



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 beforehand and we'll answer them there.*

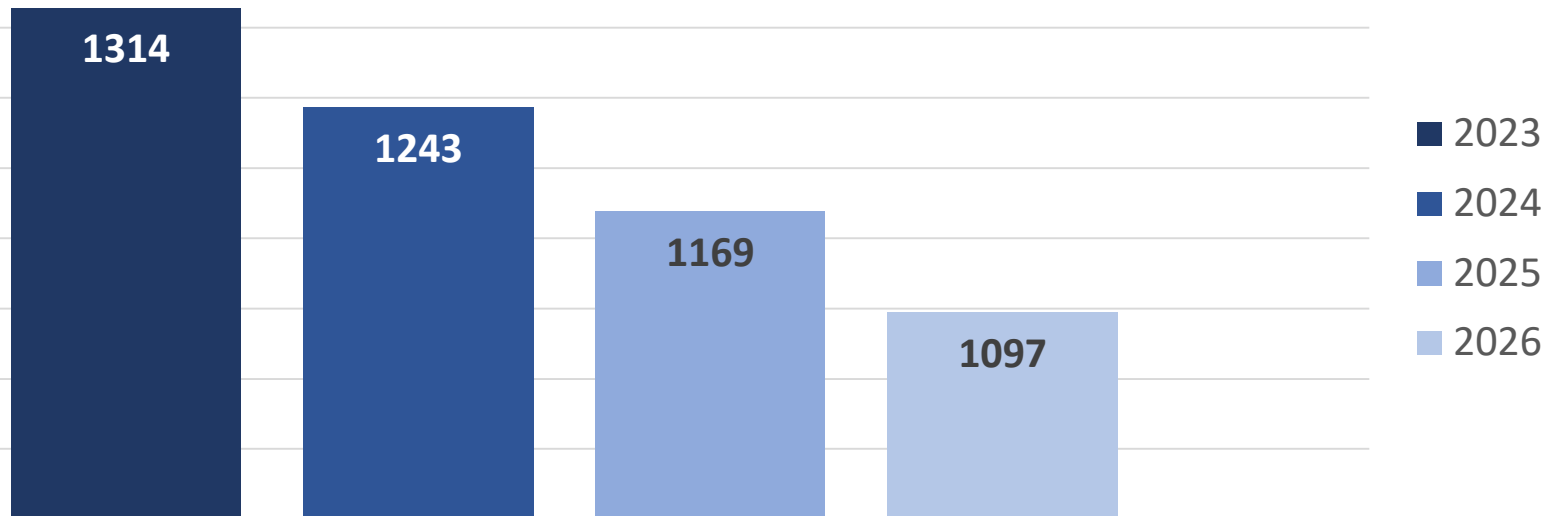
Then vote. This happens only if you decide it should.

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
Income							
MLS Income							
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
Total 5000 MLS Dues Income	44,121	47,094	(2,973)	303,495	322,707	(19,212)	566,737
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	
Total 5100 MLS Fee Income	4,200	5,703	(1,503)	39,975	43,620	(3,645)	76,433
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
Total 5300 Sales Income	172	496	(323)	1,810	3,471	(1,661)	5,951
5400 IDX Vendor FEES	4,686	4,396	290	33,998	30,772	3,226	52,752
Total MLS Income	53,179	57,689	(4,510)	379,279	400,570	(21,291)	701,874
Total Income	53,179	57,689	(4,510)	379,279	400,570	(21,291)	701,874
Expenses							
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
Total 6000 Personnel	19,235	19,496	(261)	137,833	136,475	1,358	240,877
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
Total 6100 Travel/Meeting Expenses	39	1,444	(1,404)	7,077	10,107	(3,030)	17,327
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
Total 6200 Event/Education Expenses	32	42	(9)	2,983	292	2,691	5,000
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
Total 6300 Bank/Professional Services	2,525	3,122	(597)	24,614	26,296	(1,682)	53,109
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
Total 6400 Building/Office Expenses	1,113	2,404	(1,290)	9,498	14,830	(5,331)	25,321
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
Total 6500 Equipment/Technology Expenses	2,222	2,592	(370)	17,934	18,146	(213)	31,108
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 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
Total 6600 Advertising/PR Expenses	41	638	(597)	2,967	4,463	(1,496)	7,650
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
Total 6900 Other Board Expenses	378	429	(51)	2,717	3,004	(287)	5,149
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
Total 7010 MEMBER STORE EXP	1,191	302	888	1,910	2,117	(207)	3,629
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
Total 7000 MLS Expenses	19,939	17,434	2,505	130,575	122,789	7,786	210,599
Total Expenses	45,525	47,600	(2,075)	336,198	336,402	(204)	596,140
Net Operating Income	7,654	10,088	(2,435)	43,081	64,168	(21,087)	105,734
Other Income							
4050 Interest Income	403	54	349	1,872	381	1,491	653
Total Other Income	403	54	349	1,872	381	1,491	653
Net Other Income	403	54	349	1,872	381	1,491	653
Net Income	8,057	10,143	(2,086)	44,953	64,549	(19,596)	106,387

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

	Jul 2026			Total			Annual
	Actual	Budget	over Budget	Actual	Budget	over Budget	Budget
Income							
Board Income							
4000 Dues							
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
Total 4000 Dues	11,912	11,147	766	79,544	76,189	3,355	133,235
4100 Board Fee Income							
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
Total 4100 Board Fee Income	600	733	(133)	6,300	6,133	167	13,050
4200 Event/Education Income							
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
Total 4200 Event/Education Income	1,195	1,465	(270)	12,135	11,902	233	25,375
4900 Other Board Income							
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
Total 4900 Other Board Income	626	2,483	(1,857)	13,142	17,379	(4,236)	29,792
Total Board Income	14,334	15,827	(1,494)	111,122	111,604	(482)	201,453
Total Income	14,334	15,827	(1,494)	111,122	111,604	(482)	201,453
Gross Profit	14,334	15,827	(1,494)	111,122	111,604	(482)	201,453
Expenses							
6000 Personnel							
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
Total 6000 Personnel	12,823	13,031	(207)	91,889	91,216	673	161,011
6100 Travel/Meeting Expenses							
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
Total 6100 Travel/Meeting Expenses	88	2,790	(2,702)	13,600	19,531	(5,931)	33,482
6200 Event/Education Expenses							
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
Total 6200 Event/Education Expenses	1,330	2,975	(1,645)	11,232	20,825	(9,593)	40,200
6300 Bank/Professional Services							
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
Total 6300 Bank/Professional Services	2,374	2,497	(124)	18,576	18,977	(402)	38,802
6400 Building/Office Expenses							
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
Total 6400 Building/Office Expenses	742	1,706	(964)	6,778	10,615	(3,837)	18,129

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

	Jul 2026			Total			Annual Budget
	Actual	Budget	over Budget	Actual	Budget	over Budget	
6500 Equipment/Technology Expenses							
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
Total 6500 Equipment/Technology Expenses	1,482	1,716	(235)	10,289	12,015	(1,726)	20,598
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
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
Total 6600 Advertising/PR Expenses	10,041	10,846	(805)	12,967	15,921	(2,954)	20,150
6700 Government Affairs							
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
Total 6700 Government Affairs		200	(200)		1,400	(1,400)	2,400
6900 Other Board Expenses							
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
Total 6900 Other Board Expenses	1,817	1,833	(16)	12,823	13,108	(286)	22,866
Total Expenses	30,697	37,595	(6,898)	178,153	203,609	(25,455)	357,637
Net Operating Income	(16,363)	(21,767)	5,404	(67,032)	(92,005)	24,974	(156,184)
Other Income							
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	
Total Other Income	2,030	968	1,062	25,434	6,776	18,658	11,616
Other Expenses							
6251 Investment Broker Fees	966	861	105	3,533	3,251	282	4,780
Total Other Expenses	966	861	105	3,533	3,251	282	4,780
Net Other Income	1,064	107	957	21,900	3,525	18,375	6,836
Net Income	(15,299)	(21,660)	6,361	(45,131)	(88,480)	43,349	(149,348)

HLAOR-MLS
Balance Sheet
As of July 31, 2026

	<u>7/31/2026</u>	<u>7/31/2025</u>
ASSETS		
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>
TOTAL ASSETS	<u>280,609</u>	<u>246,421</u>
LIABILITIES AND EQUITY		
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>
TOTAL LIABILITIES AND EQUITY	<u>280,609</u>	<u>246,421</u>

Highland Lakes Association of REALTORS
Balance Sheet
As of July 31, 2026

	<u>7/31/2026</u>	<u>7/31/2025</u>
ASSETS		
Current Assets		
Bank Accounts		
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	
Total Bank Accounts	862,810	977,423
Other Current Assets		
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)
Total Other Current Assets	17,658	28,447
Total Current Assets	880,468	1,005,870
Fixed Assets		
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
Total Fixed Assets	602,346	630,088
TOTAL ASSETS	1,482,814	1,635,958
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
2000 Accounts Payable (A/P)	13,219	20,105
Total Accounts Payable	13,219	20,105
Credit Cards		
2005 Credit card -0222		1,904
2006 Ramp -4648	450	413

Highland Lakes Association of REALTORS

Balance Sheet

As of July 31, 2026

	7/31/2026	7/31/2025
2007 Credit Card - 0021	1,355	
Total Credit Cards	1,805	2,317
Other Current Liabilities		
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	
Total 2100 Deferred Revenue	59,562	64,008
Total Other Current Liabilities	61,789	82,807
Total Current Liabilities	76,814	105,229
Total Liabilities	76,814	105,229
Equity		
3000 Capital	222,411	222,411
3030 Retained Earnings	1,228,721	1,354,668
Net Income	(45,131)	(46,350)
Total Equity	1,406,001	1,530,729
TOTAL LIABILITIES AND EQUITY	1,482,814	1,635,958

HLAOR-MLS
Budget vs. Actuals
January - December 2025

	Dec 2025			Total		
	Actual	Budget	over Budget	Actual	Budget	over Budget
Income						
MLS Income						
5000 MLS Dues Income						
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)
Total 5000 MLS Dues Income	42,712	49,890	(7,178)	545,280	606,845	(61,564)
5100 MLS Fee Income						
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)
Total 5100 MLS Fee Income	1,825	7,425	(5,600)	69,625	94,100	(24,475)
5300 Sales Income						
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)
Total 5300 Sales Income	6	632	(626)	5,087	7,584	(2,497)
5400 IDX Vendor FEES	4,893	4,610	283	53,882	55,320	(1,438)
Total MLS Income	49,436	62,557	(13,121)	673,874	763,849	(89,975)
Total Income	49,436	62,557	(13,121)	673,874	763,849	(89,975)
Expenses						
6000 Personnel						
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
Total 6000 Personnel	19,506	25,395	(5,889)	235,468	234,202	1,266
6100 Travel/Meeting Expenses						
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)
Total 6100 Travel/Meeting Expenses	1,303	2,676	(1,373)	21,143	32,097	(10,954)
6200 Event/Education Expenses						
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
Total 6200 Event/Education Expenses	5,850	8,267	(2,416)	6,664	12,600	(5,936)
6300 Bank/Professional Services						
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)
Total 6300 Bank/Professional Services	3,123	3,722	(599)	49,109	57,689	(8,580)
6400 Building/Office Expenses						
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)
Total 6400 Building/Office Expenses	1,350	1,723	(374)	24,717	20,677	4,040
6500 Equipment/Technology Expenses						
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
Total 6500 Equipment/Technology Expenses	2,154	2,281	(128)	26,340	27,376	(1,036)
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)
Total 6600 Advertising/PR Expenses	1,276	742	534	17,493	8,900	8,593
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)
Total 6900 Other Board Expenses	394	462	(69)	4,764	5,548	(784)
7000 MLS Expenses						
7010 MEMBER STORE EXP		506	(506)	710	6,067	(5,357)
7011 Lockboxes Purchased for Resale				2,012		2,012
Total 7010 MEMBER STORE EXP		506	(506)	2,722	6,067	(3,345)
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)
Total 7000 MLS Expenses	19,455	22,205	(2,750)	233,661	262,025	(28,364)
Total Expenses	54,410	67,473	(13,063)	619,358	661,113	(41,755)
Net Operating Income	(4,974)	(4,916)	(58)	54,516	102,736	(48,220)
Other Income						
4050 Interest Income	250	251	(1)	757	3,010	(2,253)
Total Other Income	250	251	(1)	757	3,010	(2,253)
Net Other Income	250	251	(1)	757	3,010	(2,253)
Net Income	(4,724)	(4,665)	(59)	55,273	105,745	(50,473)

Highland Lakes Association of REALTORS

Budget vs. Actuals January - December 2025

	Dec 2025			Total		
	Actual	Budget	over Budget	Actual	Budget	over Budget
Income						
Board Income						
4000 Dues						
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)
Total 4000 Dues	12,876	12,859	18	148,349	148,529	(181)
4100 Board Fee Income						
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
Total 4100 Board Fee Income	1,350	600	750	11,150	11,200	(50)
4200 Event/Education Income						
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
Total 4200 Event/Education Income	420	2,683	(2,263)	34,984	39,200	(4,216)
4900 Other Board Income						
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)
Total 4900 Other Board Income	8,069	6,227	1,842	56,511	74,720	(18,209)
Total Board Income	22,715	22,369	346	250,993	273,649	(22,656)
Total Income	22,715	22,369	346	250,993	273,649	(22,656)
Gross Profit	22,715	22,369	346	250,993	273,649	(22,656)
Expenses						
6000 Personnel						
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
Total 6000 Personnel	13,004	16,939	(3,935)	156,976	156,127	849
6100 Travel/Meeting Expenses						
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)
Total 6100 Travel/Meeting Expenses	2,166	4,628	(2,462)	48,716	55,531	(6,815)
6200 Event/Education Expenses						
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)
Total 6200 Event/Education Expenses	6,220	11,937	(5,718)	46,655	66,250	(19,595)
6300 Bank/Professional Services						
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)
Total 6300 Bank/Professional Services	2,614	3,650	(1,036)	38,339	40,150	(1,811)

Highland Lakes Association of REALTORS

Budget vs. Actuals January - December 2025

	Dec 2025			Total		
	Actual	Budget	over Budget	Actual	Budget	over Budget
6400 Building/Office Expenses						
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)
Total 6400 Building/Office Expenses	900	1,368	(468)	17,892	16,413	1,479
6500 Equipment/Technology Expenses						
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
Total 6500 Equipment/Technology Expenses	1,436	1,520	(84)	17,560	18,202	(642)
6600 Advertising/PR Expenses						
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	
Total 6600 Advertising/PR Expenses	1,276	742	534	38,945	22,900	16,045
6700 Government Affairs						
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)
Total 6700 Government Affairs		142	(142)	257	1,700	(1,443)
6900 Other Board Expenses						
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)
Total 6900 Other Board Expenses	1,701	2,052	(351)	21,660	24,621	(2,961)
Total Expenses	29,315	42,976	(13,661)	386,999	401,894	(14,894)
Net Operating Income	(6,600)	(20,608)	14,007	(136,006)	(128,245)	(7,761)
Other Income						
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
Total Other Income	3,020	1,018	2,002	40,840	9,304	31,536
Other Expenses						
6251 Investment Broker Fees	177	169	8	4,857	4,448	409
Total Other Expenses	177	169	8	4,857	4,448	409
Net Other Income	2,842	849	1,993	35,983	4,856	31,127
Net Income	(3,758)	(19,759)	16,001	(100,024)	(123,389)	23,365

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

	Dec 2024			Total			Annual
	Actual	Budget	over Budget	Actual	Budget	over Budget	Budget
Income							
MLS Income							
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
Total 5000 MLS Dues Income	45,444	53,093	(7,649)	591,311	634,361	(43,050)	634,361
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
Total 5100 MLS Fee Income	2,050	6,276	(4,226)	78,225	75,310	2,915	75,310
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
Total 5300 Sales Income	59	601	(542)	5,832	7,215	(1,383)	7,215
5400 IDX Vendor FEES	3,551	5,450	(1,899)	43,499	65,400	(21,901)	65,400
Total MLS Income	51,104	65,421	(14,316)	718,867	782,286	(63,419)	782,286
Total Income	51,104	65,421	(14,316)	718,867	782,286	(63,419)	782,286
Expenses							
6000 Personnel							
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
Total 6000 Personnel	16,678	24,717	(8,039)	224,615	225,436	(820)	225,436
6100 Travel/Meeting Expenses							
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
Total 6100 Travel/Meeting Expenses	1,070	2,583	(1,513)	25,347	30,980	(5,633)	30,980
6200 Event/Education Expenses							
6070 Installation Dinner	4,819	6,600	(1,781)	4,819	6,600	(1,781)	6,600
Total 6200 Event/Education Expenses	4,819	6,600	(1,781)	4,819	6,600	(1,781)	6,600
6300 Bank/Professional Services							
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
Total 6300 Bank/Professional Services	5,228	5,086	142	50,771	68,456	(17,685)	68,456
6400 Building/Office Expenses							
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
Total 6400 Building/Office Expenses	1,798	2,158	(360)	20,652	25,660	(5,008)	25,660
6500 Equipment/Technology Expenses							
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
Total 6500 Equipment/Technology Expenses	2,339	2,421	(82)	27,724	29,049	(1,324)	29,049
6600 Advertising/PR Expenses							
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 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
Income													
Board Income													
4000 Dues													
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
Total 4000 Dues	11,650	11,685	12,011	12,325	12,424	12,642	12,902	13,181	13,350	13,423	13,510	13,737	152,842
4100 Board Fee Income													
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
Total 4100 Board Fee Income	5,000	1,400	1,700	1,600	800	1,000	1,400	1,200	600	600	500	3,550	19,350
4200 Event/Education Income													
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
Total 4200 Event/Education Income	2,390	1,813	1,328	1,940	5,138	778	1,330	2,173	1,548	1,888	2,020	10,276	32,620
4900 Other Board Income													
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
Total 4900 Other Board Income	2,722	5,084	1,749	1,902	2,580	1,658	1,220	2,021	1,196	2,322	3,241	2,196	27,892
Total Board Income	21,762	19,983	16,787	17,768	20,942	16,078	16,852	18,575	16,694	18,232	19,271	29,760	232,703
Total Income	21,762	19,983	16,787	17,768	20,942	16,078	16,852	18,575	16,694	18,232	19,271	29,760	232,703
Gross Profit	21,762	19,983	16,787	17,768	20,942	16,078	16,852	18,575	16,694	18,232	19,271	29,760	232,703
Expenses													
6000 Personnel													
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
Total 6000 Personnel	11,859	11,165	15,824	11,132	11,758	11,228	11,341	16,524	11,168	11,135	17,298	11,119	151,550
6100 Travel/Meeting Expenses													
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
Total 6100 Travel/Meeting Expenses	830	2,621	2,198	35	10,789	950	(155)	19,399	(4,581)	2,677	8,439	1,379	44,581
6200 Event/Education Expenses													
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
Total 6200 Event/Education Expenses	1,356	2,667	1,983	3,736	5,482	1,778	3,697	1,619	5,321	1,866	13,476	5,747	48,727
6300 Bank/Professional Services													
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)