

Tucson Association of Realtors

Budget Template

January - December 2025

	Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025	Jul 2025	Aug 2025	Sep 2025	Oct 2025	Nov 2025	Dec 2025	2025	2024	
	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	YTD 1-7
Income															
4000 Dues Income															
4010 Realtor Dues	99,249	100,207	101,166	102,124	103,082	104,041	104,999	105,957	106,916	107,874	108,832	109,791	1,254,236	1,270,670	807,550
4020 Affiliate Dues	1,366	1,385	1,405	1,424	1,443	1,462	1,481	1,500	1,520	1,539	1,558	1,577	17,659	16,209	10,352
Total 4000 Dues Income	100,615	101,593	102,570	103,548	104,525	105,503	106,480	107,458	108,435	109,413	110,390	111,368	1,271,895	1,286,878	817,902
4100 Application/Late Fee Income															
4110 Application Fees	17,500	17,500	17,500	17,500	17,500	17,500	17,500	17,500	17,500	17,500	17,500	17,500	210,000	201,600	117,050
4120 Dues Late Fees	37,200	15,900	2,375	925	475	475	300	700		375	550		59,275	53,050	57,650
Total 4100 Application/Late Fee Income	54,700	33,400	19,875	18,425	17,975	17,975	17,800	18,200	17,500	17,875	18,050	17,500	269,275	254,650	174,700
4200 Co-op/Management Income															
4210 MLS Co-Op Agreement	108,374	102,291	101,672	105,089	101,701	103,531	104,613	102,985	102,799	102,203	105,218	107,231	1,247,705	1,171,079	601,093
4220 Management Fees	300	300	300	300	300	300	300	300	300	300	300	300	3,600	3,600	2,100
Total 4200 Co-op/Management Income	108,674	102,591	101,972	105,389	102,001	103,831	104,913	103,285	103,099	102,503	105,518	107,531	1,251,305	1,174,679	603,193
4300 Education income															
4310 Designation & Certifications Class Fees	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	12,000	7,969
4320 General Education Fees	650	650	650	650	650	650	650	650	650	650	650	650	7,800	7,800	23,488
4340 Prelicense - Salesperson															22,500
4345 Prelicense - Broker															22,500
4350 Post License							500	500	500	500	500	500	3,000	3,000	
4370 Continuing Education	3,500			3,500			3,500				3,500		14,000	14,000	550
4380 Leadership Development Income									12,000				12,000	12,000	2,475
Total 4300 Education income	5,150	1,650	1,650	5,150	1,650	1,650	5,650	2,150	14,150	2,150	5,650	2,150	48,800	93,800	34,482
4400 Building Income															
4410 Testing Center Fees	4,390	4,390	4,390	4,390	4,390	4,390	4,390	4,390	4,390	4,390	4,390	4,390	52,682	52,436	32,288
4420 Facility Rental Fees	1,918	1,918	1,918	1,918	1,918	1,918	1,918	1,918	1,918	1,918	1,918	1,918	23,019	30,000	16,032
4435 MLS Rent	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000	60,000	35,000
Total 4400 Building Income	11,308	11,308	11,308	11,308	11,308	11,308	11,308	11,308	11,308	11,308	11,308	11,308	135,701	142,436	83,320
4800 YPN Committee															
4801 YPN Celebrity Bartending										2,000			2,000	2,000	
4802 YPN Event Income	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	12,000	660
Total 4800 YPN Committee	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	3,000	1,000	1,000	14,000	14,000	660
4900 Other Income															
4910 Sponsorships	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	15,000	15,000	
4920 Grant												10,000	10,000	10,000	
4930 Affiliate Leadership Academy			600						600				1,200	1,200	
4960 EXPO Income									35,000				35,000	35,000	
4970 Power of Real Estate				33,619									33,619	33,619	45,484
4975 Installation Income											25,000		25,000	25,000	
4980 Rodeo Income		10,000											10,000	10,000	2,200
4990 Misc Income	141	141	141	141	141	141	141	141	141	141	141	141	1,690		2,796
Total 4900 Other Income	1,391	11,391	1,991	35,010	1,391	1,391	1,391	1,391	36,991	1,391	26,391	11,391	131,509	129,819	50,480
Total Income	282,838	262,932	240,366	279,830	239,850	242,658	248,542	244,792	292,483	247,640	278,307	262,247	3,122,485	3,096,263	1,764,736

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	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	YTD 1-7
Gross Profit	282,838	262,932	240,366	279,830	239,850	242,658	248,542	244,792	292,483	247,640	278,307	262,247	3,122,485	3,096,263	1,764,736
Expenses															
6000 Employee Expenses															
6010 Salaries	127,583	127,583	127,583	127,583	127,583	127,583	127,583	127,583	127,583	127,583	127,583	127,583	1,531,000	1,487,358	755,180
6020 Payroll Taxes	10,526	10,526	10,526	10,526	10,526	10,526	10,526	10,526	10,526	10,526	10,526	10,526	126,308	122,707	61,181
6030 Employee Health Insurance	12,044	12,044	12,044	12,044	12,044	12,044	12,044	12,044	12,044	12,044	12,044	12,044	144,532	131,393	60,254
6040 401(K) Employer Contributions	3,828	3,828	3,828	3,828	3,828	3,828	3,828	3,828	3,828	3,828	3,828	3,828	45,930	44,621	9,150
6050 Payroll Processing Fees	1,768	1,768	1,768	1,768	1,768	1,768	1,768	1,768	1,768	1,768	1,768	1,768	21,218	27,205	11,789
6060 Staff Professional Development	833	833	833	833	833	833	833	833	833	833	833	833	10,000	15,000	2,743
6070 Staff Membership & Dues	125	125	125	125	125	125	125	125	125	125	125	125	1,500	3,000	400
6080 Employee Appreciation	208	208	208	208	208	208	208	208	208	208	208	208	2,500	2,500	1,341
Total 6000 Employee Expenses	156,916	156,916	156,916	156,916	156,916	156,916	156,916	156,916	156,916	156,916	156,916	156,916	1,882,988	1,833,784	902,039
6100 Building Expenses															
6110 Building Property Taxes	2,497	2,497	2,497	2,497	2,497	2,497	2,497	2,497	2,497	2,497	2,497	2,497	29,960	30,000	16,644
6120 Utilities	3,353	2,838	2,897	2,628	2,932	2,928	3,693	5,188	5,162	4,775	3,376	2,924	42,694	39,968	20,256
6130 Janitorial Service	2,058	2,058	2,058	2,058	2,058	2,058	2,058	2,058	2,058	2,058	2,058	2,058	24,696	25,120	13,717
6140 Building Repairs/Maint	3,043	3,043	3,043	3,043	3,043	3,043	3,043	3,043	3,043	3,043	3,043	3,043	36,519	32,451	23,210
6150 Security System(2)	260	260	260	260	260	260	260	260	260	260	260	260	3,120	3,120	1,820
Total 6100 Building Expenses	11,211	10,696	10,755	10,486	10,789	10,786	11,551	13,046	13,020	12,633	11,234	10,782	136,988	130,658	75,647
6200 Technology Expenses															
6210 RAMCO License Fees	4,398	4,398	4,398	4,398	4,398	4,398	4,398	4,398	4,398	4,398	4,398	4,398	52,781	51,509	28,571
6220 Computer Licenses & Hosting	4,454	4,454	4,454	4,454	4,454	4,454	4,454	4,454	4,454	4,454	4,454	4,454	53,447	45,000	28,342
6230 Telephone Services	2,032	2,032	2,032	2,032	2,032	2,032	2,032	2,032	2,032	2,032	2,032	2,032	24,380	27,628	12,926
6240 Copier Service Fees	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	12,965	12,870	7,204
6250 Computer Supplies	2,583	2,583	2,583	2,583	2,583	2,583	2,583	2,583	2,583	2,583	2,583	2,583	31,000	4,000	1,191
Total 6200 Technology Expenses	14,548	14,548	14,548	14,548	14,548	14,548	14,548	14,548	14,548	14,548	14,548	14,548	174,574	141,006	78,235
6300 Education Expenses															
6310 Designation Education	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000	24,000	8,637
6320 New Member Education	167	167	167	167	167	167	167	167	167	167	167	167	2,000	2,000	900
6330 Instructor/Monitor Fees	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	20,000	12,000	7,275
6340 Code of Ethics Classes														1,000	300
6350 Leadership Development Classes									12,000				12,000	12,000	2,003
6360 Instructor/Monitor Fees-Code of Ethics														3,600	
6370 Course Fees	250	250	250	250	250	250	250	250	250	250	250	250	3,000	3,096	
6371 Prelicense Expense	167	167	167	167	167	167	167	167	167	167	167	167	2,000	18,000	
6372 Post License Expense	167	167	167	167	167	167	167	167	167	167	167	167	2,000	2,500	
6373 Continuing Education Expense	167	167	167	167	167	167	167	167	167	167	167	167	2,000	5,000	550
6390 Other Education Expenses	167	167	167	167	167	167	167	167	167	167	167	167	2,000	5,000	
Total 6300 Education Expenses	4,750	4,750	4,750	4,750	4,750	4,750	4,750	4,750	16,750	4,750	4,750	4,750	69,000	88,196	19,665
6400 Event/Program Expenses															
6410 Expo									40,000				40,000	40,000	22,893
6420 Installation/Awards											15,000		15,000	15,000	

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	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	YTD 1-7
6421 Installation Banquet											10,000		10,000	10,000	
6430 Rodeo Family Day		10,000											10,000	10,000	11,185
6440 RAPAC Fundraisers	833	833	833	833	833	833	833	833	833	833	833	833	10,000	10,000	3,506
6450 National Speaker			10,000				5,000			10,000			25,000	25,000	
6460 Housing Opportunities						6,000							6,000	6,000	911
6470 TAR Sponsorships	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	15,000	15,000	
6475 Mega Community Event				25,000									25,000	25,000	37,715
6480 Member Mixers	500	500	500	500	500	500	500	500	500	500	500	500	6,000	6,000	
Total 6400 Event/Program Expenses	2,583	12,583	12,583	27,583	2,583	8,583	7,583	2,583	42,583	12,583	27,583	2,583	162,000	162,000	76,210
6500 BOD/Travel Expenses															
6510 Travel TAR Staff	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	50,000	60,000	20,596
6511 Meals & Entertainment	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	14,400	14,400	3,040
6512 Mileage Reimbursement	274	274	274	274	274	274	274	274	274	274	274	274	3,289	3,289	1,022
6513 Meals & Entertainment Major	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	12,000	7,098
6520 Travel Board	2,750	2,750	2,750	2,750	2,750	2,750	2,750	2,750	2,750	2,750	2,750	2,750	33,000	43,800	14,008
6540 Professional Dev Board		2,500											2,500	5,000	509
6541 Professional Dev TAR					5,000								2,500	7,500	
6550 NAR Director/Committee (1)	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	5,000	9,077
6560 AAR Director Stipend	292	292	292	292	292	292	292	292	292	292	292	292	3,500	3,500	493
6570 Life Member Fees	2,960												2,960	2,960	1,407
6590 Misc. Board Expenses	250	250	250	250	250	250	250	250	250	250	250	250	3,000	3,000	991
Total 6500 BOD/Travel Expenses	13,892	13,432	10,932	10,932	15,932	10,932	10,932	10,932	10,932	10,932	15,932	10,932	146,649	160,449	58,241
6600 Committees															
6610 Community Outreach	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	3,750	45,000	45,000	9,064
6615 Housing Opportunity	500	500	500	500	500	500	500	500	500	500	500	500	6,000	6,000	3,075
6620 Home and Property Advocate	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	12,000	647
6630 YPN Committee	450	450	450	450	450	450	450	450	450	450	450	450	5,400	5,400	147
6631 YPN Events	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	3,000	1,000	1,000	14,000	14,000	286
6635 DEI	833	833	833	833	833	833	833	833	833	833	833	833	10,000		
6640 Economic Forecast Expenses			3,000										3,000	3,000	
6650 Property Mgmt Committee	167	167	167	167	167	167	167	167	167	167	167	163	2,000	2,000	
6660 Home Tour Committee	208	208	208	208	208	208	208	208	208	208	208	208	2,500	2,000	350
6670 Affiliate Forum	125	125	125	125	125	125	125	125	125	125	125	125	1,500	1,500	45
6680 Forms Sub-Committee	83	83	83	83	83	83	83	83	83	83	83	87	1,000	1,000	
6690 Marketing Session Committee(1)														500	
Total 6600 Committees	8,117	8,117	11,117	8,117	8,117	8,117	8,117	8,117	8,117	10,117	8,117	8,117	102,400	92,400	13,615
6700 Bank/Professional Services															
6710 Bookkeeping Services	7,150	7,150	7,150	7,150	7,150	7,150	7,150	7,150	7,150	7,150	7,150	7,150	85,800	79,800	46,550
6720 Credit Card Processing Fees	13,968	2,430	1,143	1,184	1,167	1,047	1,176	1,455	1,112	319	7,691	12,133	44,826	45,499	22,115
6730 Legal Fees	3,140	3,140	3,140	3,140	3,140	3,140	3,140	3,140	3,140	3,140	3,140	3,140	37,681	25,000	21,413
6740 CPA Services				7,000		3,750	5,000						15,750	15,000	10,750
6750 Bank Fees	292	292	292	292	292	292	292	292	292	292	292	292	3,504	4,000	2,042

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	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	YTD 1-7
Total 6700 Bank/Professional Services	24,550	13,012	11,726	18,766	11,749	15,379	16,758	12,037	11,694	10,901	18,274	22,715	187,560	169,299	102,870
6800 Marketing, Contributions, and PR Expenses															
6810 Marketing and Advertising	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	2,083	25,000	50,000	10,057
6820 Dues/Membership TAR	670	670	670	670	670	670	670	670	670	670	670	670	8,039	7,836	4,263
6830 Event Marketing				5,000									5,000	5,000	5,000
6840 Charitable Contributions	200	200	200	200	200	200	200	200	200	200	200	200	2,400	2,400	27
6880 Website	439	439	439	439	439	439	439	439	439	439	439	439	5,267	3,600	2,790
6890 RAPAC Contributions										10,000			10,000	10,000	
6895 STAR Program	707	657	601	700	600	607	621	612	731	619	696	656	7,806	7,741	
Total 6800 Marketing, Contributions, and PR Expenses	4,099	4,049	3,993	9,092	3,992	3,999	4,013	4,004	4,123	14,011	4,088	4,048	63,512	86,577	22,137
6900 Office/General Administrative Expenses															
6910 Office Supplies	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	20,000	29,559	6,987
6920 Insurance/Bond Premiums	817	817	817	817	817	817	817	817	817	817	817	817	9,808	9,306	5,201
6940 Postage	250	250	250	250	250	250	250	250	250	250	250	250	3,000		2,846
6950 Licenses & Permits	92	92	92	92	92	92	92	92	92	92	92	92	1,103		613
6960 Strategic Initiatives	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	50,000	75,000	
6990 Misc Expense	534	534	534	534	534	534	534	534	534	534	534	534	6,404	5,976	
Total 6900 Office/General Administrative Expenses	7,526	7,526	7,526	7,526	7,526	7,526	7,526	7,526	7,526	7,526	7,526	7,526	90,314	119,841	15,647
7000 TAR Service Expenses															
6260 Forewarn	6,778	6,778	6,778	6,778	6,778	6,778	6,778	6,778	6,778	6,778	6,778	6,778	81,342		13,106
Total 7000 TAR Service Expenses	6,778	6,778	6,778	6,778	6,778	6,778	6,778	6,778	6,778	6,778	6,778	6,778	81,342		13,106
Total Expenses	254,971	252,407	251,624	275,494	243,681	248,314	249,473	241,238	292,988	261,696	275,746	249,695	3,097,327	2,984,210	1,377,411
Net Operating Income	27,868	10,525	(11,258)	4,335	(3,831)	(5,657)	(931)	3,554	(505)	(14,056)	2,561	12,553	25,158	112,053	387,325
Other Income															
7100 Unrealized Gain/(Loss) on Inv.															31,776
7200 Dividend Income	1,339	1,339	1,339	1,339	1,339	1,339	1,339	1,339	1,339	1,339	1,339	1,339	16,068	13,260	9,374
7300 Interest Income	1,065	1,065	1,065	1,065	1,065	1,065	1,065	1,065	1,065	1,065	1,065	1,065	12,781		3,217
7400 Investment Expenses	(425)	(425)	(425)	(425)	(425)	(425)	(425)	(425)	(425)	(425)	(425)	(425)	(5,100)	(4,728)	(2,972)
7600 Realized Gain/(Loss) on Invest															(6,038)
Total Other Income	1,979	1,979	1,979	1,979	1,979	1,979	1,979	1,979	1,979	1,979	1,979	1,979	23,749	8,532	35,357
Other Expenses															
8100 Depreciation	7,482	7,482	7,482	7,482	7,482	7,482	7,482	7,482	7,482	7,482	7,482	7,482	89,781	89,781	52,371
9200 Lawsuit expenses															10,225
Total Other Expenses	7,482	7,482	7,482	7,482	7,482	7,482	7,482	7,482	7,482	7,482	7,482	7,482	89,781	89,781	62,596
Net Other Income	(5,502)	(5,502)	(5,502)	(5,502)	(5,502)	(5,502)	(5,502)	(5,502)	(5,503)	(5,503)	(5,503)	(5,503)	(66,031)	(81,249)	(27,239)
Net Income	22,365	5,023	(16,761)	(1,167)	(9,333)	(11,159)	(6,433)	(1,949)	(6,008)	(19,559)	(2,942)	7,050	(40,874)	30,804	360,086