411          | 222,411          |
| 3030 Retained Earnings                 | 1,228,721        | 1,354,668        |
| Net Income                             | (45,131)         | (46,350)         |
| <b>Total Equity</b>                    | <b>1,406,001</b> | <b>1,530,729</b> |
| <b>TOTAL LIABILITIES AND EQUITY</b>    | <b>1,482,814</b> | <b>1,635,958</b> |

**HLAOR-MLS**  
**Budget vs. Actuals**  
January - December 2025

|                                              | Dec 2025      |               |                 | Total          |                |                 |
|----------------------------------------------|---------------|---------------|-----------------|----------------|----------------|-----------------|
|                                              | Actual        | Budget        | over Budget     | Actual         | Budget         | over Budget     |
| <b>Income</b>                                |               |               |                 |                |                |                 |
| <b>MLS Income</b>                            |               |               |                 |                |                |                 |
| <b>5000 MLS Dues Income</b>                  |               |               |                 |                |                |                 |
| 5030 FEES - MLS Agent                        | 26,679        | 30,981        | (4,302)         | 343,554        | 377,230        | (33,677)        |
| 5035 FEES - MLS Designated Realtor           | 15,500        | 18,226        | (2,726)         | 195,600        | 221,424        | (25,824)        |
| 5040 FEES - MLS Assistant                    | 533           | 683           | (149)           | 6,127          | 8,190          | (2,063)         |
| <b>Total 5000 MLS Dues Income</b>            | <b>42,712</b> | <b>49,890</b> | <b>(7,178)</b>  | <b>545,280</b> | <b>606,845</b> | <b>(61,564)</b> |
| <b>5100 MLS Fee Income</b>                   |               |               |                 |                |                |                 |
| 5050 MLS Agent Application Fees              | 1,000         | 3,814         | (2,814)         | 34,500         | 45,771         | (11,271)        |
| 5060 MLS Designated Realtor App Fee          | 700           | 2,900         | (2,200)         | 23,250         | 34,800         | (11,550)        |
| 5070 Dues - MLS Fines                        |               | 471           | (471)           | 2,100          | 5,657          | (3,557)         |
| 5075 MLS Late & Reconnect Fees               | 100           | 100           |                 | 8,400          | 6,200          | 2,200           |
| 5200 Change of Office Fee                    | 25            | 139           | (114)           | 1,375          | 1,671          | (296)           |
| <b>Total 5100 MLS Fee Income</b>             | <b>1,825</b>  | <b>7,425</b>  | <b>(5,600)</b>  | <b>69,625</b>  | <b>94,100</b>  | <b>(24,475)</b> |
| <b>5300 Sales Income</b>                     |               |               |                 |                |                |                 |
| 5080 MLS Lock Boxes Sold                     |               | 432           | (432)           | 3,948          | 5,184          | (1,236)         |
| 5940 Member Store Income                     | 6             | 200           | (194)           | 1,139          | 2,400          | (1,261)         |
| <b>Total 5300 Sales Income</b>               | <b>6</b>      | <b>632</b>    | <b>(626)</b>    | <b>5,087</b>   | <b>7,584</b>   | <b>(2,497)</b>  |
| <b>5400 IDX Vendor FEES</b>                  | <b>4,893</b>  | <b>4,610</b>  | <b>283</b>      | <b>53,882</b>  | <b>55,320</b>  | <b>(1,438)</b>  |
| <b>Total MLS Income</b>                      | <b>49,436</b> | <b>62,557</b> | <b>(13,121)</b> | <b>673,874</b> | <b>763,849</b> | <b>(89,975)</b> |
| <b>Total Income</b>                          | <b>49,436</b> | <b>62,557</b> | <b>(13,121)</b> | <b>673,874</b> | <b>763,849</b> | <b>(89,975)</b> |
| <b>Expenses</b>                              |               |               |                 |                |                |                 |
| <b>6000 Personnel</b>                        |               |               |                 |                |                |                 |
| 6095 Employee Salaries                       | 16,050        | 15,683        | 368             | 189,495        | 188,190        | 1,305           |
| 6145 Employee Benefits                       | 2,032         | 1,778         | 254             | 21,210         | 21,331         | (121)           |
| 6175 Contract Labor                          |               | 150           | (150)           | 1,332          | 1,806          | (474)           |
| 6179 Staff Bonuses                           |               | 6,000         | (6,000)         | 6,953          | 6,325          | 629             |
| 6182 Payroll Taxes - Medicare                | 207           | 317           | (110)           | 2,767          | 2,910          | (143)           |
| 6183 Payroll Taxes - Soc Sec                 | 994           | 1,270         | (276)           | 11,840         | 11,640         | 201             |
| 6184 Payroll Taxes-Federal Unempl            |               | 30            | (30)            | 101            | 194            | (93)            |
| 6185 Payroll Taxes - State Unempl            |               | 30            | (30)            | 75             | 157            | (82)            |
| 6420 Payroll Services                        | 223           | 138           | 86              | 1,695          | 1,650          | 45              |
| <b>Total 6000 Personnel</b>                  | <b>19,506</b> | <b>25,395</b> | <b>(5,889)</b>  | <b>235,468</b> | <b>234,202</b> | <b>1,266</b>    |
| <b>6100 Travel/Meeting Expenses</b>          |               |               |                 |                |                |                 |
| 6040 Directors Expense Conf/Seminar          | 650           | 667           | (16)            | 7,452          | 8,000          | (548)           |
| 6050 Strategic Planning                      |               | 125           | (125)           | 1,302          | 1,500          | (198)           |
| 6165 Staff Mileage Reimbursement             | 62            | 26            | 36              | 492            | 301            | 191             |
| 6201 AE Travel and Training                  | 591           | 863           | (272)           | 8,141          | 10,350         | (2,209)         |
| 6205 Staff Training & Travel                 |               | 996           | (996)           | 3,755          | 11,946         | (8,191)         |
| <b>Total 6100 Travel/Meeting Expenses</b>    | <b>1,303</b>  | <b>2,676</b>  | <b>(1,373)</b>  | <b>21,143</b>  | <b>32,097</b>  | <b>(10,954)</b> |
| <b>6200 Event/Education Expenses</b>         |               |               |                 |                |                |                 |
| 6070 Installation Dinner                     | 5,612         | 7,000         | (1,388)         | 5,612          | 7,000          | (1,388)         |
| 6074 GA Capital Hill Visit                   |               | 1,200         | (1,200)         |                | 4,800          | (4,800)         |
| 6090 Misc Meals / Mixers                     | 239           | 67            | 172             | 1,052          | 800            | 252             |
| <b>Total 6200 Event/Education Expenses</b>   | <b>5,850</b>  | <b>8,267</b>  | <b>(2,416)</b>  | <b>6,664</b>   | <b>12,600</b>  | <b>(5,936)</b>  |
| <b>6300 Bank/Professional Services</b>       |               |               |                 |                |                |                 |
| 6250 Bank/Credit Card Fees                   | 815           | 1,147         | (333)           | 15,638         | 20,747         | (5,109)         |
| 6320 IT Services                             | 183           | 224           | (41)            | 2,296          | 2,692          | (396)           |
| 6330 Prof Fees - Acct                        |               |               |                 | 3,000          | 2,550          | 450             |
| 6335 Prof Fees - Bruin bookkeeping           | 2,125         | 2,125         |                 | 25,500         | 25,500         |                 |
| 6340 Prof Fees - Audit                       |               |               |                 | 2,500          | 3,500          | (1,000)         |
| 6350 Prof Fees - Legal                       |               | 225           | (225)           | 176            | 2,700          | (2,525)         |
| <b>Total 6300 Bank/Professional Services</b> | <b>3,123</b>  | <b>3,722</b>  | <b>(599)</b>    | <b>49,109</b>  | <b>57,689</b>  | <b>(8,580)</b>  |
| <b>6400 Building/Office Expenses</b>         |               |               |                 |                |                |                 |
| 6260 Office Supplies / Misc                  | 210           | 325           | (115)           | 3,690          | 3,900          | (210)           |
| 6301 Janitorial                              | 169           | 203           | (34)            | 2,195          | 2,432          | (236)           |
| 6310 Lawn                                    | 270           | 259           | 11              | 4,803          | 3,106          | 1,696           |
| 6360 Building R & M                          | 117           | 300           | (183)           | 4,405          | 3,600          | 805             |
| 6390 Water/Trash/Sewer                       | 71            | 96            | (24)            | 2,374          | 1,148          | 1,226           |
| 6401 Electricity                             | 136           | 164           | (28)            | 2,903          | 1,967          | 936             |
| 6410 Internet / Phone                        | 377           | 377           | (0)             | 4,347          | 4,523          | (176)           |
| <b>Total 6400 Building/Office Expenses</b>   | <b>1,350</b>  | <b>1,723</b>  | <b>(374)</b>    | <b>24,717</b>  | <b>20,677</b>  | <b>4,040</b>    |
| <b>6500 Equipment/Technology Expenses</b>    |               |               |                 |                |                |                 |
| 6265 Office Technical Services               | 73            | 102           | (29)            | 1,000          | 1,223          | (223)           |
| 6290 Copier Lease                            | 171           | 183           | (11)            | 2,075          | 2,192          | (117)           |

**HLAOR-MLS**  
**Budget vs. Actuals**  
January - December 2025

|                                                 | Dec 2025       |                |                 | Total          |                |                 |
|-------------------------------------------------|----------------|----------------|-----------------|----------------|----------------|-----------------|
|                                                 | Actual         | Budget         | over Budget     | Actual         | Budget         | over Budget     |
| 6329 Tangilla / Monthly                         | 1,909          | 1,947          | (38)            | 22,856         | 23,360         | (504)           |
| 6370 Equipment R & M                            |                | 25             | (25)            |                | 300            | (300)           |
| 6501 Website Maintenance                        |                | 25             | (25)            | 408            | 300            | 108             |
| <b>Total 6500 Equipment/Technology Expenses</b> | <b>2,154</b>   | <b>2,281</b>   | <b>(128)</b>    | <b>26,340</b>  | <b>27,376</b>  | <b>(1,036)</b>  |
| 6600 Advertising/PR Expenses                    |                |                |                 |                |                |                 |
| 6005 Advertising                                |                | 208            | (208)           | 12,135         | 2,500          | 9,635           |
| 6006 PR - Food Pantry                           |                | 208            | (208)           | 2,490          | 2,500          | (10)            |
| 6007 Outreach / Charitable Donation             | 1,000          | 167            | 833             | 1,977          | 2,000          | (23)            |
| 6009 PR - First Responder                       |                | 75             | (75)            | 420            | 900            | (480)           |
| 6010 Gifts/Awards                               | 276            | 83             | 193             | 472            | 1,000          | (528)           |
| <b>Total 6600 Advertising/PR Expenses</b>       | <b>1,276</b>   | <b>742</b>     | <b>534</b>      | <b>17,493</b>  | <b>8,900</b>   | <b>8,593</b>    |
| 6900 Other Board Expenses                       |                |                |                 |                |                |                 |
| 6210 Dues & Publications                        | 106            | 95             | 11              | 1,298          | 1,135          | 162             |
| 6220 Insurance                                  | 258            | 326            | (68)            | 3,147          | 3,910          | (763)           |
| 6266 Copies / Shredding                         | 30             | 32             | (2)             | 263            | 378            | (116)           |
| 6270 Postage & Freight                          |                | 10             | (10)            | 57             | 125            | (68)            |
| <b>Total 6900 Other Board Expenses</b>          | <b>394</b>     | <b>462</b>     | <b>(69)</b>     | <b>4,764</b>   | <b>5,548</b>   | <b>(784)</b>    |
| 7000 MLS Expenses                               |                |                |                 |                |                |                 |
| 7010 MEMBER STORE EXP                           |                | 506            | (506)           | 710            | 6,067          | (5,357)         |
| 7011 Lockboxes Purchased for Resale             |                |                |                 | 2,012          |                | 2,012           |
| <b>Total 7010 MEMBER STORE EXP</b>              |                | <b>506</b>     | <b>(506)</b>    | <b>2,722</b>   | <b>6,067</b>   | <b>(3,345)</b>  |
| 7025 MLS Expenses / Subscriptions               | 337            | 279            | 57              | 4,405          | 3,353          | 1,052           |
| 7040 MLS Paragon Fee                            | 17,970         | 19,827         | (1,857)         | 211,865        | 233,752        | (21,887)        |
| 7061 MLS Events / Seminars                      |                |                |                 | 258            |                | 258             |
| 7062 Contract Labor / MLS Related               |                | 250            | (250)           |                | 3,000          | (3,000)         |
| 7071 ShowingTime / Monthly                      | 1,148          | 1,344          | (195)           | 14,411         | 15,852         | (1,442)         |
| <b>Total 7000 MLS Expenses</b>                  | <b>19,455</b>  | <b>22,205</b>  | <b>(2,750)</b>  | <b>233,661</b> | <b>262,025</b> | <b>(28,364)</b> |
| <b>Total Expenses</b>                           | <b>54,410</b>  | <b>67,473</b>  | <b>(13,063)</b> | <b>619,358</b> | <b>661,113</b> | <b>(41,755)</b> |
| <b>Net Operating Income</b>                     | <b>(4,974)</b> | <b>(4,916)</b> | <b>(58)</b>     | <b>54,516</b>  | <b>102,736</b> | <b>(48,220)</b> |
| <b>Other Income</b>                             |                |                |                 |                |                |                 |
| 4050 Interest Income                            | 250            | 251            | (1)             | 757            | 3,010          | (2,253)         |
| <b>Total Other Income</b>                       | <b>250</b>     | <b>251</b>     | <b>(1)</b>      | <b>757</b>     | <b>3,010</b>   | <b>(2,253)</b>  |
| <b>Net Other Income</b>                         | <b>250</b>     | <b>251</b>     | <b>(1)</b>      | <b>757</b>     | <b>3,010</b>   | <b>(2,253)</b>  |
| <b>Net Income</b>                               | <b>(4,724)</b> | <b>(4,665)</b> | <b>(59)</b>     | <b>55,273</b>  | <b>105,745</b> | <b>(50,473)</b> |

**Highland Lakes Association of REALTORS**  
**Budget vs. Actuals**  
January - December 2025

|                                              | Dec 2025      |               |                | Total          |                |                 |
|----------------------------------------------|---------------|---------------|----------------|----------------|----------------|-----------------|
|                                              | Actual        | Budget        | over Budget    | Actual         | Budget         | over Budget     |
| <b>Income</b>                                |               |               |                |                |                |                 |
| <b>Board Income</b>                          |               |               |                |                |                |                 |
| <b>4000 Dues</b>                             |               |               |                |                |                |                 |
| 4010 Local Association Dues                  | 11,266        | 11,330        | (64)           | 130,599        | 130,179        | 420             |
| 4020 Affiliate Local Dues                    | 1,611         | 1,529         | 81             | 17,750         | 18,350         | (600)           |
| <b>Total 4000 Dues</b>                       | <b>12,876</b> | <b>12,859</b> | <b>18</b>      | <b>148,349</b> | <b>148,529</b> | <b>(181)</b>    |
| <b>4100 Board Fee Income</b>                 |               |               |                |                |                |                 |
| 4027 Annual Dues Late Fee                    | 1,350         |               | 1,350          | 2,350          | 4,000          | (1,650)         |
| 4110 New Member App Fee                      |               | 600           | (600)          | 8,800          | 7,200          | 1,600           |
| <b>Total 4100 Board Fee Income</b>           | <b>1,350</b>  | <b>600</b>    | <b>750</b>     | <b>11,150</b>  | <b>11,200</b>  | <b>(50)</b>     |
| <b>4200 Event/Education Income</b>           |               |               |                |                |                |                 |
| 4040 Education - Income                      | 420           | 1,833         | (1,413)        | 10,591         | 22,000         | (11,409)        |
| 4061 Capitol Hill Event                      |               |               |                | 1,880          |                | 1,880           |
| 4062 TRLP Income                             |               | 100           | (100)          | 3,098          | 1,200          | 1,898           |
| 4063 Election Social / Annual Mtg.           |               |               |                | 4,724          |                | 4,724           |
| 4065 Membership Mixer                        |               |               |                | 250            | 1,000          | (750)           |
| 4070 Membership Luncheon                     |               |               |                | 550            | 1,000          | (450)           |
| 4071 Election Social/Annual Meeting          |               |               |                | 1,250          | 5,000          | (3,750)         |
| 4072 TREPAC Fundraising Event                |               | 750           | (750)          | 12,641         | 9,000          | 3,641           |
| <b>Total 4200 Event/Education Income</b>     | <b>420</b>    | <b>2,683</b>  | <b>(2,263)</b> | <b>34,984</b>  | <b>39,200</b>  | <b>(4,216)</b>  |
| <b>4900 Other Board Income</b>               |               |               |                |                |                |                 |
| 4050 Interest Income                         | 1,476         | 2,833         | (1,357)        | 25,178         | 34,000         | (8,822)         |
| 4055 Grant Income                            | 6,593         | 3,093         | 3,499          | 29,733         | 37,120         | (7,387)         |
| 4075 Forewarn Ads                            |               | 300           | (300)          | 1,600          | 3,600          | (2,000)         |
| <b>Total 4900 Other Board Income</b>         | <b>8,069</b>  | <b>6,227</b>  | <b>1,842</b>   | <b>56,511</b>  | <b>74,720</b>  | <b>(18,209)</b> |
| <b>Total Board Income</b>                    | <b>22,715</b> | <b>22,369</b> | <b>346</b>     | <b>250,993</b> | <b>273,649</b> | <b>(22,656)</b> |
| <b>Total Income</b>                          | <b>22,715</b> | <b>22,369</b> | <b>346</b>     | <b>250,993</b> | <b>273,649</b> | <b>(22,656)</b> |
| <b>Gross Profit</b>                          | <b>22,715</b> | <b>22,369</b> | <b>346</b>     | <b>250,993</b> | <b>273,649</b> | <b>(22,656)</b> |
| <b>Expenses</b>                              |               |               |                |                |                |                 |
| <b>6000 Personnel</b>                        |               |               |                |                |                |                 |
| 6095 Employee Salaries                       | 10,700        | 10,455        | 245            | 126,057        | 125,460        | 597             |
| 6145 Employee Benefits                       | 1,355         | 1,185         | 170            | 14,410         | 14,216         | 194             |
| 6175 Contract Labor                          |               | 100           | (100)          | 888            | 1,194          | (306)           |
| 6179 Staff Bonuses                           |               | 4,000         | (4,000)        | 4,636          | 4,217          | 419             |
| 6182 Payroll Taxes - Medicare                | 138           | 217           | (79)           | 1,844          | 1,945          | (101)           |
| 6183 Payroll Taxes - Soc Sec                 | 662           | 867           | (205)          | 7,894          | 7,781          | 113             |
| 6184 Payroll Taxes-Federal Unempl            |               | 14            | (14)           | 67             | 123            | (56)            |
| 6185 Payroll Taxes - State Unempl            |               | 11            | (11)           | 50             | 95             | (45)            |
| 6420 Payroll Services                        | 149           | 91            | 57             | 1,130          | 1,096          | 34              |
| <b>Total 6000 Personnel</b>                  | <b>13,004</b> | <b>16,939</b> | <b>(3,935)</b> | <b>156,976</b> | <b>156,127</b> | <b>849</b>      |
| <b>6100 Travel/Meeting Expenses</b>          |               |               |                |                |                |                 |
| 6040 Directors Expense Conf/Seminar          | 1,534         | 2,667         | (1,133)        | 28,667         | 32,000         | (3,333)         |
| 6050 Strategic Planning                      |               | 125           | (125)          | 1,302          | 1,500          | (198)           |
| 6060 TREPAC - Election Social/Annual Meeting |               | 625           | (625)          | 7,774          | 7,500          | 274             |
| 6165 Staff -Mileage Reimbursement            | 41            | 17            | 25             | 328            | 199            | 129             |
| 6201 AE Travel and Training                  | 591           | 863           | (272)          | 8,141          | 10,350         | (2,209)         |
| 6205 Staff Training Travel and Training      |               | 332           | (332)          | 2,503          | 3,982          | (1,479)         |
| <b>Total 6100 Travel/Meeting Expenses</b>    | <b>2,166</b>  | <b>4,628</b>  | <b>(2,462)</b> | <b>48,716</b>  | <b>55,531</b>  | <b>(6,815)</b>  |
| <b>6200 Event/Education Expenses</b>         |               |               |                |                |                |                 |
| 6020 EDU - Education Course Expense          | 179           | 1,000         | (821)          | 8,105          | 12,000         | (3,895)         |
| 6030 TRLP                                    |               | 400           | (400)          | 5,911          | 4,800          | 1,111           |
| 6070 Installation Dinner                     | 5,612         | 7,000         | (1,388)        | 5,612          | 7,000          | (1,388)         |
| 6071 Affiliate EXPO                          |               | 438           | (438)          | 2,365          | 5,250          | (2,885)         |
| 6072 TREPAC Fundraising                      |               | 1,250         | (1,250)        | 11,373         | 15,000         | (3,627)         |
| 6073 TREPAC -Apprec Investor Dinner          | 71            | 250           | (179)          | 71             | 3,000          | (2,929)         |
| 6074 GA Capital Hill Visit                   |               | 292           | (292)          | 2,180          | 3,500          | (1,320)         |
| 6080 TREPAC - Major Investor Party           |               | 542           | (542)          | 6,318          | 6,500          | (182)           |
| 6090 Misc Meals / Mixers                     | 358           | 267           | 91             | 1,578          | 3,200          | (1,622)         |
| 6225 Membership Mixers                       |               | 250           | (250)          | 1,639          | 3,000          | (1,361)         |
| 6230 Membership Luncheons                    |               | 250           | (250)          | 1,504          | 3,000          | (1,496)         |
| <b>Total 6200 Event/Education Expenses</b>   | <b>6,220</b>  | <b>11,937</b> | <b>(5,718)</b> | <b>46,655</b>  | <b>66,250</b>  | <b>(19,595)</b> |
| <b>6300 Bank/Professional Services</b>       |               |               |                |                |                |                 |
| 6250 Bank/Credit Card Fees                   | 305           | 1,350         | (1,045)        | 5,024          | 6,505          | (1,482)         |
| 6320 IT Services                             | 183           | 150           | 34             | 2,296          | 1,794          | 501             |
| 6330 Prof Fees - Acct                        |               |               |                | 3,000          | 2,550          | 450             |
| 6335 Prof Fees - Bruin bookkeeping           | 2,125         | 2,125         |                | 25,500         | 25,500         |                 |
| 6340 Prof Fees - Audit                       |               |               |                | 2,500          | 3,500          | (1,000)         |
| 6350 Prof Fees - Legal                       |               | 25            | (25)           | 20             | 300            | (281)           |
| <b>Total 6300 Bank/Professional Services</b> | <b>2,614</b>  | <b>3,650</b>  | <b>(1,036)</b> | <b>38,339</b>  | <b>40,150</b>  | <b>(1,811)</b>  |

# Highland Lakes Association of REALTORS

## Budget vs. Actuals January - December 2025

|                                                 | Dec 2025       |                 |                 | Total            |                  |                 |
|-------------------------------------------------|----------------|-----------------|-----------------|------------------|------------------|-----------------|
|                                                 | Actual         | Budget          | over Budget     | Actual           | Budget           | over Budget     |
| <b>6400 Building/Office Expenses</b>            |                |                 |                 |                  |                  |                 |
| 6260 Office Supplies / Misc                     | 140            | 195             | (55)            | 2,684            | 2,340            | 344             |
| 6301 Janitorial                                 | 113            | 135             | (23)            | 1,464            | 1,625            | (162)           |
| 6310 Lawn                                       | 180            | 327             | (147)           | 4,279            | 3,919            | 360             |
| 6360 Building R & M                             | 78             | 200             | (122)           | 2,937            | 2,400            | 537             |
| 6390 Water/Trash/Sewer                          | 48             | 112             | (65)            | 1,583            | 1,346            | 236             |
| 6401 Electricity                                | 90             | 91              | (0)             | 1,935            | 1,091            | 844             |
| 6410 Internet / Phone                           | 251            | 308             | (56)            | 3,012            | 3,692            | (680)           |
| <b>Total 6400 Building/Office Expenses</b>      | <b>900</b>     | <b>1,368</b>    | <b>(468)</b>    | <b>17,892</b>    | <b>16,413</b>    | <b>1,479</b>    |
| <b>6500 Equipment/Technology Expenses</b>       |                |                 |                 |                  |                  |                 |
| 6265 Office Technical Services                  | 49             | 67              | (19)            | 667              | 809              | (142)           |
| 6290 Copier Lease                               | 114            | 121             | (7)             | 1,384            | 1,418            | (35)            |
| 6329 Tangilla / Monthly                         | 1,273          | 1,298           | (25)            | 15,238           | 15,574           | (336)           |
| 6370 Equipment R & M                            |                | 17              | (17)            |                  | 200              | (200)           |
| 6501 Website Maintenance                        |                | 17              | (17)            | 272              | 200              | 72              |
| <b>Total 6500 Equipment/Technology Expenses</b> | <b>1,436</b>   | <b>1,520</b>    | <b>(84)</b>     | <b>17,560</b>    | <b>18,202</b>    | <b>(642)</b>    |
| <b>6600 Advertising/PR Expenses</b>             |                |                 |                 |                  |                  |                 |
| 6005 Advertising                                |                | 208             | (208)           | 14,086           | 2,500            | 11,587          |
| 6006 PR - Food Pantry                           |                | 208             | (208)           | 2,490            | 2,500            | (10)            |
| 6007 Outreach / Charitable Donation             | 1,000          | 167             | 833             | 1,977            | 2,000            | (23)            |
| 6008 Flood Relief Donation                      |                |                 |                 | 5,500            |                  | 5,500           |
| 6009 PR - First Responder                       |                | 75              | (75)            | 420              | 900              | (480)           |
| 6010 Gifts/Awards                               | 276            | 83              | 193             | 472              | 1,000            | (528)           |
| 7020 EDU - Scholarship Donations                |                |                 |                 | 14,000           | 14,000           |                 |
| <b>Total 6600 Advertising/PR Expenses</b>       | <b>1,276</b>   | <b>742</b>      | <b>534</b>      | <b>38,945</b>    | <b>22,900</b>    | <b>16,045</b>   |
| <b>6700 Government Affairs</b>                  |                |                 |                 |                  |                  |                 |
| 6076 GA - Public Aware. Advertis                |                | 42              | (42)            | 257              | 500              | (243)           |
| 6077 GA - Board Edu. Workshops                  |                | 67              | (67)            |                  | 800              | (800)           |
| 6078 GA - Mobilization Meeting                  |                | 33              | (33)            |                  | 400              | (400)           |
| <b>Total 6700 Government Affairs</b>            |                | <b>142</b>      | <b>(142)</b>    | <b>257</b>       | <b>1,700</b>     | <b>(1,443)</b>  |
| <b>6900 Other Board Expenses</b>                |                |                 |                 |                  |                  |                 |
| 6210 Dues & Publications                        | 106            | 90              | 15              | 1,298            | 1,084            | 214             |
| 6220 Insurance                                  | 258            | 326             | (68)            | 3,147            | 3,910            | (763)           |
| 6266 Copies / Shredding                         | 30             | 23              | 7               | 263              | 277              | (15)            |
| 6270 Postage & Freight                          |                | 10              | (10)            | 57               | 125              | (68)            |
| 6271 Forewarn                                   | 1,307          | 1,602           | (295)           | 16,896           | 19,225           | (2,329)         |
| <b>Total 6900 Other Board Expenses</b>          | <b>1,701</b>   | <b>2,052</b>    | <b>(351)</b>    | <b>21,660</b>    | <b>24,621</b>    | <b>(2,961)</b>  |
| <b>Total Expenses</b>                           | <b>29,315</b>  | <b>42,976</b>   | <b>(13,661)</b> | <b>386,999</b>   | <b>401,894</b>   | <b>(14,894)</b> |
| <b>Net Operating Income</b>                     | <b>(6,600)</b> | <b>(20,608)</b> | <b>14,007</b>   | <b>(136,006)</b> | <b>(128,245)</b> | <b>(7,761)</b>  |
| <b>Other Income</b>                             |                |                 |                 |                  |                  |                 |
| 3025 Unrealized (Gains) Loss on Inv             | (2,935)        |                 | (2,935)         | 23,936           |                  | 23,936          |
| 4044 Dividend Income                            | 5,954          | 1,018           | 4,936           | 16,717           | 9,304            | 7,413           |
| 4047 Gain (Loss) on Disp of Investm             |                |                 |                 | 188              |                  | 188             |
| <b>Total Other Income</b>                       | <b>3,020</b>   | <b>1,018</b>    | <b>2,002</b>    | <b>40,840</b>    | <b>9,304</b>     | <b>31,536</b>   |
| <b>Other Expenses</b>                           |                |                 |                 |                  |                  |                 |
| 6251 Investment Broker Fees                     | 177            | 169             | 8               | 4,857            | 4,448            | 409             |
| <b>Total Other Expenses</b>                     | <b>177</b>     | <b>169</b>      | <b>8</b>        | <b>4,857</b>     | <b>4,448</b>     | <b>409</b>      |
| <b>Net Other Income</b>                         | <b>2,842</b>   | <b>849</b>      | <b>1,993</b>    | <b>35,983</b>    | <b>4,856</b>     | <b>31,127</b>   |
| <b>Net Income</b>                               | <b>(3,758)</b> | <b>(19,759)</b> | <b>16,001</b>   | <b>(100,024)</b> | <b>(123,389)</b> | <b>23,365</b>   |

**Highland Lakes MLS, Inc.**  
**Budget vs. Actuals**  
**January - December 2024**

|                                                 | Dec 2024      |               |                 | Total          |                |                 | Annual         |
|-------------------------------------------------|---------------|---------------|-----------------|----------------|----------------|-----------------|----------------|
|                                                 | Actual        | Budget        | over Budget     | Actual         | Budget         | over Budget     | Budget         |
| <b>Income</b>                                   |               |               |                 |                |                |                 |                |
| <b>MLS Income</b>                               |               |               |                 |                |                |                 |                |
| 5000 MLS Dues Income                            |               |               |                 |                |                |                 |                |
| 5030 FEES - MLS Agent                           | 28,644        | 32,951        | (4,307)         | 373,607        | 394,086        | (20,479)        | 394,086        |
| 5035 FEES - MLS Designated Realtor              | 16,300        | 19,460        | (3,160)         | 211,045        | 232,084        | (21,039)        | 232,084        |
| 5040 FEES - MLS Assistant                       | 500           | 683           | (183)           | 6,658          | 8,190          | (1,532)         | 8,190          |
| <b>Total 5000 MLS Dues Income</b>               | <b>45,444</b> | <b>53,093</b> | <b>(7,649)</b>  | <b>591,311</b> | <b>634,361</b> | <b>(43,050)</b> | <b>634,361</b> |
| 5100 MLS Fee Income                             |               |               |                 |                |                |                 |                |
| 5050 MLS Agent Application Fees                 | 600           | 2,500         | (1,900)         | 38,500         | 30,000         | 8,500           | 30,000         |
| 5060 MLS Designated Realtor App Fee             | 350           | 2,450         | (2,100)         | 25,900         | 29,400         | (3,500)         | 29,400         |
| 5070 Dues - MLS Fines                           | 900           | 833           | 67              | 5,075          | 10,000         | (4,925)         | 10,000         |
| 5075 MLS Late & Reconnect Fees                  |               | 375           | (375)           | 7,200          | 4,500          | 2,700           | 4,500          |
| 5200 Change of Office Fee                       | 200           | 118           | 83              | 1,550          | 1,410          | 140             | 1,410          |
| <b>Total 5100 MLS Fee Income</b>                | <b>2,050</b>  | <b>6,276</b>  | <b>(4,226)</b>  | <b>78,225</b>  | <b>75,310</b>  | <b>2,915</b>    | <b>75,310</b>  |
| 5300 Sales Income                               |               |               |                 |                |                |                 |                |
| 5080 MLS Lock Boxes Sold                        |               | 432           | (432)           | 4,256          | 5,184          | (928)           | 5,184          |
| 5940 Member Store Income                        | 59            | 169           | (110)           | 1,576          | 2,031          | (455)           | 2,031          |
| <b>Total 5300 Sales Income</b>                  | <b>59</b>     | <b>601</b>    | <b>(542)</b>    | <b>5,832</b>   | <b>7,215</b>   | <b>(1,383)</b>  | <b>7,215</b>   |
| 5400 IDX Vendor FEES                            | 3,551         | 5,450         | (1,899)         | 43,499         | 65,400         | (21,901)        | 65,400         |
| <b>Total MLS Income</b>                         | <b>51,104</b> | <b>65,421</b> | <b>(14,316)</b> | <b>718,867</b> | <b>782,286</b> | <b>(63,419)</b> | <b>782,286</b> |
| <b>Total Income</b>                             | <b>51,104</b> | <b>65,421</b> | <b>(14,316)</b> | <b>718,867</b> | <b>782,286</b> | <b>(63,419)</b> | <b>782,286</b> |
| <b>Expenses</b>                                 |               |               |                 |                |                |                 |                |
| <b>6000 Personnel</b>                           |               |               |                 |                |                |                 |                |
| 6095 Employee Salaries                          | 14,152        | 15,143        | (991)           | 181,400        | 181,710        | (311)           | 181,710        |
| 6145 Employee Benefits                          | 1,099         | 1,626         | (526)           | 18,873         | 19,511         | (638)           | 19,511         |
| 6175 Contract Labor                             | 225           | 150           | 75              | 1,884          | 1,806          | 78              | 1,806          |
| 6179 Staff Bonuses                              |               | 6,018         | (6,018)         | 7,043          | 6,018          | 1,024           | 6,018          |
| 6182 Payroll Taxes - Medicare                   | 198           | 317           | (120)           | 2,573          | 2,816          | (243)           | 2,816          |
| 6183 Payroll Taxes - Soc Sec                    | 845           | 1,270         | (425)           | 11,001         | 11,264         | (263)           | 11,264         |
| 6184 Payroll Taxes-Federal Unemp                |               | 30            | (30)            | 101            | 361            | (260)           | 361            |
| 6185 Payroll Taxes - State Unempl               |               | 30            | (30)            | 78             | 361            | (283)           | 361            |
| 6420 Payroll Services                           | 159           | 132           | 27              | 1,664          | 1,589          | 75              | 1,589          |
| <b>Total 6000 Personnel</b>                     | <b>16,678</b> | <b>24,717</b> | <b>(8,039)</b>  | <b>224,615</b> | <b>225,436</b> | <b>(820)</b>    | <b>225,436</b> |
| <b>6100 Travel/Meeting Expenses</b>             |               |               |                 |                |                |                 |                |
| 6040 Directors Expense Conf/Seminar             | 198           | 767           | (569)           | 4,929          | 9,200          | (4,271)         | 9,200          |
| 6050 Strategic Planning                         |               | 125           | (125)           | 830            | 1,500          | (670)           | 1,500          |
| 6165 Staff Mileage Reimbursement                |               | 26            | (26)            | 68             | 301            | (233)           | 301            |
| 6201 AE Travel and Training                     | 18            | 863           | (844)           | 9,718          | 10,350         | (632)           | 10,350         |
| 6205 Staff Training & Travel                    | 853           | 802           | 51              | 9,801          | 9,629          | 172             | 9,629          |
| <b>Total 6100 Travel/Meeting Expenses</b>       | <b>1,070</b>  | <b>2,583</b>  | <b>(1,513)</b>  | <b>25,347</b>  | <b>30,980</b>  | <b>(5,633)</b>  | <b>30,980</b>  |
| <b>6200 Event/Education Expenses</b>            |               |               |                 |                |                |                 |                |
| 6070 Installation Dinner                        | 4,819         | 6,600         | (1,781)         | 4,819          | 6,600          | (1,781)         | 6,600          |
| <b>Total 6200 Event/Education Expenses</b>      | <b>4,819</b>  | <b>6,600</b>  | <b>(1,781)</b>  | <b>4,819</b>   | <b>6,600</b>   | <b>(1,781)</b>  | <b>6,600</b>   |
| <b>6300 Bank/Professional Services</b>          |               |               |                 |                |                |                 |                |
| 6250 Bank/Credit Card Fees                      | 903           | 1,799         | (897)           | 16,628         | 21,513         | (4,885)         | 21,513         |
| 6320 IT Services                                | 220           | 187           | 33              | 2,127          | 2,243          | (116)           | 2,243          |
| 6330 Prof Fees - Acct                           |               |               |                 | 1,510          | 2,550          | (1,040)         | 2,550          |
| 6335 Prof Fees - Bruin bookkeeping              | 2,125         | 2,125         |                 | 25,500         | 25,500         |                 | 25,500         |
| 6340 Prof Fees - Audit                          |               |               |                 | 2,250          | 4,950          | (2,700)         | 4,950          |
| 6350 Prof Fees - Legal                          | 1,980         | 975           | 1,005           | 2,756          | 11,700         | (8,945)         | 11,700         |
| <b>Total 6300 Bank/Professional Services</b>    | <b>5,228</b>  | <b>5,086</b>  | <b>142</b>      | <b>50,771</b>  | <b>68,456</b>  | <b>(17,685)</b> | <b>68,456</b>  |
| <b>6400 Building/Office Expenses</b>            |               |               |                 |                |                |                 |                |
| 6260 Office Supplies / Misc                     | 365           | 302           | 63              | 3,647          | 3,623          | 24              | 3,623          |
| 6301 Janitorial                                 | 507           | 186           | 320             | 2,026          | 2,236          | (209)           | 2,236          |
| 6310 Lawn                                       | 322           | 423           | (102)           | 4,625          | 5,076          | (452)           | 5,076          |
| 6360 Building R & M                             |               | 502           | (502)           | 2,960          | 6,018          | (3,058)         | 6,018          |
| 6390 Water/Trash/Sewer                          | 198           | 158           | 40              | 1,359          | 1,899          | (539)           | 1,899          |
| 6401 Electricity                                | 113           | 231           | (118)           | 1,913          | 2,344          | (431)           | 2,344          |
| 6410 Internet / Phone                           | 294           | 356           | (62)            | 4,121          | 4,464          | (343)           | 4,464          |
| <b>Total 6400 Building/Office Expenses</b>      | <b>1,798</b>  | <b>2,158</b>  | <b>(360)</b>    | <b>20,652</b>  | <b>25,660</b>  | <b>(5,008)</b>  | <b>25,660</b>  |
| <b>6500 Equipment/Technology Expenses</b>       |               |               |                 |                |                |                 |                |
| 6265 Office Technical Services                  | 55            | 102           | (47)            | 655            | 1,223          | (569)           | 1,223          |
| 6290 Copier Lease                               | 171           | 183           | (12)            | 2,075          | 2,199          | (124)           | 2,199          |
| 6329 Tangilla / Monthly                         | 1,854         | 1,806         | 49              | 22,032         | 21,666         | 366             | 21,666         |
| 6370 Equipment R & M                            |               | 50            | (50)            |                | 602            | (602)           | 602            |
| 6425 QB Online Services                         |               | 42            | (42)            |                | 506            | (506)           | 506            |
| 6501 Website Maintenance                        | 258           | 238           | 20              | 2,962          | 2,853          | 109             | 2,853          |
| <b>Total 6500 Equipment/Technology Expenses</b> | <b>2,339</b>  | <b>2,421</b>  | <b>(82)</b>     | <b>27,724</b>  | <b>29,049</b>  | <b>(1,324)</b>  | <b>29,049</b>  |
| <b>6600 Advertising/PR Expenses</b>             |               |               |                 |                |                |                 |                |
| 6005 Advertising                                | 1,088         | 208           | 879             | 1,386          | 2,500          | (1,114)         | 2,500          |
| 6006 PR - Food Pantry                           |               | 208           | (208)           | 2,400          | 2,500          | (100)           | 2,500          |
| 6007 Outreach / Charitable Donation             |               | 167           | (167)           | 2,189          | 2,000          | 189             | 2,000          |
| 6009 PR - First Responder                       |               | 75            | (75)            | 500            | 900            | (400)           | 900            |

**Highland Lakes MLS, Inc.**  
**Budget vs. Actuals**  
January - December 2024

|                                    | Dec 2024 |         |             | Total   |         |             | Annual<br>Budget |
|------------------------------------|----------|---------|-------------|---------|---------|-------------|------------------|
|                                    | Actual   | Budget  | over Budget | Actual  | Budget  | over Budget |                  |
| 6010 Gifts/Awards                  | 297      | 83      | 213         | 965     | 1,000   | (35)        | 1,000            |
| Total 6600 Advertising/PR Expenses | 1,384    | 742     | 642         | 7,439   | 8,900   | (1,461)     | 8,900            |
| 6900 Other Board Expenses          |          |         |             |         |         |             |                  |
| 6210 Dues & Publications           | 104      | 48      | 56          | 1,096   | 574     | 522         | 574              |
| 6220 Insurance                     | 258      | 250     | 8           | 3,290   | 3,000   | 290         | 3,000            |
| 6266 Copies / Shredding            |          | 69      | (69)        | 275     | 825     | (550)       | 825              |
| 6270 Postage & Freight             |          | 10      | (10)        | 62      | 125     | (63)        | 125              |
| Total 6900 Other Board Expenses    | 362      | 377     | (15)        | 4,723   | 4,524   | 199         | 4,524            |
| 7000 MLS Expenses                  |          |         |             |         |         |             |                  |
| 7010 MEMBER STORE EXP              |          | 133     | (133)       | 1,950   | 1,600   | 350         | 1,600            |
| 7025 MLS Expenses / Subscriptions  | 256      | 458     | (202)       | 2,975   | 5,491   | (2,517)     | 5,491            |
| 7040 MLS Paragon Fee               | 17,393   | 20,022  | (2,629)     | 221,643 | 232,594 | (10,951)    | 232,594          |
| 7061 MLS Events / Seminars         |          | 83      | (83)        |         | 1,000   | (1,000)     | 1,000            |
| 7062 Contract Labor / MLS Related  |          | 250     | (250)       | 600     | 3,000   | (2,400)     | 3,000            |
| 7071 ShowingTime / Monthly         | 1,217    | 1,375   | (158)       | 15,191  | 16,500  | (1,309)     | 16,500           |
| Total 7000 MLS Expenses            | 18,866   | 22,321  | (3,455)     | 242,358 | 260,185 | (17,827)    | 260,185          |
| Total Expenses                     | 52,543   | 67,004  | (14,461)    | 608,449 | 659,790 | (51,341)    | 659,790          |
| Net Operating Income               | (1,439)  | (1,584) | 145         | 110,418 | 122,496 | (12,078)    | 122,496          |
| Other Income                       |          |         |             |         |         |             |                  |
| 4050 Interest Income               | 6        |         | 6           | 1,436   |         | 1,436       |                  |
| Total Other Income                 | 6        |         | 6           | 1,436   |         | 1,436       |                  |
| Net Other Income                   | 6        |         | 6           | 1,436   |         | 1,436       |                  |
| Net Income                         | (1,432)  | (1,584) | 151         | 111,854 | 122,496 | (10,642)    | 122,496          |

**Highland Lakes Association of REALTORS**  
**Profit and Loss**  
January - December 2024

|                                              | Jan 2024      | Feb 2024      | Mar 2024      | Apr 2024      | May 2024      | Jun 2024      | Jul 2024      | Aug 2024      | Sep 2024       | Oct 2024      | Nov 2024      | Dec 2024      | Total          |
|----------------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|---------------|---------------|---------------|----------------|
| <b>Income</b>                                |               |               |               |               |               |               |               |               |                |               |               |               |                |
| <b>Board Income</b>                          |               |               |               |               |               |               |               |               |                |               |               |               |                |
| <b>4000 Dues</b>                             |               |               |               |               |               |               |               |               |                |               |               |               |                |
| 4010 Local Association Dues                  | 10,529        | 10,546        | 10,800        | 11,048        | 11,147        | 11,292        | 11,497        | 11,672        | 11,774         | 11,847        | 11,934        | 12,153        | 136,238        |
| 4020 Affiliate Local Dues                    | 1,121         | 1,139         | 1,211         | 1,277         | 1,277         | 1,350         | 1,406         | 1,510         | 1,576          | 1,576         | 1,576         | 1,585         | 16,604         |
| <b>Total 4000 Dues</b>                       | <b>11,650</b> | <b>11,685</b> | <b>12,011</b> | <b>12,325</b> | <b>12,424</b> | <b>12,642</b> | <b>12,902</b> | <b>13,181</b> | <b>13,350</b>  | <b>13,423</b> | <b>13,510</b> | <b>13,737</b> | <b>152,842</b> |
| <b>4100 Board Fee Income</b>                 |               |               |               |               |               |               |               |               |                |               |               |               |                |
| 4027 Annual Dues Late Fee                    | 3,400         | 300           | 300           |               |               |               |               |               |                |               |               | 3,250         | 7,250          |
| 4110 New Member App Fee                      | 1,600         | 1,100         | 1,400         | 1,600         | 800           | 1,000         | 1,400         | 1,200         | 600            | 600           | 500           | 300           | 12,100         |
| <b>Total 4100 Board Fee Income</b>           | <b>5,000</b>  | <b>1,400</b>  | <b>1,700</b>  | <b>1,600</b>  | <b>800</b>    | <b>1,000</b>  | <b>1,400</b>  | <b>1,200</b>  | <b>600</b>     | <b>600</b>    | <b>500</b>    | <b>3,550</b>  | <b>19,350</b>  |
| <b>4200 Event/Education Income</b>           |               |               |               |               |               |               |               |               |                |               |               |               |                |
| 4040 Education - Income                      | 2,390         | 1,563         | (103)         | 1,290         | 1,460         | 703           | 1,330         | 2,173         | 1,298          | 113           | (50)          | 775           | 12,941         |
| 4062 TRLP Income                             |               |               |               | 650           |               |               |               |               |                |               |               | 9,501         | 10,151         |
| 4063 Election Social / Annual Mtg.           |               |               |               |               |               |               |               |               |                | 1,775         | 2,070         |               | 3,845          |
| 4065 Membership Mixer                        |               |               | 500           |               | 250           |               |               |               | 250            |               |               |               | 1,000          |
| 4070 Membership Luncheon                     |               |               | 500           |               | 500           |               |               |               |                |               |               |               | 1,000          |
| 4072 TREPAC Fundraising Event                |               | 250           | 430           |               | 2,928         | 75            |               |               |                |               |               |               | 3,683          |
| <b>Total 4200 Event/Education Income</b>     | <b>2,390</b>  | <b>1,813</b>  | <b>1,328</b>  | <b>1,940</b>  | <b>5,138</b>  | <b>778</b>    | <b>1,330</b>  | <b>2,173</b>  | <b>1,548</b>   | <b>1,888</b>  | <b>2,020</b>  | <b>10,276</b> | <b>32,620</b>  |
| <b>4900 Other Board Income</b>               |               |               |               |               |               |               |               |               |                |               |               |               |                |
| 4050 Interest Income                         | 2,467         | 5,084         | 1,749         | 1,902         | 2,580         | 1,658         | 1,220         | 2,021         | 1,196          | 2,322         | 3,241         | 2,196         | 27,636         |
| 4060 Miscellaneous Income                    | 255           |               |               |               |               |               |               |               |                |               |               |               | 255            |
| <b>Total 4900 Other Board Income</b>         | <b>2,722</b>  | <b>5,084</b>  | <b>1,749</b>  | <b>1,902</b>  | <b>2,580</b>  | <b>1,658</b>  | <b>1,220</b>  | <b>2,021</b>  | <b>1,196</b>   | <b>2,322</b>  | <b>3,241</b>  | <b>2,196</b>  | <b>27,892</b>  |
| <b>Total Board Income</b>                    | <b>21,762</b> | <b>19,983</b> | <b>16,787</b> | <b>17,768</b> | <b>20,942</b> | <b>16,078</b> | <b>16,852</b> | <b>18,575</b> | <b>16,694</b>  | <b>18,232</b> | <b>19,271</b> | <b>29,760</b> | <b>232,703</b> |
| <b>Total Income</b>                          | <b>21,762</b> | <b>19,983</b> | <b>16,787</b> | <b>17,768</b> | <b>20,942</b> | <b>16,078</b> | <b>16,852</b> | <b>18,575</b> | <b>16,694</b>  | <b>18,232</b> | <b>19,271</b> | <b>29,760</b> | <b>232,703</b> |
| <b>Gross Profit</b>                          | <b>21,762</b> | <b>19,983</b> | <b>16,787</b> | <b>17,768</b> | <b>20,942</b> | <b>16,078</b> | <b>16,852</b> | <b>18,575</b> | <b>16,694</b>  | <b>18,232</b> | <b>19,271</b> | <b>29,760</b> | <b>232,703</b> |
| <b>Expenses</b>                              |               |               |               |               |               |               |               |               |                |               |               |               |                |
| <b>6000 Personnel</b>                        |               |               |               |               |               |               |               |               |                |               |               |               |                |
| 6095 Employee Salaries                       | 9,925         | 9,325         | 13,987        | 9,325         | 9,325         | 9,325         | 9,325         | 13,987        | 9,325          | 9,325         | 9,325         | 9,435         | 121,933        |
| 6145 Employee Benefits                       | 1,077         | 1,077         | 742           | 1,077         | 1,413         | 1,077         | 1,077         | 742           | 1,077          | 1,077         | 2,219         | 733           | 13,388         |
| 6175 Contract Labor                          |               |               |               |               |               | 96            | 208           | 463           |                |               | 339           | 150           | 1,256          |
| 6179 Staff Bonuses                           |               |               |               |               | 217           |               |               | 217           |                |               | 4,262         |               | 4,695          |
| 6182 Payroll Taxes - Medicare                | 125           | 125           | 188           | 125           | 133           | 125           | 125           | 191           | 125            | 125           | 192           | 132           | 1,715          |
| 6183 Payroll Taxes - Soc Sec                 | 537           | 537           | 805           | 537           | 571           | 537           | 537           | 818           | 537            | 537           | 822           | 563           | 7,334          |
| 6184 Payroll Taxes-Federal Unemp             | 51            | 16            |               |               |               |               |               |               |                |               |               |               | 67             |
| 6185 Payroll Taxes - State Unempl            | 34            | 17            | 1             |               |               |               |               |               |                |               |               |               | 52             |
| 6420 Payroll Services                        | 110           | 67            | 101           | 67            | 99            | 67            | 69            | 106           | 104            | 71            | 139           | 106           | 1,109          |
| <b>Total 6000 Personnel</b>                  | <b>11,859</b> | <b>11,165</b> | <b>15,824</b> | <b>11,132</b> | <b>11,758</b> | <b>11,228</b> | <b>11,341</b> | <b>16,524</b> | <b>11,168</b>  | <b>11,135</b> | <b>17,298</b> | <b>11,119</b> | <b>151,550</b> |
| <b>6100 Travel/Meeting Expenses</b>          |               |               |               |               |               |               |               |               |                |               |               |               |                |
| 6040 Directors Expense Conf/Seminar          |               | 1,729         |               |               | 6,286         |               | (176)         | 8,947         | 1,542          | 1,061         | 5,687         | 792           | 25,867         |
| 6050 Strategic Planning                      | 830           |               |               |               |               |               |               |               |                |               |               |               | 830            |
| 6060 TREPAC - Election Social/Annual Meeting |               |               |               |               |               |               |               | 9,181         | (6,808)        |               |               |               | 2,373          |
| 6165 Staff -Mileage Reimbursement            |               | 46            |               |               | 80            |               |               | 80            |                |               |               |               | 206            |
| 6201 AE Travel and Training                  |               | 847           | 2,198         | 14            | 2,257         | 929           |               | 883           | 369            | 517           | 1,996         | 18            | 10,028         |
| 6205 Staff Training Travel and Training      |               |               |               | 21            | 2,167         | 21            | 21            | 307           | 316            | 1,099         | 756           | 569           | 5,278          |
| <b>Total 6100 Travel/Meeting Expenses</b>    | <b>830</b>    | <b>2,621</b>  | <b>2,198</b>  | <b>35</b>     | <b>10,789</b> | <b>950</b>    | <b>(155)</b>  | <b>19,399</b> | <b>(4,581)</b> | <b>2,677</b>  | <b>8,439</b>  | <b>1,379</b>  | <b>44,581</b>  |
| <b>6200 Event/Education Expenses</b>         |               |               |               |               |               |               |               |               |                |               |               |               |                |
| 6020 EDU - Education Course Expense          | 1,271         | 1,272         | 651           | 324           | 1,030         | 260           | 716           | 1,364         | 2,625          | 106           | 174           | 346           | 10,140         |
| 6030 TRLP                                    |               |               |               |               | 2,650         |               |               |               |                |               | 9,501         |               | 12,151         |
| 6070 Installation Dinner                     |               |               |               |               |               |               |               |               |                |               |               | 4,819         | 4,819          |
| 6071 Affiliate EXPO                          |               |               |               |               |               |               |               |               |                | 462           | 2,507         |               | 2,969          |
| 6072 TREPAC Fundraising                      |               | 1,241         | 73            | 3,337         | 150           | 348           | 2,881         | 42            | 913            |               | 110           |               | 9,097          |
| 6073 TREPAC -Apprec Investor Dinner          |               |               |               |               |               |               |               |               | 712            | 859           |               |               | 1,571          |
| 6090 Misc Meals / Mixers                     | 84            | 154           | 105           |               | 560           | 79            | 99            | 213           | 335            | 371           | 256           | 581           | 2,837          |
| 6091 Membership Breakfasts                   |               |               |               | 75            |               |               |               |               |                |               |               |               | 75             |
| 6225 Membership Mixers                       |               |               | 329           |               | 1,092         |               |               |               | 423            |               |               |               | 1,844          |
| 6230 Membership Luncheons                    |               |               | 824           |               |               | 1,090         |               |               | 313            | 68            | 928           |               | 3,224          |
| <b>Total 6200 Event/Education Expenses</b>   | <b>1,356</b>  | <b>2,667</b>  | <b>1,983</b>  | <b>3,736</b>  | <b>5,482</b>  | <b>1,778</b>  | <b>3,697</b>  | <b>1,619</b>  | <b>5,321</b>   | <b>1,866</b>  | <b>13,476</b> | <b>5,747</b>  | <b>48,727</b>  |
| <b>6300 Bank/Professional Services</b>       |               |               |               |               |               |               |               |               |                |               |               |               |                |
| 6250 Bank/Credit Card Fees                   | 156           | 119           | 1,164         | 641           | 235           | 103           | 98            | 97            | 1,113          | 530           | 630           | 295           | 5,180          |
| 6320 IT Services                             | 170           | 170           | 170           | 170           | 170           | 170           | 170           | 170           | 170            | 170           | 208           | 220           | 2,127          |
| 6330 Prof Fees - Acct                        |               |               |               |               |               |               |               |               | 1,250          | 260           |               |               | 1,510          |
| 6335 Prof Fees - Bruin bookkeeping           | 2,125         | 2,125         | 2,125         | 2,125         | 2,125         | 2,125         | 2,125         | 2,125         | 2,125          | 2,125         | 2,125         | 2,125         | 25,500         |
| 6340 Prof Fees - Audit                       |               |               |               |               |               |               |               |               |                |               | 2,250         |               | 2,250          |

**Highland Lakes Association of REALTORS**  
**Profit and Loss**  
January - December 2024

|                                          | Jan 2024 | Feb 2024 | Mar 2024 | Apr 2024 | May 2024 | Jun 2024 | Jul 2024 | Aug 2024 | Sep 2024 | Oct 2024 | Nov 2024 | Dec 2024 | Total     |
|------------------------------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|-----------|
| 6350 Prof Fees - Legal                   | 372      |          |          |          |          |          | 28       |          |          |          | 27       | 220      | 646       |
| Total 6300 Bank/Professional Services    | 2,822    | 2,414    | 3,459    | 2,936    | 2,530    | 2,398    | 2,420    | 2,391    | 4,658    | 3,085    | 5,240    | 2,860    | 37,214    |
| 6400 Building/Office Expenses            |          |          |          |          |          |          |          |          |          |          |          |          |           |
| 6260 Office Supplies / Misc              | 165      | 322      | 159      | 284      | 19       | 284      | 133      | 172      | 97       | 319      | 85       | 159      | 2,198     |
| 6301 Janitorial                          | 113      | 113      | 113      | 117      | 221      | 113      | 115      | 167      | 56       | (113)    |          | 338      | 1,351     |
| 6310 Lawn                                | 244      | 89       | 182      | 160      | 203      | 201      | 273      | 182      |          | 1,019    | 160      | 214      | 2,928     |
| 6360 Building R & M                      | 55       | 721      | 351      | 485      | 23       | 35       | 131      |          | 112      | 214      | 69       |          | 2,199     |
| 6390 Water/Trash/Sewer                   | 87       | 29       | 66       | 189      | 92       | 79       | 170      | 87       | 94       | 65       | 124      | 132      | 1,215     |
| 6401 Electricity                         | 67       | 132      | 96       | 72       | 87       | 108      | 137      | 130      | 140      | 127      | 105      | 75       | 1,275     |
| 6410 Internet / Phone                    | 253      | 253      | 253      | 253      | 208      | 588      | 243      | 241      | 199      | 310      | 241      | 196      | 3,239     |
| Total 6400 Building/Office Expenses      | 984      | 1,658    | 1,220    | 1,560    | 853      | 1,409    | 1,202    | 979      | 700      | 1,941    | 784      | 1,114    | 14,404    |
| 6500 Equipment/Technology Expenses       |          |          |          |          |          |          |          |          |          |          |          |          |           |
| 6265 Office Technical Services           | 33       | 33       | 33       | 33       | 33       | 33       | 43       | 43       | 43       | 37       | 37       | 37       | 437       |
| 6290 Copier Lease                        | 114      | 114      | 114      | 114      | 114      | 127      | 114      | 114      | 114      | 114      | 114      | 114      | 1,384     |
| 6329 Tangilla / Monthly                  | 1,200    | 1,200    | 1,200    | 1,200    | 1,236    | 1,236    | 1,236    | 1,236    | 1,236    | 1,236    | 1,236    | 1,236    | 14,688    |
| 6501 Website Maintenance                 | 158      | 158      | 158      | 158      | 164      | 172      | 152      | 172      | 168      | 172      | 172      | 172      | 1,975     |
| Total 6500 Equipment/Technology Expenses | 1,505    | 1,505    | 1,505    | 1,505    | 1,547    | 1,567    | 1,545    | 1,565    | 1,562    | 1,559    | 1,559    | 1,559    | 18,483    |
| 6600 Advertising/PR Expenses             |          |          |          |          |          |          |          |          |          |          |          |          |           |
| 6005 Advertising                         |          |          |          |          | 21       |          |          | 77       |          |          |          |          | 1,386     |
| 6006 PR - Food Pantry                    |          |          | 2,400    |          |          |          |          |          |          | 200      |          | 1,088    | 2,400     |
| 6007 Outreach / Charitable Donation      |          | 500      | 350      |          | 25       | 348      | 841      |          | 125      |          |          |          | 2,189     |
| 6009 PR - First Responder                |          | 38       | 65       | 50       | 168      | 75       | 51       |          |          | 52       |          |          | 499       |
| 6010 Gifts/Awards                        |          |          |          |          | 125      |          |          | 119      | 139      | 260      | 26       | 297      | 965       |
| 7020 EDU - Scholarship Donations         |          |          |          |          |          |          | 14,000   |          |          |          |          |          | 14,000    |
| Total 6600 Advertising/PR Expenses       |          | 538      | 2,815    | 50       | 339      | 423      | 14,892   | 196      | 264      | 512      | 26       | 1,384    | 21,438    |
| 6700 Government Affairs                  |          |          |          |          |          |          |          |          |          |          |          |          |           |
| 6076 GA - Public Aware. Advertis         |          |          |          |          |          |          |          |          |          |          | 1,010    |          | 1,010     |
| Total 6700 Government Affairs            |          |          |          |          |          |          |          |          |          |          | 1,010    |          | 1,010     |
| 6900 Other Board Expenses                |          |          |          |          |          |          |          |          |          |          |          |          |           |
| 6210 Dues & Publications                 | 95       | 86       | 86       | 82       | 82       | 82       | 90       | 90       | 93       | 104      | 104      | 104      | 1,096     |
| 6220 Insurance                           | 315      | 315      | 348      | 259      | 259      | 259      | 259      | 259      | 259      | 259      | 242      | 258      | 3,290     |
| 6266 Copies / Shredding                  | 48       | 30       | 30       | (30)     | 30       |          | 30       |          | 48       |          | 30       |          | 215       |
| 6270 Postage & Freight                   |          |          | 0        | 34       |          |          |          |          |          | 28       |          |          | 62        |
| Total 6900 Other Board Expenses          | 457      | 431      | 464      | 345      | 371      | 341      | 379      | 349      | 400      | 391      | 375      | 362      | 4,663     |
| Total Expenses                           | 19,812   | 22,999   | 29,467   | 21,299   | 33,668   | 20,094   | 35,321   | 43,023   | 19,490   | 23,166   | 48,207   | 25,523   | 342,069   |
| Net Operating Income                     | 1,950    | (3,017)  | (12,680) | (3,531)  | (12,726) | (4,016)  | (18,469) | (24,448) | (2,796)  | (4,933)  | (28,935) | 4,236    | (109,366) |
| Other Income                             |          |          |          |          |          |          |          |          |          |          |          |          |           |
| 3025 Unrealized (Gains) Loss on Inv      | 2,165    | 1,901    | 6,889    | (7,135)  | 5,322    | 7        | 8,271    | 4,938    | 3,355    | (5,900)  | 10,187   | (18,425) | 11,574    |
| 4044 Dividend Income                     | 577      | 514      | 1,022    | 725      | 614      | 1,014    | 837      | 671      | 736      | 864      | 834      | 5,793    | 14,201    |
| 4047 Gain (Loss) on Disp of Investm      |          | 2,268    | 20       |          |          | 25       |          |          | 10       |          |          |          | 2,322     |
| Total Other Income                       | 2,742    | 4,682    | 7,931    | (6,410)  | 5,936    | 1,045    | 9,108    | 5,609    | 4,101    | (5,036)  | 11,021   | (12,633) | 28,098    |
| Other Expenses                           |          |          |          |          |          |          |          |          |          |          |          |          |           |
| 6251 Investment Broker Fees              | 668      | 157      | 198      | 825      | 156      | 164      | 828      | 162      | 163      | 853      | 168      | 163      | 4,506     |
| 8000 Depreciation Expense                | 2,312    | 2,312    | 2,312    | 2,312    | 2,312    | 2,312    | 2,312    | 2,312    | 2,312    | 2,312    | 2,312    | 2,312    | 27,742    |
| Total Other Expenses                     | 2,980    | 2,469    | 2,510    | 3,137    | 2,468    | 2,476    | 3,139    | 2,474    | 2,475    | 3,164    | 2,480    | 2,475    | 32,248    |
| Net Other Income                         | (238)    | 2,213    | 5,421    | (9,546)  | 3,468    | (1,430)  | 5,968    | 3,135    | 1,626    | (8,200)  | 8,541    | (15,108) | (4,150)   |
| Net Income                               | 1,712    | (803)    | (7,259)  | (13,078) | (9,258)  | (5,446)  | (12,500) | (21,313) | (1,171)  | (13,134) | (20,394) | (10,872) | (113,516) |

**Highland Lakes Association of REALTORS**  
**Budget vs. Actuals**  
**January - December 2024**

|                                              | Dec 2024      |               |                | Total          |                |                 | Annual         |
|----------------------------------------------|---------------|---------------|----------------|----------------|----------------|-----------------|----------------|
|                                              | Actual        | Budget        | over Budget    | Actual         | Budget         | over Budget     | Budget         |
| <b>Income</b>                                |               |               |                |                |                |                 |                |
| <b>Board Income</b>                          |               |               |                |                |                |                 |                |
| <b>4000 Dues</b>                             |               |               |                |                |                |                 |                |
| 4010 Local Association Dues                  | 12,153        | 11,780        | 372            | 136,238        | 134,628        | 1,610           | 134,628        |
| 4020 Affiliate Local Dues                    | 1,585         | 3,156         | (1,572)        | 16,604         | 37,875         | (21,271)        | 37,875         |
| <b>Total 4000 Dues</b>                       | <b>13,737</b> | <b>14,937</b> | <b>(1,199)</b> | <b>152,842</b> | <b>172,503</b> | <b>(19,661)</b> | <b>172,503</b> |
| <b>4100 Board Fee Income</b>                 |               |               |                |                |                |                 |                |
| 4027 Annual Dues Late Fee                    | 3,250         | 330           | 2,920          | 7,250          | 3,955          | 3,295           | 3,955          |
| 4110 New Member App Fee                      | 300           | 700           | (400)          | 12,100         | 8,400          | 3,700           | 8,400          |
| <b>Total 4100 Board Fee Income</b>           | <b>3,550</b>  | <b>1,030</b>  | <b>2,520</b>   | <b>19,350</b>  | <b>12,355</b>  | <b>6,995</b>    | <b>12,355</b>  |
| <b>4200 Event/Education Income</b>           |               |               |                |                |                |                 |                |
| 4040 Education - Income                      | 775           | 1,833         | (1,058)        | 12,941         | 22,000         | (9,059)         | 22,000         |
| 4062 TRLP Income                             | 9,501         | 108           | 9,393          | 10,151         | 1,300          | 8,851           | 1,300          |
| 4063 Election Social / Annual Mtg.           |               |               |                | 3,845          |                | 3,845           |                |
| 4065 Membership Mixer                        |               | 500           | (500)          | 1,000          | 2,000          | (1,000)         | 2,000          |
| 4070 Membership Luncheon                     |               | 500           | (500)          | 1,000          | 2,000          | (1,000)         | 2,000          |
| 4072 TREPAC Fundraising Event                |               | 171           | (171)          | 3,683          | 2,050          | 1,633           | 2,050          |
| <b>Total 4200 Event/Education Income</b>     | <b>10,276</b> | <b>3,112</b>  | <b>7,164</b>   | <b>32,620</b>  | <b>29,350</b>  | <b>3,270</b>    | <b>29,350</b>  |
| <b>4900 Other Board Income</b>               |               |               |                |                |                |                 |                |
| 4050 Interest Income                         | 2,196         | 1,553         | 643            | 27,636         | 18,636         | 9,000           | 18,636         |
| 4055 Grant Income                            |               | 208           | (208)          |                | 2,500          | (2,500)         | 2,500          |
| 4060 Miscellaneous Income                    |               |               |                | 255            |                | 255             |                |
| <b>Total 4900 Other Board Income</b>         | <b>2,196</b>  | <b>1,761</b>  | <b>435</b>     | <b>27,892</b>  | <b>21,136</b>  | <b>6,756</b>    | <b>21,136</b>  |
| <b>Total Board Income</b>                    | <b>29,760</b> | <b>20,840</b> | <b>8,920</b>   | <b>232,703</b> | <b>235,343</b> | <b>(2,640)</b>  | <b>235,343</b> |
| <b>Total Income</b>                          | <b>29,760</b> | <b>20,840</b> | <b>8,920</b>   | <b>232,703</b> | <b>235,343</b> | <b>(2,640)</b>  | <b>235,343</b> |
| <b>Gross Profit</b>                          | <b>29,760</b> | <b>20,840</b> | <b>8,920</b>   | <b>232,703</b> | <b>235,343</b> | <b>(2,640)</b>  | <b>235,343</b> |
| <b>Expenses</b>                              |               |               |                |                |                |                 |                |
| <b>6000 Personnel</b>                        |               |               |                |                |                |                 |                |
| 6095 Employee Salaries                       | 9,435         | 10,018        | (584)          | 121,933        | 120,218        | 1,715           | 120,218        |
| 6145 Employee Benefits                       | 733           | 1,076         | (343)          | 13,388         | 12,908         | 480             | 12,908         |
| 6175 Contract Labor                          | 150           | 100           | 50             | 1,256          | 1,194          | 62              | 1,194          |
| 6179 Staff Bonuses                           |               | 3,982         | (3,982)        | 4,695          | 3,982          | 714             | 3,982          |
| 6182 Payroll Taxes - Medicare                | 132           | 210           | (78)           | 1,715          | 1,863          | (148)           | 1,863          |
| 6183 Payroll Taxes - Soc Sec                 | 563           | 840           | (277)          | 7,334          | 7,452          | (118)           | 7,452          |
| 6184 Payroll Taxes-Federal Unemp             |               | 20            | (20)           | 67             | 239            | (172)           | 239            |
| 6185 Payroll Taxes - State Unempl            |               | 20            | (20)           | 52             | 239            | (187)           | 239            |
| 6420 Payroll Services                        | 106           | 88            | 19             | 1,109          | 1,051          | 58              | 1,051          |
| <b>Total 6000 Personnel</b>                  | <b>11,119</b> | <b>16,352</b> | <b>(5,234)</b> | <b>151,550</b> | <b>149,146</b> | <b>2,404</b>    | <b>149,146</b> |
| <b>6100 Travel/Meeting Expenses</b>          |               |               |                |                |                |                 |                |
| 6040 Directors Expense Conf/Seminar          | 792           | 3,067         | (2,275)        | 25,867         | 36,800         | (10,933)        | 36,800         |
| 6050 Strategic Planning                      |               | 125           | (125)          | 830            | 1,500          | (670)           | 1,500          |
| 6060 TREPAC - Election Social/Annual Meeting |               | 625           | (625)          | 2,373          | 7,500          | (5,127)         | 7,500          |
| 6165 Staff -Mileage Reimbursement            |               | 17            | (17)           | 206            | 199            | 6               | 199            |
| 6201 AE Travel and Training                  | 18            | 863           | (844)          | 10,028         | 10,350         | (322)           | 10,350         |
| 6205 Staff Training Travel and Training      | 569           | 531           | 38             | 5,278          | 6,371          | (1,092)         | 6,371          |
| <b>Total 6100 Travel/Meeting Expenses</b>    | <b>1,379</b>  | <b>5,227</b>  | <b>(3,847)</b> | <b>44,581</b>  | <b>62,720</b>  | <b>(18,139)</b> | <b>62,720</b>  |
| <b>6200 Event/Education Expenses</b>         |               |               |                |                |                |                 |                |
| 6020 EDU - Education Course Expense          | 346           | 1,333         | (987)          | 10,140         | 16,000         | (5,860)         | 16,000         |
| 6030 TRLP                                    |               | 442           | (442)          | 12,151         | 5,300          | 6,851           | 5,300          |
| 6070 Installation Dinner                     | 4,819         | 6,600         | (1,781)        | 4,819          | 6,600          | (1,781)         | 6,600          |
| 6071 Affiliate EXPO                          |               | 438           | (438)          | 2,969          | 5,250          | (2,281)         | 5,250          |
| 6072 TREPAC Fundraising                      |               | 750           | (750)          | 9,097          | 9,000          | 97              | 9,000          |
| 6073 TREPAC -Apprec Investor Dinner          |               | 250           | (250)          | 1,571          | 3,000          | (1,429)         | 3,000          |
| 6080 TREPAC - Major Investor Party           |               | 542           | (542)          |                | 6,500          | (6,500)         | 6,500          |
| 6090 Misc Meals / Mixers                     | 581           | 333           | 248            | 2,837          | 4,000          | (1,163)         | 4,000          |
| 6091 Membership Breakfasts                   |               | 83            | (83)           | 75             | 1,000          | (925)           | 1,000          |
| 6225 Membership Mixers                       |               | 1,160         | (1,160)        | 1,844          | 4,640          | (2,796)         | 4,640          |
| 6230 Membership Luncheons                    |               | 1,320         | (1,320)        | 3,224          | 5,280          | (2,056)         | 5,280          |
| <b>Total 6200 Event/Education Expenses</b>   | <b>5,747</b>  | <b>13,251</b> | <b>(7,504)</b> | <b>48,727</b>  | <b>66,570</b>  | <b>(17,843)</b> | <b>66,570</b>  |
| <b>6300 Bank/Professional Services</b>       |               |               |                |                |                |                 |                |
| 6250 Bank/Credit Card Fees                   | 295           | 573           | (279)          | 5,180          | 6,472          | (1,292)         | 6,472          |
| 6320 IT Services                             | 220           | 187           | 33             | 2,127          | 2,243          | (116)           | 2,243          |
| 6330 Prof Fees - Acct                        |               |               |                | 1,510          | 2,550          | (1,040)         | 2,550          |
| 6335 Prof Fees - Bruin bookkeeping           | 2,125         | 2,125         |                | 25,500         | 25,500         |                 | 25,500         |
| 6340 Prof Fees - Audit                       |               |               |                | 2,250          | 4,950          | (2,700)         | 4,950          |
| 6350 Prof Fees - Legal                       | 220           | 108           | 112            | 646            | 1,300          | (654)           | 1,300          |
| <b>Total 6300 Bank/Professional Services</b> | <b>2,860</b>  | <b>2,993</b>  | <b>(134)</b>   | <b>37,214</b>  | <b>43,015</b>  | <b>(5,802)</b>  | <b>43,015</b>  |
| <b>6400 Building/Office Expenses</b>         |               |               |                |                |                |                 |                |
| 6260 Office Supplies / Misc                  | 159           | 200           | (41)           | 2,198          | 2,397          | (199)           | 2,397          |
| 6301 Janitorial                              | 338           | 123           | 214            | 1,351          | 1,479          | (128)           | 1,479          |
| 6310 Lawn                                    | 214           | 280           | (66)           | 2,928          | 3,358          | (431)           | 3,358          |
| 6360 Building R & M                          |               | 332           | (332)          | 2,199          | 3,982          | (1,783)         | 3,982          |
| 6390 Water/Trash/Sewer                       | 132           | 105           | 27             | 1,215          | 1,256          | (42)            | 1,256          |
| 6401 Electricity                             | 75            | 153           | (77)           | 1,275          | 1,551          | (276)           | 1,551          |
| 6410 Internet / Phone                        | 196           | 236           | (40)           | 3,239          | 2,953          | 285             | 2,953          |
| <b>Total 6400 Building/Office Expenses</b>   | <b>1,114</b>  | <b>1,428</b>  | <b>(314)</b>   | <b>14,404</b>  | <b>16,976</b>  | <b>(2,573)</b>  | <b>16,976</b>  |

**Highland Lakes Association of REALTORS**  
**Budget vs. Actuals**  
**January - December 2024**

|                                                 | Dec 2024       |                 |                 | Total            |                  |                 | Annual<br>Budget |
|-------------------------------------------------|----------------|-----------------|-----------------|------------------|------------------|-----------------|------------------|
|                                                 | Actual         | Budget          | over Budget     | Actual           | Budget           | over Budget     |                  |
| <b>6500 Equipment/Technology Expenses</b>       |                |                 |                 |                  |                  |                 |                  |
| 6265 Office Technical Services                  | 37             | 67              | (31)            | 437              | 809              | (373)           | 809              |
| 6290 Copier Lease                               | 114            | 121             | (7)             | 1,384            | 1,455            | (71)            | 1,455            |
| 6329 Tangilla / Monthly                         | 1,236          | 1,195           | 42              | 14,688           | 14,334           | 354             | 14,334           |
| 6370 Equipment R & M                            |                | 33              | (33)            |                  | 398              | (398)           | 398              |
| 6425 QB Online Services                         |                | 28              | (28)            |                  | 334              | (334)           | 334              |
| 6501 Website Maintenance                        | 172            | 157             | 15              | 1,975            | 1,887            | 87              | 1,887            |
| <b>Total 6500 Equipment/Technology Expenses</b> | <b>1,559</b>   | <b>1,602</b>    | <b>(42)</b>     | <b>18,483</b>    | <b>19,218</b>    | <b>(735)</b>    | <b>19,218</b>    |
| <b>6600 Advertising/PR Expenses</b>             |                |                 |                 |                  |                  |                 |                  |
| 6005 Advertising                                | 1,088          | 208             | 879             | 1,386            | 2,500            | (1,114)         | 2,500            |
| 6006 PR - Food Pantry                           |                | 208             | (208)           | 2,400            | 2,500            | (100)           | 2,500            |
| 6007 Outreach / Charitable Donation             |                | 167             | (167)           | 2,189            | 2,000            | 189             | 2,000            |
| 6009 PR - First Responder                       |                | 75              | (75)            | 499              | 900              | (401)           | 900              |
| 6010 Gifts/Awards                               | 297            | 83              | 213             | 965              | 1,000            | (35)            | 1,000            |
| 7020 EDU - Scholarship Donations                |                |                 |                 | 14,000           | 14,000           |                 | 14,000           |
| <b>Total 6600 Advertising/PR Expenses</b>       | <b>1,384</b>   | <b>742</b>      | <b>642</b>      | <b>21,438</b>    | <b>22,900</b>    | <b>(1,462)</b>  | <b>22,900</b>    |
| <b>6700 Government Affairs</b>                  |                |                 |                 |                  |                  |                 |                  |
| 6076 GA - Public Aware. Advertis                |                | 42              | (42)            | 1,010            | 500              | 510             | 500              |
| 6077 GA - Board Edu. Workshops                  |                | 67              | (67)            |                  | 800              | (800)           | 800              |
| 6078 GA - Mobilization Meeting                  |                | 33              | (33)            |                  | 400              | (400)           | 400              |
| <b>Total 6700 Government Affairs</b>            |                | <b>142</b>      | <b>(142)</b>    | <b>1,010</b>     | <b>1,700</b>     | <b>(690)</b>    | <b>1,700</b>     |
| <b>6900 Other Board Expenses</b>                |                |                 |                 |                  |                  |                 |                  |
| 6210 Dues & Publications                        | 104            | 48              | 56              | 1,096            | 574              | 522             | 574              |
| 6220 Insurance                                  | 258            | 250             | 8               | 3,290            | 3,000            | 290             | 3,000            |
| 6266 Copies / Shredding                         |                | 69              | (69)            | 215              | 825              | (610)           | 825              |
| 6270 Postage & Freight                          |                | 10              | (10)            | 62               | 125              | (63)            | 125              |
| <b>Total 6900 Other Board Expenses</b>          | <b>362</b>     | <b>377</b>      | <b>(15)</b>     | <b>4,663</b>     | <b>4,524</b>     | <b>139</b>      | <b>4,524</b>     |
| <b>Total Expenses</b>                           | <b>25,523</b>  | <b>42,113</b>   | <b>(16,590)</b> | <b>342,069</b>   | <b>386,770</b>   | <b>(44,701)</b> | <b>386,770</b>   |
| <b>Net Operating Income</b>                     | <b>4,236</b>   | <b>(21,273)</b> | <b>25,509</b>   | <b>(109,366)</b> | <b>(151,427)</b> | <b>42,061</b>   | <b>(151,427)</b> |
| <b>Other Income</b>                             |                |                 |                 |                  |                  |                 |                  |
| 3025 Unrealized (Gains) Loss on Inv             | (18,425)       |                 | (18,425)        | 11,574           |                  | 11,574          |                  |
| 4044 Dividend Income                            | 5,793          | 634             | 5,159           | 14,201           | 7,608            | 6,593           | 7,608            |
| 4047 Gain (Loss) on Disp of Investm             | 6,005          |                 | 6,005           | 8,327            |                  | 8,327           |                  |
| <b>Total Other Income</b>                       | <b>(6,628)</b> | <b>634</b>      | <b>(7,262)</b>  | <b>34,103</b>    | <b>7,608</b>     | <b>26,495</b>   | <b>7,608</b>     |
| <b>Other Expenses</b>                           |                |                 |                 |                  |                  |                 |                  |
| 6251 Investment Broker Fees                     | 163            | 353             | (190)           | 4,506            | 4,236            | 270             | 4,236            |
| 8000 Depreciation Expense                       | 2,312          |                 | 2,312           | 27,742           |                  | 27,742          |                  |
| <b>Total Other Expenses</b>                     | <b>2,475</b>   | <b>353</b>      | <b>2,122</b>    | <b>32,248</b>    | <b>4,236</b>     | <b>28,012</b>   | <b>4,236</b>     |
| <b>Net Other Income</b>                         | <b>(9,103)</b> | <b>281</b>      | <b>(9,384)</b>  | <b>1,855</b>     | <b>3,372</b>     | <b>(1,517)</b>  | <b>3,372</b>     |
| <b>Net Income</b>                               | <b>(4,867)</b> | <b>(20,992)</b> | <b>16,125</b>   | <b>(107,511)</b> | <b>(148,055)</b> | <b>40,544</b>   | <b>(148,055)</b> |