

# Indiana Association of Realtors

## May 2018

### EXECUTIVE SUMMARY

#### Balance Sheet

- The Association's cash balances decreased during May by \$267,000 due to payment of invoices and payroll for the month, with ending balance of \$1,638,000.
- Receivables increased by \$5,000 with an ending balance of \$1,129,000 due to interest income accrued from One Forty Three LLC.
- Prepaid expenses and deposits decreased by \$5,000 due to amortization of expenses for May. Ending balance was \$49,000.
- The amounts Due from One Forty Three LLC increased by \$650 in May due to credit card purchase of HepaAir scrubbers that was paid by IAR. Ending balance was \$5,355,000.
- The amount Due from ISRE decreased by \$26,000 during the month with an ending balance of \$340,000.
- IAR investments increased by \$4,000 during the month with an ending balance of \$1,874,000 and RDF investments increased by \$3,000 with an ending balance of \$1,570,000.
- Accounts Payable decreased by \$87,000 due to payment of invoices from Sensory Technologies, Ziplogix and CoreLogic. Ending balance was \$110,000.
- Lines of Credit with ONB remained unchanged for May with ending balances of \$380,000 and \$700,000.
- Dues payable decreased by \$283,000, from \$2,493,000 to \$2,210,000 due to amortization of dues revenue for May. The balance in this account will be amortized over the remaining months of the year and recognized as income.

#### Income Statement

- Net income of \$98,000 was recorded for the month, which represents net ordinary income of \$90,000, SEI net investment income of \$8,000, and net interest expense related to notes receivable/loans payable of less than \$1,000. Budgeted net income for May was \$2,000.
- YTD net income was \$141,000, which represents net ordinary income of \$184,000, SEI net investment loss of (\$42,000), and net interest expense related to notes receivable/loans payable of less than \$1,000. Budgeted net income YTD was \$86,000.
- Compared to the prior year, YTD net ordinary income was \$135,000 (274%) higher than the prior YTD net ordinary income of \$49,000 – this increase is mostly due to RDF expenses incurred in the prior year for Access Marketing and the Indiana road funding project, that were not recurring expenses in 2018.
- Total income for May was \$391,000, which was above the monthly budget of \$334,000 by \$57,000 or 17%.
- Total income YTD was \$1,825,000, which was above the YTD budget of \$1,678,000 by \$147,000 or 9%.
- Compared to the prior year, total YTD income was \$4,000 lower (less than 1%) than the prior YTD income of \$1,829,000 – this is mostly due to NAR grant of \$142,000 received last year for the RDF Access Marketing expenses mentioned above.
- Total expenses for the month were \$300,000, and were below the monthly budget of \$333,000 by \$33,000 or 10%, mostly due to travel and programmatic costs related to the May NAR conference in DC as several of these expenses will show up in the June financials.
- YTD expenses were \$1,641,000, and were above the YTD budget of \$1,603,000 by \$38,000 or 2% due to technology & equipment costs not included in the budget.
- Compared to the prior year, YTD expenses were \$139,000 lower (8%), mostly due to prior year RDF expenses mentioned above.

**Indiana Association of Realtors, Inc.**  
**Balance Sheet (Summary)**

May 31, 2018

	05/31/2018	04/30/2018	Difference
<b>ASSETS</b>			
Current Assets			
Checking/Savings			
1000 - Cash Accounts	1,638,302	1,904,952	(266,650)
Total Checking/Savings	<u>1,638,302</u>	<u>1,904,952</u>	<u>(266,650)</u>
Other Current Assets			
1200 - Accounts Receivable	1,129,195	1,124,443	4,752
1300 - Other Current Assets	49,073	54,316	(5,244)
Total Other Current Assets	<u>1,178,268</u>	<u>1,178,759</u>	<u>(492)</u>
Total Current Assets	<u>2,816,570</u>	<u>3,083,711</u>	<u>(267,142)</u>
Fixed Assets			
1600 - Fixed Assets, Net of Deprec.	343,497	343,498	0
Total Fixed Assets	<u>343,497</u>	<u>343,498</u>	<u>0</u>
Other Assets			
1203 - Intercompany Loans Receivable	5,694,592	5,720,131	(25,539)
1500 - Investments	3,625,965	3,600,111	25,854
1700 - Capitalized Loan and Lease Costs	3,933	3,933	0
Total Other Assets	<u>9,324,490</u>	<u>9,324,175</u>	<u>315</u>
<b>Total ASSETS</b>	<b><u>12,484,557</u></b>	<b><u>12,751,384</u></b>	<b><u>(266,827)</u></b>
<b>LIABILITIES &amp; NET ASSETS</b>			
Liabilities			
Current Liabilities			
Accounts Payable			
2010 - Accounts Payable	110,064	196,565	(86,502)
Total Accounts Payable	<u>110,064</u>	<u>196,565</u>	<u>(86,502)</u>
Other Current Liabilities			
2025 - Other Current Liabilities	1,119,409	1,114,538	4,872
2100 - Payroll Liabilities	382,319	382,048	271
2400 - Deferred Dues & Other Revenue	2,209,738	2,493,064	(283,326)
Total Other Current Liabilities	<u>3,711,466</u>	<u>3,989,650</u>	<u>(278,183)</u>
Total Current Liabilities	<u>3,821,530</u>	<u>4,186,215</u>	<u>(364,685)</u>
Total Liabilities	<u>3,821,530</u>	<u>4,186,215</u>	<u>(364,685)</u>
NET ASSETS			
3010 - Unrestricted Net Assets	6,827,372	6,815,653	11,719
3020 - REALTORS Defense Fund	1,737,798	1,716,340	21,458
Net Income	97,857	33,176	64,681
Total Net Assets	<u>8,663,027</u>	<u>8,565,169</u>	<u>97,858</u>
<b>Total LIABILITIES &amp; NET ASSETS</b>	<b><u>12,484,557</u></b>	<b><u>12,751,384</u></b>	<b><u>(266,827)</u></b>

**Indiana Association of Realtors, Inc.**  
**Balance Sheet (Detail)**

May 31, 2018

	05/31/2018	04/30/2018	Difference
<b>ASSETS</b>			
Current Assets			
Checking/Savings			
1000 - Cash Accounts			
1010 - Petty Cash	120	120	0
1020 - IAR Checking-Regions	1,713,066	1,963,781	(250,714)
1029 - First Merchants Checking	10,410	10,409	0
1032 - IAR Checking-ONB	5,742	9,704	(3,961)
1040 - Transmittal Checking Account	38,409	32,537	5,871
1118 - REALTORS Federal Credit Union	87	87	0
1125 - IAR-Prof Standards Escrow	38,400	37,900	500
1199 - Cash Owed (to) by RDF	(167,932)	(149,586)	(18,346)
Total 1000 - Cash Accounts	<u>1,638,302</u>	<u>1,904,952</u>	<u>(266,650)</u>
Total Checking/Savings	1,638,302	1,904,952	(266,650)
Other Current Assets			
1200 - Accounts Receivable			
1200 - Accounts Receivable	14,508	15,909	(1,401)
1211 - Dues Receivable	11,803	9,186	2,616
1220 - Other Receivables	1,250	1,450	(200)
1245 - Accrued Interest Receivable	21,634	17,898	3,737
1270 - Note Receivable	1,080,000	1,080,000	0
Total 1200 - Accounts Receivable	<u>1,129,195</u>	<u>1,124,443</u>	<u>4,752</u>
1300 - Other Current Assets			
1310 - Prepaid Expense	48,485	53,728	(5,244)
1340 - Postage Deposits	588	588	0
Total 1300 - Other Current Assets	<u>49,073</u>	<u>54,316</u>	<u>(5,244)</u>
Total Other Current Assets	<u>1,178,268</u>	<u>1,178,759</u>	<u>(492)</u>
Total Current Assets	<u>2,816,570</u>	<u>3,083,711</u>	<u>(267,142)</u>
Fixed Assets			
1600 - Fixed Assets, Net of Deprec.			
1630 - Furniture, Fixtures & Equipmen	381,110	381,111	0
Total 1605 - Land, Buildings & Equipment	<u>381,110</u>	<u>381,111</u>	<u>0</u>
1680 - Accum. Depreciation - FF&E	(37,613)	(37,613)	0
Total 1655 - Accumulated Depreciation	<u>(37,613)</u>	<u>(37,613)</u>	<u>0</u>
Total 1600 - Fixed Assets, Net of Deprec.	<u>343,497</u>	<u>343,498</u>	<u>0</u>
Total Fixed Assets	<u>343,497</u>	<u>343,498</u>	<u>0</u>
Other Assets			
1203 - Intercompany Loans Receivable			
1260 - Due from ISRE	340,090	366,279	(26,189)
1203 - Due From 143 LLC	5,303,119	5,302,469	650
1204 - Due From 143 LLC (P-ship)	51,383	51,383	0
Total - 1203 - Intercompany Loans Receivable	<u>5,694,592</u>	<u>5,720,131</u>	<u>(25,539)</u>
1500 - Investments			
1510 - SEI Investments	1,873,838	1,869,442	4,396
1520 - Realtor's Defense Fund Assets			
1525 - Realtors Defense Fund Invest	1,569,866	1,566,754	3,112
1599 - Cash Owed by (to) IAR	167,932	149,586	18,346
Total 1520 - Realtor's Defense Fund Assets	<u>1,737,798</u>	<u>1,716,340</u>	<u>21,458</u>
1540 - Alerus - 457(b) Investments	273,917	273,917	0

**Indiana Association of Realtors, Inc.**  
**Balance Sheet (Detail)**

May 31, 2018

	05/31/2018	04/30/2018	Difference
1810 - Investment in ISRE	(271,871)	(271,871)	0
1820 - Investment in 143 MM	12,283	12,283	0
Total 1500 - Investments	<u>3,625,965</u>	<u>3,600,111</u>	25,854
1700 - Capitalized Loan and Lease Costs			
1715 - Capitalized Loan Costs	4,000	4,000	0
1716 - Accum Amort - Capitalized Loan Costs	(67)	(67)	0
Total 1700 - Capitalized Loan and Lease Costs	<u>3,933</u>	<u>3,933</u>	0
Total Other Assets	<u>9,324,490</u>	<u>9,324,175</u>	315
<b>Total ASSETS</b>	<b><u>12,484,557</u></b>	<b><u>12,751,384</u></b>	<b><u>(266,827)</u></b>
<b>LIABILITIES &amp; NET ASSETS</b>			
Liabilities			
Current Liabilities			
Accounts Payable			
2010 - Accounts Payable	110,064	196,565	(86,502)
Total Accounts Payable	<u>110,064</u>	<u>196,565</u>	<u>(86,502)</u>
Other Current Liabilities			
2025 - Other Current Liabilities			
2036 - Line of Credit-ONB (\$1.3mil)	380,000	380,000	0
2037 - Note Payable-ONB (\$700K)	700,000	700,000	0
2080 - RPAC Payable	38,409	32,538	5,872
2095 - Prof Stds Escrow Liability	1,000	2,000	(1,000)
Total 2025 - Other Current Liabilities	<u>1,119,409</u>	<u>1,114,538</u>	<u>4,872</u>
2100 - Payroll Liabilities			
2110 - FSA Plan Payable	2,105	1,833	271
2120 - Post Retirement Benefit Obliga	106,297	106,298	0
2130 - 401(k) Payable	0	0	0
2150 - 457 Plan Liabilities	273,917	273,917	0
Total 2100 - Payroll Liabilities	<u>382,319</u>	<u>382,048</u>	<u>271</u>
2400 - Deferred Dues & Other Revenue			
2410 - Dues Payable, Even Year	2,209,738	2,493,064	(283,326)
Total 2400 - Deferred Dues & Other Revenue	<u>2,209,738</u>	<u>2,493,064</u>	<u>(283,326)</u>
Total Other Current Liabilities	<u>3,711,466</u>	<u>3,989,650</u>	<u>(278,183)</u>
Total Current Liabilities	<u>3,821,530</u>	<u>4,186,215</u>	<u>(364,685)</u>
Total Liabilities	<u>3,821,530</u>	<u>4,186,215</u>	<u>(364,685)</u>
NET ASSETS			
3010 - Unrestricted Net Assets	6,827,372	6,815,653	11,719
3020 - REALTORS Defense Fund	1,737,798	1,716,340	21,458
Net Income	97,857	33,176	64,681
Total Net Assets	<u>8,663,027</u>	<u>8,565,169</u>	<u>97,858</u>
<b>Total LIABILITIES &amp; NET ASSETS</b>	<b><u>12,484,557</u></b>	<b><u>12,751,384</u></b>	<b><u>(266,827)</u></b>

**Indiana Association of Realtors, Inc.**  
**Budget Performance (Summary)**

May 31, 2018

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget	Prior YTD Actual
<b>Income</b>						
4000 - Membership Income	379,227	324,254	1,773,269	1,621,262	4,032,000	1,631,160
4200 - Contract Fees & Event Income	0	42	4,170	10,206	42,000	5,305
4300 - Royalties, Rent & Product Sales	2,364	583	6,633	2,919	7,000	6,107
4900 - Other Income	9,345	8,766	41,135	43,838	105,200	186,884
<b>Total Income</b>	<b>390,936</b>	<b>333,645</b>	<b>1,825,207</b>	<b>1,678,225</b>	<b>4,186,200</b>	<b>1,829,456</b>
<b>Expense</b>						
5000 - Personnel Costs						
5010 - Compensation	124,562	116,667	586,310	583,331	1,525,000	566,815
5020 - Bonus Pool	0	0	29,205	29,000	100,000	28,261
5030 - Contract Labor / Temp Help	0	167	0	831	2,000	1,200
5100 - Benefits & Taxes	25,432	26,751	143,270	133,743	321,000	141,708
<b>Total 5000 - Personnel Costs</b>	<b>149,994</b>	<b>143,585</b>	<b>758,785</b>	<b>746,905</b>	<b>1,948,000</b>	<b>737,984</b>
5300 - Travel & Entertainment						
5310 - Staff Travel Costs	5,844	19,211	23,927	39,523	91,250	28,769
5410 - Leadership Travel	23,243	42,552	43,879	80,736	175,850	40,542
<b>Total 5300 Travel &amp; Entertainment</b>	<b>29,087</b>	<b>61,763</b>	<b>67,806</b>	<b>120,259</b>	<b>267,100</b>	<b>69,311</b>
5600 - Professional Fees	21,097	15,459	117,049	102,287	213,000	99,591
5700 - Technology & Equipment	65,948	49,841	299,633	249,213	648,100	249,263
5900 - Office Costs	3,109	7,430	77,518	33,140	78,150	37,185
6100 - Facility Costs	20,177	22,071	96,611	110,353	264,850	54,250
7100 - Programmatic Costs	10,949	33,167	223,734	240,581	571,750	532,649
<b>Total Expense</b>	<b>300,361</b>	<b>333,316</b>	<b>1,641,136</b>	<b>1,602,738</b>	<b>3,990,950</b>	<b>1,780,233</b>
<b>Net Ordinary Income</b>	<b>90,575</b>	<b>329</b>	<b>184,071</b>	<b>75,487</b>	<b>195,250</b>	<b>49,223</b>
<b>Other Income/Expense</b>						
Other Income						
4800 - Investment Income	11,244	2,083	(23,905)	10,419	25,000	110,641
<b>Total Other Income</b>	<b>11,244</b>	<b>2,083</b>	<b>(23,905)</b>	<b>10,419</b>	<b>25,000</b>	<b>110,641</b>
Other Expense						
8000 - Interest Expense	3,961	0	18,750	0	0	2,917
8100 - Priority Return-Twain	0	0	432	0	0	0
<b>Total Other Expense</b>	<b>3,961</b>	<b>0</b>	<b>19,182</b>	<b>0</b>	<b>0</b>	<b>2,917</b>
<b>Net Other Income (Expense)</b>	<b>7,283</b>	<b>2,083</b>	<b>(43,087)</b>	<b>10,419</b>	<b>25,000</b>	<b>107,724</b>
<b>Net Income (Loss)</b>	<b>97,858</b>	<b>2,412</b>	<b>140,984</b>	<b>85,906</b>	<b>220,250</b>	<b>156,947</b>

**Indiana Association of Realtors, Inc.**  
**Budget Performance (Detail)**

May 31, 2018

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget
<b>Income</b>					
4000 - Membership Income					
4002 - Membership Dues	299,331	267,221	1,412,708	1,336,099	3,333,792
4020 - Shared Fees, Local Boards	7,895	8,000	39,634	40,000	96,000
4021 - State Application Fee (even years)	39,480	20,000	166,246	100,000	240,000
4030 - RDF Dues	32,521	29,033	154,681	145,163	362,208
Total 4000 - Membership Income	<u>379,227</u>	<u>324,254</u>	<u>1,773,269</u>	<u>1,621,262</u>	<u>4,032,000</u>
4200 - Contract Fees & Event Income					
4101 - Sponsorship Income	0	0	0	5,000	10,000
4201 - Registration Income	0	42	4,170	5,206	32,000
Total 4200 - Contract Fees & Event Income	<u>0</u>	<u>42</u>	<u>4,170</u>	<u>10,206</u>	<u>42,000</u>
4300 - Royalties, Rent & Product Sales					
4301 - Royalty Income	2,364	583	6,633	2,919	7,000
Total 4300 - Royalties, Rent & Product Sales	<u>2,364</u>	<u>583</u>	<u>6,633</u>	<u>2,919</u>	<u>7,000</u>
4900 - Other Income					
4900 - Other Income	1,495	0	2,385	0	0
4901 - Grant Income-Temp Restricted	0	833	0	4,169	10,000
4910 - RECP Income	7,100	7,100	35,500	35,500	85,200
4920 - Professional Standards Income	750	833	3,250	4,169	10,000
Total 4900 - Other Income	<u>9,345</u>	<u>8,766</u>	<u>41,135</u>	<u>43,838</u>	<u>105,200</u>
Total Income	390,936	333,645	1,825,207	1,678,225	4,186,200
<b>Expense</b>					
5000 - Personnel Costs					
5010 - Compensation	124,562	116,667	586,310	583,331	1,525,000
5020 - Bonus Pool	0	0	29,205	29,000	100,000
5030 - Contract Labor / Temp Help	0	167	0	831	2,000
5100 - Benefits & Taxes					
5110 - Health & Life Insurance	7,652	8,417	38,765	42,081	101,000
5115 - Wellness Benefit	113	417	980	2,081	5,000
5120 - Dental Insurance	637	583	3,184	2,919	7,000
5125 - Disability Insurance	371	500	1,874	2,500	6,000
5130 - Retirement Benefits	5,412	5,542	26,699	27,706	66,500
5140 - Post-Employment Benefits	1,225	1,875	8,034	9,375	22,500
5150 - Workers Compensation Insuranc	631	750	3,152	3,750	9,000
5160 - Payroll Taxes	7,621	6,667	48,833	33,331	80,000
5170 - Professional Development	0	417	0	2,081	5,000
5180 - Dues & Subscriptions	1,770	1,583	11,749	7,919	19,000

**Indiana Association of Realtors, Inc.**  
**Budget Performance (Detail)**

May 31, 2018

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget
Total 5100 - Benefits & Taxes	25,432	26,751	143,270	133,743	321,000
Total 5000 - Personnel Costs	149,994	143,585	758,785	746,905	1,948,000
5300 - Travel & Entertainment					
5310 - Staff Travel Costs					
5310 - Staff Travel	973	5,667	5,562	8,831	17,500
5320 - Staff Lodging	1,804	8,479	6,362	13,897	30,750
5330 - Staff Mileage	171	959	3,223	3,787	9,250
5340 - Staff Meals	1,650	2,439	6,065	8,677	20,750
5350 - Staff Hospitality	346	1,083	1,705	1,419	2,500
5360 - Conference Registration Fees	900	584	1,010	2,912	10,500
Total 5310 - Staff Travel Costs	5,844	19,211	23,927	39,523	91,250
5410 - Leadership Travel					
5410 - Board / Volunteer Travel	8,214	9,209	9,198	13,037	23,500
5420 - Board / Volunteer Lodging	12,637	22,541	19,358	36,713	77,500
5430 - Board / Volunteer Mileage	764	1,480	2,733	6,390	14,250
5440 - Board / Volunteer Meals	1,628	7,654	11,932	19,272	41,850
5450 - Board / Volunteer Hospitality	0	1,585	658	4,905	11,000
5460 - Conference Registration Fees	0	83	0	419	7,750
Total 5410 - Leadership Travel	23,243	42,552	43,879	80,736	175,850
Total 5300 Travel & Entertainment	29,087	61,763	67,806	120,259	267,100
5600 - Professional Fees					
5610 - Legal Services	3,810	2,917	17,427	14,581	35,000
5620 - Audit & Tax Services	5,428	0	35,043	25,000	27,500
5630 - Accounting Services	10,359	10,417	57,079	52,081	125,000
5640 - Other Consulting Services	0	625	0	3,125	7,500
5650 - President's Stipend	1,500	1,500	7,500	7,500	18,000
Total 5600 - Professional Fees	21,097	15,459	117,049	102,287	213,000
5700 - Technology & Equipment					
5710 - Technology Consulting Service	57,838	46,834	253,941	234,162	612,000
5720 - Equipment Repairs & Maintenance	0	83	757	419	1,000
5730 - Small Equipment Purchases	60	625	1,386	3,125	7,500
5740 - Equipment > \$1000	6,001	83	36,796	419	1,000
5750 - Equipment Lease Payments	690	833	3,836	4,169	10,000
5760 - Software & Licensing Fees	1,359	1,383	2,917	6,919	16,600
Total 5700 - Technology & Equipment	65,948	49,841	299,633	249,213	648,100
5900 - Office Costs					
5910 - Telephone	2,790	1,708	17,715	8,544	20,500
5920 - Postage	0	129	359	647	1,550

**Indiana Association of Realtors, Inc.**  
**Budget Performance (Detail)**

May 31, 2018

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget
5925 - Shipping Expense	0	8	0	44	100
5930 - Office Supplies	876	334	3,620	1,662	4,000
5932 - Kitchen Supplies	233	333	1,505	1,669	4,000
5940 - Printing	0	625	7,983	3,125	7,500
5950 - Liability Insurance	(7,124)	1,042	6,727	5,206	12,500
5960 - Licenses and Fees	0	125	0	625	1,500
5970 - Bank & Credit Card Fees	1,010	1,667	16,960	8,331	20,000
5980 - Miscellaneous	5,324	1,459	22,649	3,287	6,500
<b>Total 5900 - Office Costs</b>	<b>3,109</b>	<b>7,430</b>	<b>77,518</b>	<b>33,140</b>	<b>78,150</b>
<b>6100 - Facility Costs</b>					
6110 - Office Rent & Parking	19,298	22,071	95,732	110,353	264,850
6180 - Property Taxes	879	0	879	0	0
<b>Total 6100 - Facility Costs</b>	<b>20,177</b>	<b>22,071</b>	<b>96,611</b>	<b>110,353</b>	<b>264,850</b>
<b>7100 - Programmatic Costs</b>					
7110 - Facility Rental	0	250	3,500	1,250	3,000
7120 - Catering	0	13,959	62,080	56,787	148,500
7130 - Honorarium/Speaker Fees	2,000	1,749	2,611	11,257	28,500
7140 - Speaker Travel	644	375	2,644	2,875	6,500
7150 - Plaques & Awards	0	438	2,811	2,184	6,000
7160 - Event Sponsorships	0	542	7,471	2,706	6,500
7170 - Curriculum	0	125	0	625	1,500
7210 - Website Development / Hosting	3,245	2,500	14,742	12,500	30,000
7220 - Internet Communications	4,466	2,458	24,164	12,294	29,500
7225 - Publications	534	625	5,175	14,625	19,000
7240 - Video Production & Editing	0	126	600	618	1,500
7250 - Media / Public Relations Proj	0	42	0	206	500
7310 - Other Program Costs	60	4,646	13,441	21,728	78,250
7320 - Grants	0	2,791	7,500	13,963	33,500
7330 - Electronic Forms	0	0	76,995	74,250	148,500
7410 - Marketing Research	0	541	0	2,713	6,500
7420 - Outreach	0	459	0	2,287	5,500
7440 - Issue Research	0	708	0	3,544	8,500
7450 - Legislative Advocacy	0	833	0	4,169	10,000
<b>Total 7100 - Programmatic Costs</b>	<b>10,949</b>	<b>33,167</b>	<b>223,734</b>	<b>240,581</b>	<b>571,750</b>
<b>Total Expense</b>	<b>300,361</b>	<b>333,316</b>	<b>1,641,136</b>	<b>1,602,738</b>	<b>3,990,950</b>
<b>Net Ordinary Income</b>	<b>90,575</b>	<b>329</b>	<b>184,071</b>	<b>75,487</b>	<b>195,250</b>

**Other Income/Expense**

Other Income

4800 - Investment Income



**Indiana Association of Realtors, Inc.**  
**Budget Performance (Detail)**

May 31, 2018

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget
4810 - Interest & Dividend Income	4,987	2,083	19,210	10,419	25,000
4811 - Interest Income (notes payable)	3,736	0	18,134	0	0
4815 - Unrealized Gains/Losses	2,521	0	(53,155)	0	0
4820 - Realized Gains/Losses	0	0	554	0	0
4830 - Investment Management Fees	0	0	(8,648)	0	0
Total 4800 - Investment Income	<u>11,244</u>	<u>2,083</u>	<u>(23,905)</u>	<u>10,419</u>	<u>25,000</u>
Total Other Income	11,244	2,083	(23,905)	10,419	25,000
Other Expense					
8000 - Interest Expense	3,961	0	18,750	0	0
8100 - Priority Return-Twain	0	0	432	0	0
Total Other Expense	<u>3,961</u>	<u>0</u>	<u>19,182</u>	<u>0</u>	<u>0</u>
Net Other Income (Expense)	<u>7,283</u>	<u>2,083</u>	<u>(43,087)</u>	<u>10,419</u>	<u>25,000</u>
<b>Net Income (Loss)</b>	<b><u>97,858</u></b>	<b><u>2,412</u></b>	<b><u>140,984</u></b>	<b><u>85,906</u></b>	<b><u>220,250</u></b>

Indiana Association of Realtors, Inc.  
Statement of Cash Flows  
Year To Date 05/31/2018

OPERATING ACTIVITIES

Net Income	140,984
Adjustments to reconcile Net Income to net cash provided by operations	
1200 - Accounts Receivable	2,335
1203 - Due From 143 LLC	(80,588)
1204 - Due From 143 LLC (P-ship)	(18,375)
1211 - Dues Receivable	35,387
1220 - Other Receivables	800
1260 - Due from ISRE	65,710
1310 - Prepaid Expense	(12,752)
1350 - Other Deposits	10,965
1390 - Revenue Clearing Account	0
1540 - Alerus - 457(b) Investments	(5,289)
1630 - Furniture, Fixtures & Equipmen	(16,755)
2010 - Accounts Payable	(80,578)
2020 - Rent Payable	(9,535)
2040 - Accrued Payables	(39,700)
2080 - RPAC Payable	(69,856)
2095 - Prof Stds Escrow Liability	750
2110 - FSA Plan Payable	1,755
2150 - 457 Plan Liabilities	5,289
2410 - Dues Payable, Even Year	1,346,026
Net cash provided by Operating Activities	1,276,573
INVESTING ACTIVITIES	
1510 - SEI Investments	27,919
1525 - Realtors Defense Fund Invest	14,122
1599 - Cash Owed by (to) IAR	(83,380)
Net Cash provided by Investing Activities	(41,339)
FINANCING ACTIVITIES	
2045 - Accrued Interest Payable	(3,398)
1270 - Note Receivable	(80,000)
1245 - Accrued Interest Receivable	(18,134)
Net cash provided by Financing Activities	(101,532)
Net cash change for period	1,133,702
Cash at beginning of period	424,599
Cash at end of period	1,638,302

**Indiana Association of Realtors, Inc.**  
**Historical and Budgeted Financial Statements**  
**Selected Information**  
**For the five months ended May 31, 2018 and year ending December 31, 2018**

The accompanying historical financial statements and budgeted financial statements include the following departures from accounting principles generally accepted in the United States of America and the guidelines for presentation of a forecast established by the AICPA:

**Historical**

- The financial statements omit substantially all of the disclosures required by accounting principles generally accepted in the United States of America.
- Certain accruals and adjustments are made on an annual basis in preparation for the organization's annual audit.
- The Budget Performance reports do not report changes in net assets among unrestricted, temporarily restricted and permanently restricted in accordance with GAAP.

**Forecast/Budget**

- The forecasted financial statements omit substantially all of the disclosures required by accounting principles generally accepted in the United States of America.
- The forecasted financial information omits the summary of significant accounting policies.

The effects of these departures have not been determined.

**Additional Information**

- The Balance Sheet includes a comparison with the period ended April 30, 2018 for additional meaningful data for management and the board.

**Summary of Significant Assumptions**

These financial forecasts present, to the best of management's knowledge and belief, the Association's expected results of operations for the forecast periods. Accordingly, the forecasts reflect its judgment as of November 9, 2017, the date of these forecasts, of the expected conditions and its expected course of action. The assumptions disclosed herein are those that management believes are significant to the forecasts. There will usually be differences between the forecasted and actual results, because events and circumstances frequently do not occur as expected, and those differences may be material.

**Statement of Operations Assumptions**

- Revenue from members is expected to remain in line with the prior year, with no significant increase expected
- The Association will continue its current monthly lease of \$19,071 per month for office space
- Salaries, benefits, and taxes are expected to remain in line with the prior year, with no significant increase expected
- Facility costs are expected to increase by 200% due to the move to the new office space
- All other expenses are expected to decrease by 6%