



MULTIPLE LISTING SERVICE OF SOUTHERN ARIZONA

MEETING AGENDA

Committee: MLSSAZ Board of Directors
Meeting Date: June 25, 2020
Chair: Sue Cartun, President

- I. Call to Order 3:00pm
- II. Consent Agenda*
 - A. Board of Directors Meeting Report, May 28, 20202
 - B. Committee Reports
 - 1. Technology Committee, June 2, 20204
 - C. New Subscriber Report.....5
 - D. Trends Reports
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 - E. March and April Class Report 17
- III. Treasurers Report: Cheryl Terpening
 - A. Balance Sheet19
 - B. Budget vs. Actuals.....21
 - C. Equity & Reserves.....22
- IV. Unfinished Business
 - A. Clear Cooperation Policy Update
 - B. Coming Soon Update
 - C. Open Houses Update and Comparison reports
 - D. ShowingTime Service – Launch Schedule, Training Statistics and Preview23
 - E. Communications and Website Workgroup-Mid-July start time
- V. New Business
 - A. Participant Meeting, June 29
 - B. Elections Preview: Group 5 and Group 6
 - C. MLS Fees Billing update and historical comparison (as of 6/25/20)
 - D. Building Reopening plans-update

ADJOURN

Meeting Dates

- 1. MLS Standards Committee, 7/1/2020 – 1:30pm
- 2. MLS Technology Committee, 7/7/2020 - 2:30pm
- 3. MLSSAZ Executive Committee, 7/20/2020 – 11:30am
- 4. MLSSAZ Board of Directors, 7/23/2020 – 3:00pm

*= Items that may require action.



MULTIPLE LISTING SERVICE OF SOUTHERN ARIZONA

Committee: MLSSAZ Board of Directors (Zoom Video Conferencing)
Meeting Date: May 28, 2020
Chair: Sue Cartun, President
Call to Order: 3:02pm

Attendance: Jim Adams Jim Bowman Sue Cartun Susan Derlein
David Dynes Cathy Erchull Diane Marzonie Louis Parrish
Joette Schenck Cheryl Terpening

Absent: Lori Adamson Kim Clifton John Gebhart

Staff: Christine Sanchez Randy Rogers

Action Items:

M/S/C: Move to approve the Consent Agenda as presented.

M/S/C: Move to approve the Technology Committee's recommendation to continue to provide the FlexMLS Pro mobile app to Participants and Subscribers.

M/S/C: Move to approve to create a Website Workgroup who will report their recommendations to the Board of Directors.

Information Items:

- Jay Parke of Walker & Armstrong, LLP presented the Consolidated and Combined Financial Statements Years ended December 31st, 2019.
- Review of the April financials.
 - Reserves are at 9.9 months.
 - MLS fees invoices have been sent out and staff will monitor the renewals.
- CEO Rogers provided an update of the Clear Cooperation Policy violations reported.
 - There have been 18 violations reported, 2 were legitimate violations and have been corrected. The results have been mixed, some agents are not aware of the policy and several listings started prior to May 1 and are subject to the 120-day grace period. Staff is educating agents on the policy on all reported violations.
 - Staff is creating an education plan and a Q & A document which will be shared with the board.
- CEO Rogers reported there are 55 Residential Coming Soon listings in FlexMLS.
- CEO Rogers reported on in-person open houses listed in FlexMLS for April and May 2019 versus 2020. He reported a significant drop in 2020 in comparison to 2019. The document will be sent to the board.
 - In-person open house in FlexMLS:
 - 229 listed May 24, 2020 in comparison to 461 on May 26, 2019.
 - 203 listed May 17, 2020 in comparison to 666 on May 19, 2019.
 - 89 listed the weekend of May 30.
 - Staff will start tracking virtual open houses listed in FlexMLS.
- ShowingTime early implementation date is tentatively scheduled for June 16th; the original launch date was July 1st.
 - ShowingTime will be scheduling webinar invites for member training and FAQ Sheet for the implementation in June and follow-up recorded webinars and training for the month of July.
 - It was suggested to have the Technology Committee review the product prior to the launch date at their June 2nd meeting. This portion of the meeting will be recorded and shared with the board.
 - The committee will review current features the product has to help address COVID-19.

- It was moved, seconded and passed to accept the Technology Committee's mobile app recommendation to continue to provide the FlexMLS Pro mobile app to Participants and Subscribers.
 - Staff is working on creating awareness to Participants and Subscribers on the FlexMLS Pro mobile app.
 - The board expressed their appreciation for the work the committee invested in researching mobile app vendors.
- It was moved, seconded and passed to create a Website Workgroup who will report their recommendations to the Board of Directors.
 - The purpose of the workgroup will be to analyze the audience and the needs for the website. The information gathered will be utilized to solicit RFP's for the website.
 - The board was asked to submit name recommendations to President Cartun.
- Updates provided by CEO Rogers:
 - The building renovation is on hold indefinitely.
 - The building hours for June will continue to be Monday, Wednesday and Friday from 10-2pm. All in-person meetings and classes will continue to be hosted virtually throughout the month of June.
 - Pam Ruggeroli was elected as RRC First Vice President.
- Meeting Adjourned at 4:28pm



MULTIPLE LISTING SERVICE OF SOUTHERN ARIZONA

MEETING REPORT

Committee: 2020 Technology

Meeting Date: June 2, 2020

Chair: Cathy Wolfson

Called to order at: 2:30pm

Attendance: Rebecca Crane Kelly Hand Jennie James
Dawn Heinemann Laurie Lundeen Brad Sensenbach
Cathy Wolfson

Absent: Ronald Keeler Henry Zipf

Staff: Lori Wadsack Randy Rogers

Guests: Greg Van Zuiden Amy Moloney BethAnn Neynaber
Jennifer Bailey

Action Items:

M/S/C: Move to approve Meeting Report of May 5, 2020.

Information Items:

- Greg Van Zuiden from ShowingTime presented an overview of the ShowingTime product we plan to launch to our membership on June 23rd, 2020.
- Discussed if the committee had any products/services they would like to see on the MLSSAZ Gateway or not see. Tabled until the next meeting.
- Discussed if anyone was seeing anything unusual since the start of COVID-19. It was suggested for Health and Safety reasons people attending an in-person Open House be required to show some identification.

Adjourned: The meeting was adjourned at 3:50pm.

Next Meeting date will be Tuesday July 7th @ 2:30pm



New Subscribers

5/1/2020 through 5/31/2020

Last Name	First Name	Office	Type	Associat
Keith	Deserea	Long Realty Company	R	TAR
Garrett	Katherine	Stark Appraisal Services	APPR	TAR
Ames	Keith	Dorado Real Estate and Business Services	DR	TAR
Petty	Lowry	Caroline Auza Development	MAB	Other
Casey-Shasky	Deborah	West USA Realty	MAB	Other
Dominguez	Jaime	eXp Realty LLC	MAB	Other
Polanco	Sergio	HomeSmart	MAB	Other
Ferreira	Victor	Berkshire Hathaway HomeService	MAB	Other
Ferguson	Richard	Coldwell Banker Realty	MAB	Other
Reyes	Linda	Long Realty - Yuma	MAB	Other
McPheeters	Jackie	My Home Group Real Estate	MAB	Other
Mathur	Ramneek	HomeSmart	MAB	Other
Peters	Joshua	Launch Real Estate	MAB	Other
Bourguet	Damian	Russ Lyon Sotheby's Int Realty	MAB	Other
Stackhouse	Dawn	West USA Realty	MAB	Other
Horgan	Katy	Kenneth James Realty	MAB	Other
Mendoza	Cristina	HomeSmart Success 04	MAB	Other
Selman	John	Coldwell Banker Realty	MAB	Other
Campbell	Richard	Coldwell Banker Realty	MAB	Other
Fox	Eric	HomeSmart	MAB	Other
Paz	Hector	Stunning Homes Realty	MAB	Other
Rodriguez-Addison	Bianca	eXp Realty LLC	MAB	Other
Perez	Amy	RE/MAX Excalibur Realty	MAB	Other
Medonich	Matthew	On Q Property Management	MAB	Other
Lamberty	Sheri	West USA Realty	MAB	Other
Batey	Maria	Long Realty Company	MAB	Other
Mudd	Kimberly	Sound Realty	MBB	Other
Janson	Martha	LIV AZ REALTY	MBB	Other
Dixon	Eric	On Q Property Management	MBB	Other
Abdin	Barbara	HAZ Realty, LLC	MBB	Other
Concepcion	Jojo	JMC International	MBB	Other
Van Vleck	Michael	Denali Real Estate, LLC	MBB	Other
Schlabach	Lindi	Realpros Real Estate	R	TAR
Long	Mae	Mae Rose Long	R	SCCBOR
Valenzuela	Octavio	Homesmart Advantage Group	R	TAR
Armstrong	Kristin	Tierra Antigua Realty	R	TAR
Elias	Stormy	Keller Williams Southern Arizona	R	TAR
Mediate	Carmine	Tierra Antigua Realty	R	TAR
Kluga	Kristina	eXp Realty LLC	R	TAR
Newman	Cory	Coldwell Banker Realty	R	TAR
Storey	Nicholas	Coldwell Banker Realty	R	TAR

R=REALTOR, DR=Designated REALTOR, MAB=MLS Only Agent, MBB=MLS Only Broker, APR=Appraiser



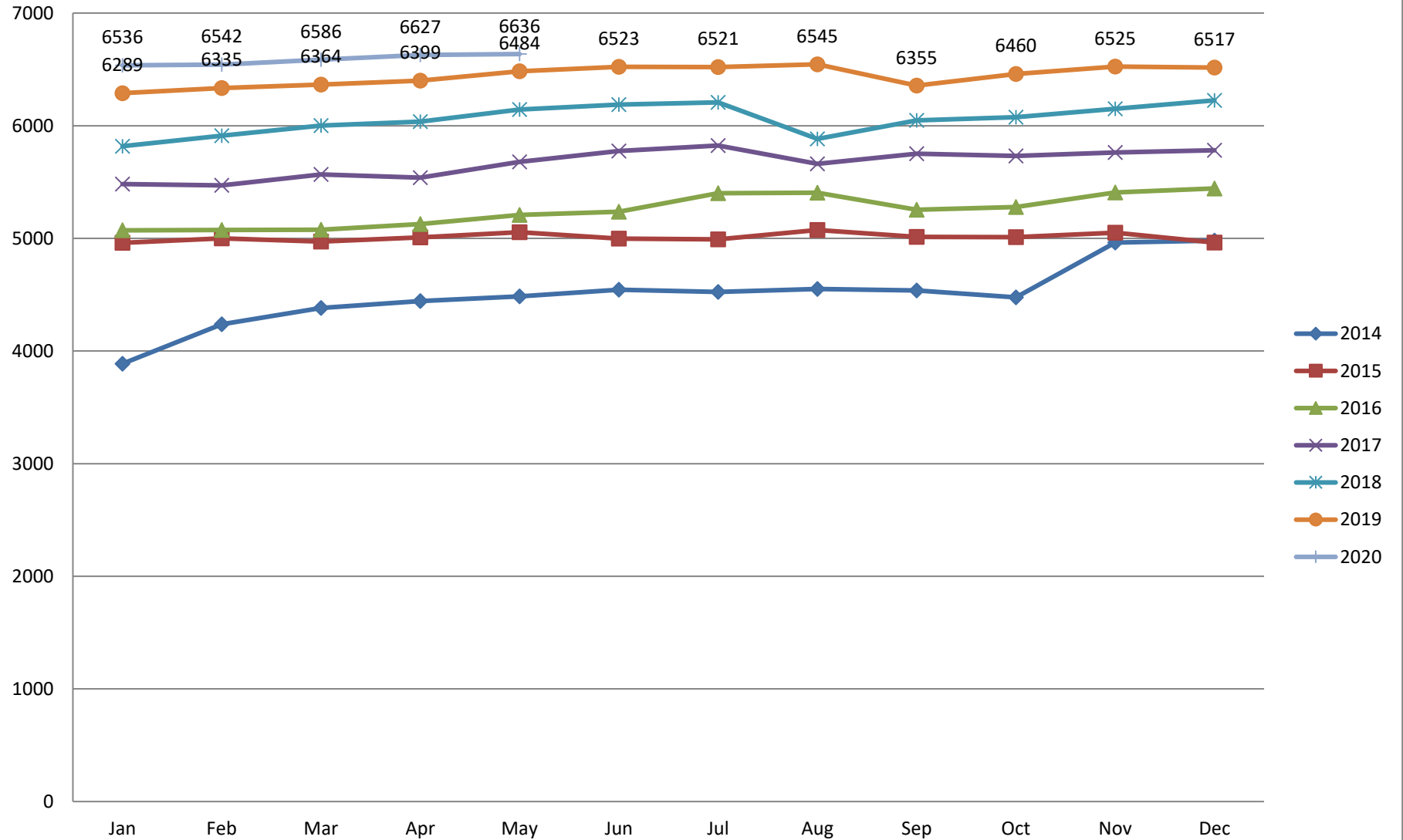
New Subscribers

5/1/2020 through 5/31/2020

Memon	Iqra	Long Realty Company	R	TAR
Phalen	Cassandra	Tierra Antigua Realty	R	TAR
Matus	Flor De Liz	Tierra Antigua Realty	R	TAR
Ladd	Kiaira	Tierra Antigua Realty	R	TAR
Schramek	Peyton	RISING Real Estate Services	R	TAR
Wittek	Juergen	Oliver Realty, LLC	R	TAR
Guzman	Jaime	Keller Williams Southern Arizona	R	TAR
Burrows	Alexis	Acquisition Sciences, Ltd	R	TAR
Lococo	Frank	Russ Lyon Sotheby's Int Realty	R	TAR
Wehrli	Michael	Realty ONE Group 04	R	TAR
Farris	Mykael	Homesmart Advantage Group	R	TAR
Villascuesa	Carolina	Homesmart Advantage Group	R	TAR
Barna	Eric	Russ Lyon Sotheby's Int Realty	R	TAR
Abboud	Greg	Russ Lyon Sotheby's Int Realty	R	TAR
Wright	Robert	Long Realty Company	R	TAR
Corrales	Rebecca	Homesmart Advantage Group	R	TAR
Weinberger	Yolanda	Engel & Volkers Tucson	R	TAR
Gee	Melissa	eXp Realty LLC	R	TAR

New Subscriber Count - 59

Membership Trends May 2020



Active Participants: 939

All Residential Properties Market Overview

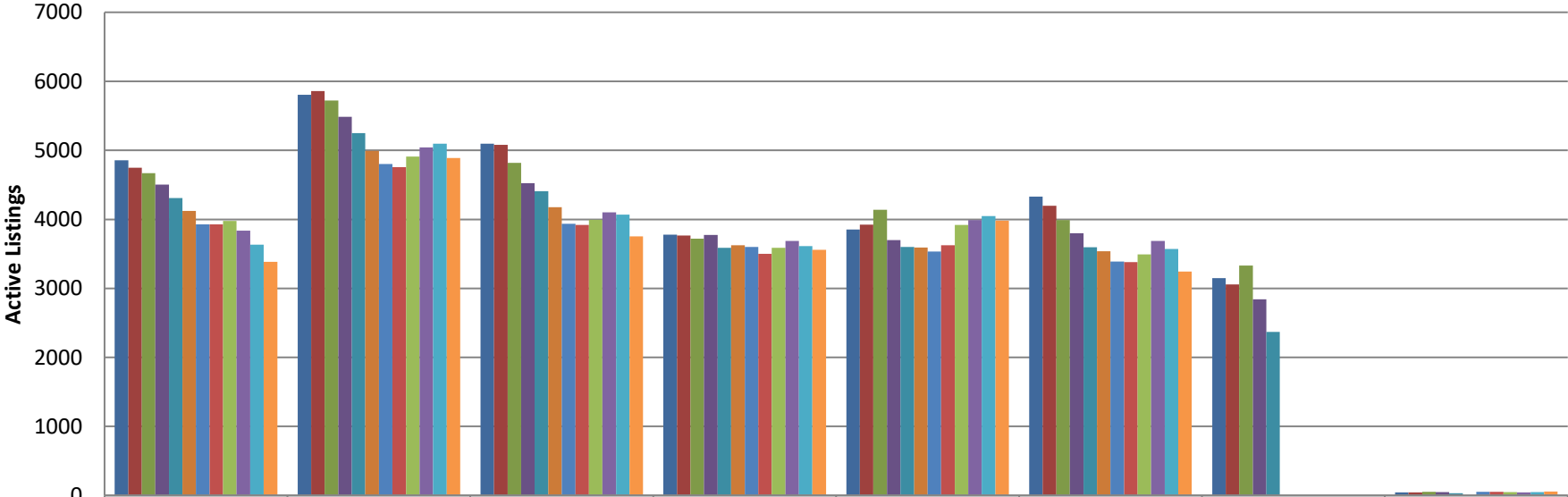
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Includes all Single Family and Townhome/Condo listings in the MLS.



MULTIPLE LISTING SERVICE OF
SOUTHERN ARIZONA

Key Metrics	Historical Sparkbars	5-2019	5-2020	% Change	YTD 2019	YTD 2020	% Change
New Listings		2,100	1,760	- 16.2%	10,695	9,770	- 8.6%
Pending Sales		1,847	2,062	+ 11.6%	8,803	8,458	- 3.9%
Closed Sales		2,011	1,392	- 30.8%	7,830	7,221	- 7.8%
Days on Market Until Sale		41	32	- 22.0%	45	37	- 17.8%
Median Sales Price		\$230,000	\$237,000	+ 3.0%	\$220,000	\$239,000	+ 8.6%
Average Sales Price		\$272,152	\$276,899	+ 1.7%	\$260,805	\$281,545	+ 8.0%
Percent of List Price Received		98.4%	98.6%	+ 0.2%	98.2%	98.5%	+ 0.3%
Housing Affordability Index		126	128	+ 1.6%	132	127	- 3.8%
Inventory of Homes for Sale		3,707	2,589	- 30.2%	—	—	—
Months Supply of Inventory		2.4	1.6	- 33.3%	—	—	—

Inventory Trends May 2020



	2004	2015	2016	2017	2018	2019	2020	Distressed
Jan	4856	5803	5095	3777	3855	4329	3150	43
Feb	4750	5857	5078	3765	3922	4196	3059	43
Mar	4668	5721	4820	3721	4140	3989	3330	54
Apr	4505	5487	4525	3773	3700	3798	2842	49
May	4307	5250	4408	3589	3601	3598	2371	32
Jun	4123	4992	4175	3624	3593	3538		
Jul	3926	4803	3936	3602	3536	3388		52
Aug	3927	4758	3919	3500	3627	3381		51
Sep	3976	4909	3996	3587	3918	3493		47
Oct	3838	5043	4103	3689	3988	3687		43
Nov	3633	5096	4067	3611	4046	3571		48
Dec	3383	4888	3752	3557	3982	3245		58

*Beginning January 2016, inventory market area has been adjusted to include the entire MLSSAZ Service Area including Coshise, Graham, and Greenlee counties.



Multiple Listing Service of Southern Arizona

- **STRATEGIC**
- **FRAMEWORK**
- **And 2019-2023**
- **Strategic Plan**

Updated December 19, 2019



DRAFT MLSSAZ Strategic Framework

MLSSAZ Value Proposition

Mission

The Multiple Listing Service of Southern Arizona is the central source for comprehensive, accurate and timely property and community data to facilitate efficient transactions and drive cooperation throughout the region.

Commitment to Quality

In pursuing its mission, MLSSAZ commits to deliver a quality product and user experience as defined by:

Flexibility: proactive response to changing industry trends and subscriber needs – an MLS that provides value for *the way business is being done*

Service: knowledgeable, professional and prompt customer service across multiple channels

Efficiency: tools and resources that drive efficiency in business practice and enhanced productivity

Connection: a comprehensive ‘hub’ that connects subscribers seamlessly with the data, resources and people needed throughout the real estate transaction

Continuous Improvement: regular evaluation to improve MLS efficiency and data integrity

Communication: regular, open, two-way communication and feedback loop, providing subscribers with a voice to inform MLS decision-making

MLSSAZ Vision Statement

The Multiple Listing Service of Southern Arizona will be the real estate professional’s preferred source to meet the needs of consumers for comprehensive, accurate information and connection to resources.

MLSSAZ Long-term Goals

MLSSAZ Programs, Products and Services

1. To be a hub of data, resources and connections to service providers that continue to evolve to meet the changing needs and expectations of participants, subscribers and consumers.
2. To provide access to MLSSAZ tools, training and support whenever, wherever and however participants prefer.

Data Quality and Technology

3. To provide the most comprehensive and accurate data on the region's real estate marketplace and all forms of real property.
4. To provide an unparalleled user experience through the continued application of advances in technology.

Marketing, Communication and Outreach

5. To be recognized and respected as the trusted source for real estate information in all markets within the region.
6. To commit to continuous improvement through open, two-way communication and engagement.

MLSSAZ Organizational Development and Sustainability

7. To be an efficient and progressive organization with active, committed leadership, the staff and financial resources, and the technology and structure required to fulfill MLSSAZ goals and priorities.

◆

2019-2023 MLSSAZ Strategic Plan

MLSSAZ PROGRAMS, PRODUCTS AND SERVICES

Issue: Continued Product Development ('Hub' concept)

Objective: Connect subscribers seamlessly to the programs, products and services they need to successfully serve clients, as those needs change.

2020 Objective as determined by Executive Committee and Board: Retain outside expertise to help identify technology for a 'plug-and-play' platform

2021 Milestones: By 2021 . . .

- MLSSAZ has evaluated, based on needs, options for applications and has implemented the top three.
- A 'hub' plug-and-play infrastructure has been created.

Issue: Training and Technical Support

Objective: Enhance the accessibility of MLSSAZ training and support.

2019 Objective=Complete: Market Stats training created and implemented. See Attachments for more details.

2020 Objective: Identify training needs Q1

2021 Milestones: By 2021 . . .

- Round-the-clock 'how-to' information and technical support is available to members through multiple channels.

Issue: Robust Market Reports

Objective: Produce a suite of market reports that enhance subscriber professionalism in serving clients and facilitate sound decision-making.

2019 Objective=Complete. Replacement Statistics program researched tested and implemented.

2020 Objectives: Surveying brokers about the need for a "showing service". 12/19. Implementing an association specific container in Gateway Dashboard. 2/20 Process of retiring ActiveKEY and fully implementing eKEY. In Process

2021 Milestones: By 2021 . . .

- A reporting system, together with on-demand training, is in place to meet the needs of changing market conditions.

DATA QUALITY AND TECHNOLOGY

Issue: Application of Advanced Technology

Objective: Stay on the cutting-edge of technological advancement to remain an essential tool that supports the way subscribers are doing business.

2019 Objective=In Process. FlexMLS contract was extended for 36 months.

2020 Objective=In Process. FlexMLS will partner with MLSSAZ to conduct research, surveys, usability studies and focus groups.

2021 Milestones: *By 2021 . . .*

- MLSSAZ has a robust mobile presence for agent use with multiple integrations.

Issue: Regional Integration and Quality of Data

Objective: Demonstrate the value of MLSSAZ to non-users as the most comprehensive, accurate and timely data platform in the region.

2019 Objective=Complete. Converted and imported historical information from the Green Valley/Sahuarita into the MLSSAZ database. 05/19 Converted and imported historical information from the Santa Cruz County into MLSSAZ database. 07/19.

2021 Milestones: *By 2021 . . .*

- MLSSAZ will have explored and pursued potential expansion in the region and beyond.

Issue: Data Expansion

Objective: Become the single source for subscribers to address all essential property and related data.

2021 Milestones: *By 2021 . . .*

- A commercial information exchange will be operational.
- MLSSAZ will be integrated into traditional property management platforms.

MARKETING, COMMUNICATION AND OUTREACH

Issue: Subscriber Customer Service

Objective: Put systems in place so that all subscribers receive excellent customer service and have regular opportunities to express needs and engage in MLSSAZ

2019 Objectives=Complete. Gateway is utilized for Breaking news and important information.

2020 Objectives: Implement hotline Q1. Develop recurring newsletter for non-emergency information. Q1

2021 Milestones: By 2021 . . .

- Information on the MLS is being consistently delivered to all subscribers, regardless of association affiliation.
- All members have an opportunity on a regular basis to express needs, provide feedback, etc.
- All subscribers are met with consistent, prompt, professional response whenever and however they interact with MLSSAZ.
- Subscribers experience ease of use and immediate access on an interactive, responsive platform.

Issue: Communication of the MLSSAZ Value Proposition/Brand

Objective: Raise awareness and recognition by subscribers and consumers of MLSSAZ as the preferred source for property data in the region.

2019 Objective=Complete. MLSSAZ hosted a Participants Meeting at the GVSAR conference center.05/19

2020 Objective In Process. MLSSAZ is creating a membership website. This will be created in conjunction with the new TAR website. Address with new Communications Director.

2021 Milestones: By 2021 . . .

- MLSSAZ is branded as the originating, most credible source for accurate, comprehensive and timely property data.

Issue: Embracing the Range of Needs within the MLSSAZ Reach (2 votes)

Objective: Better reflect the range of needs of subscribers and markets within MLSSAZ data and services.

2019 Objective=Complete. Profile Sheets updated to include dining and breakfast areas, conventional pool.08/19

2020 Objective=In Process. Profile Sheets in the process of being reviewed for address concerns, frustration with Lane/Lot and Rental fields.

2021 Milestones: By 2021 . . .

- MLSSAZ will have evaluated the full range of subscriber data and service needs in the region and will have evolved to accommodate two top priority needs (such as reports for different types of buyers, and definitions and search options for property types).

MLSSAZ ORGANIZATIONAL DEVELOPMENT AND SUSTAINABILITY

Issue: MLSSAZ Business Model (2 votes)

Objective: Adopt an MLSSAZ business model that supports the most efficient and profitable operation possible.

2019 Objectives=Complete. Staff reviewed data and cleaned up of RAMCO

Membership System. Completed 07/19. Staff reviewed accounting procedures and implemented improvements of RAMCO Membership System. 09/19. Staff set up and implemented an automated transmittal of data from the RAMCO Membership System to the Supra/FlexMLS systems. 9/2019. MLSSAZ hosted three strategic planning sessions. Goals and Strategic Priorities were created. 02/19. New methods of communication were utilized for the 2019/2020 billing cycle. These include newsletter/updates, emails, message boards, direct broker messages, and login intercept messages. 11/19. Updated MLSSAZ Policy statements for consistency with the MLS By-laws and rules and regulations.

2021 Milestones: *By 2021 . . .*

- MLSSAZ will have evaluated and evolved to a business model that better supports the future needs and value proposition of the MLS

Issue: Expansion of Scope/Growth Strategy (8 votes)

Objective: Expand the reach of the MLS to provide value for all critical segments of the real estate marketplace.

2020 Goal as determined by BOD and Executive Committee. Develop protocol and procedures for evaluation. Develop standards.

2021 Milestones: *By 2021 . . .*

- MLSSAZ will have defined new strategic categories for expansion.

Issue: MLSSAZ Leadership and Governance (5 votes)

Objective: Develop a system and structure to ensure continuous engagement of subscribers from all parts of the region, and development of competent, progressive leaders for MLSSAZ.

2019 Objectives=Complete. Addition of Board voting representation by regional associations. 1/19. Developed Board and staff communication protocol, 11/19. Held annual elections for 2020 BOD

2021 Milestones: *By 2021 . . .*

- Pathways to leadership have been defined.
- The MLS governance structure has evolved to represent diverse constituents and the leadership competencies needed to achieve MLSSAZ goals.

Issue: MLSSAZ Resource Capacity (12 votes)

Objective: Ensure that the resources are available to regularly invest in the programs and technology that will position MLSSAZ as a progressive, preferred platform for property data and services.

2019 Objective=Complete. Established strongest financial reserves in recent history, 11/19. Reviewed and adjusted Cooperative Agreement with Shareholder for cleaner numbers monthly, on-going. Established daily financial operations to minimize risk and

provide efficiencies at reduced cost, 5/19 Achieved “clean” audit for 2018. Hired first ever MLSSAZ Legal Counsel

2021 Milestones: *By 2021 . . .*

- MLSSAZ will have a clear understanding of the long-term resources needed and will have pursued both traditional and non-traditional options to build capacity.
-

May Education Classes

	Class	Date	Regist	Attendance	Max Attendance		
2	MLSSAZ						
3	Clear Coop	1-May	NA	10	95	ZOOM	MLSSAZ
4	Clear Coop	4-May	NA	14	95	ZOOM	MLSSAZ
5	Clear Coop	6-May	NA	12	95	ZOOM	MLSSAZ
6	MLSSAZ Brokerage	7-May	NA	4	NA	ZOOM	MLSSAZ
7	Long Academy	11-May	NA	4	NA	ZOOM	MLSSAZ
8	One to on JB	PC	NA	1	NA	ZOOM	MLSSAZ
9	Fairfield Homes	12-May	NA	8	NA	ZOOM	MLSSAZ
0	Class One Highlights	13-May	NA	9	90	ZOOM	MLSSAZ
1	Class One Highlights	22-May	NA	6	90	ZOOM	MLSSAZ
2		8 CL		68			
3							
4	Members Presented for Consent			79		Encompasses Individuals since March 16/April NMO was canceled	TAR
5						ZOOM NMO and NAR Ethics online	
6							
7	MLSSAZ Standard Videos			365			MLSSAZ
8	Clear Cooperation			553			MLSSAZ
9				918			
0							
1	Professional Dev						
2	NMO	8-May	#38	22		ZOOM	TAR
3	NMO	18-May	#68	48		ZOOM	TAR
4	Real Estate Forum 2	19-May	#77	41		ZOOM	CEU Course Creators
5	Diversity in the Hood	20-May	#76	48		ZOOM	CEU Course Creators
6	Exit Strategy	20-May -		19		ZOOM	CEU Long
7		5 CL		178			

Total Number for May 2020

1,164 with Video Views.

Multiple Listing Service of Southern Arizona
Balance Sheet
As of May 31, 2020

	5/31/2020	5/31/2019
ASSETS		
Current Assets		
Bank Accounts		
1000 Wells Fargo Operating 0242	973,613	352,389
5048 Morgan Stanley Investments	997,878	975,288
Total Bank Accounts	1,970,690	1,327,676
Other Current Assets		
5000 A/R Ramco	1,947	3,566
5001 Cash Receipts	7	
5002 Check Receipts	5,194	2,155
5003 Credit Card Receipts	51,819	1,118
Total 5000 A/R Ramco	59,637	6,840
5110 Federal Corp Tax Deposit	2,668	40,800
5390 Retail Store Inventory	11,173	7,530
5395 SUPRA Inventory	44,004	108,125
5605 Prepaid Expenses	6,089	
Total Other Current Assets	123,572	163,295
Total Current Assets	2,094,262	1,490,971
Fixed Assets		
5606 Fixed Asset Software	6,820	
Total Fixed Assets	6,820	
Other Assets		
5610 Intercompany TAR -0234	(54,204)	(140,430)
6015 Intercompany Charitable Foundation -0259		180
Total Other Assets	(54,204)	(140,250)
TOTAL ASSETS	2,046,878	1,350,722
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
6000 Accounts Payable	71,150	59,915
Total Accounts Payable	71,150	59,915
Other Current Liabilities		
6100 Current Sales Tax Collected	853	1,056
6265 Taxes Payable	39,108	8,777
6300 Deferred Revenues		
6310 Deferred Agent Fee Income		
6310-1 Deferred Agent Fee 2018-2019		152,205
6310-2 Deferred Agent Fee 2019-2020	175,560	
6310-3 Deferred Agent Fee 2020-2021	229,040	

Multiple Listing Service of Southern Arizona
Balance Sheet
As of May 31, 2020

	5/31/2020	5/31/2019
Total 6310 Deferred Agent Fee Income	404,600	152,205
6311 Deferred Sec/PA Fee Income		
6311-1 Deferred Sec/PA Fee 2018-2019		3,133
6311-2 Deferred Sec/PA Fee 2019-2020	3,357	
6311-3 Deferred Sec/PA Fee 2020 - 2021	4,500	
Total 6311 Deferred Sec/PA Fee Income	7,857	3,133
6315 Deferred SUPRA Admin Fees	(36,484)	(18,302)
Total 6300 Deferred Revenues	375,972	137,036
Total Other Current Liabilities	415,934	146,870
Total Current Liabilities	487,083	206,784
Total Liabilities	487,083	206,784
Equity		
30000 Opening Balance Equity	647,500	
32000 Retained Earnings	(203,715)	(136,605)
6500 Capital Stock; No Par	11,561	11,561
6510 Paid in Capital	39,876	39,876
6520 Dividends	(55,000)	(184,546)
6538 Designated Net Assets	790,845	1,094,781
Net Income	328,728	318,870
Total Equity	1,559,795	1,143,937
TOTAL LIABILITIES AND EQUITY	2,046,878	1,350,722

Multiple Listing Service of Southern Arizona
Budget vs. Actuals
January - May 2020

	May 2020				Total				Annual Budget
	Actual	Budget	over Budget	% of Budget	Actual	Budget	over Budget	% of Budget	
Income									
700001 Relist Fee Income	2,820	1,250	1,570	225.60%	3,720	6,250	(2,530)	59.52%	15,000
700501 Agent Fees	175,396	157,083	18,313	111.66%	858,851	785,417	73,434	109.35%	1,885,000
701501 Late Fees		2,917	(2,917)		1,050	14,583	(13,533)	7.20%	35,000
702001 Office Initiation Fees	2,250	2,396	(146)	93.91%	15,500	11,979	3,521	129.39%	28,750
702501 Agent Application Fees	8,700	12,500	(3,800)	69.60%	54,750	62,500	(7,750)	87.60%	150,000
703001 Secretary/Personal Asst Fees	3,357	2,917	440	115.08%	15,817	14,583	1,234	108.46%	35,000
703201 Non-Member Fees		1,438	(1,438)			7,188	(7,188)		17,250
706802 Advertising Income(1)		250	(250)			1,250	(1,250)		3,000
707004 MLS Fines		42	(42)			208	(208)		500
726002 Revenue Agreements Income	694	750	(56)	92.56%	3,538	3,750	(212)	94.35%	9,000
735003 Retail Store Income	1,250	3,500	(2,250)	35.71%	11,045	17,500	(6,455)	63.11%	42,000
737103 IBox Income	3,190	5,500	(2,310)	58.00%	27,170	27,500	(330)	98.80%	66,000
737503 Administration IBox & Card		250	(250)			1,250	(1,250)		3,000
737801 SUPRA Administration Fee	31,352	15,900	15,452	197.18%	158,048	79,500	78,548	198.80%	190,800
Total Income	229,008	206,692	22,316	110.80%	1,149,489	1,033,458	116,031	111.23%	2,480,300
Cost of Goods Sold									
755005 Retail Store Cost of Sales	937	2,500	(1,563)	37.49%	8,216	12,500	(4,284)	65.73%	30,000
864005 IBox Expense	2,393	4,583	(2,191)	52.20%	20,378	22,917	(2,539)	88.92%	55,000
Total Cost of Goods Sold	3,330	7,083	(3,754)	47.01%	28,594	35,417	(6,823)	80.73%	85,000
Gross Profit	225,678	199,608	26,070	113.06%	1,120,896	998,042	122,854	112.31%	2,395,300
Expenses									
805507 Dues & Memberships									
807007 Staff Memberships	780	533	247	146.28%	3,065	2,667	398	114.93%	6,400
807505 Committee Meals & Entertainment		33	(33)		346	167	180	207.85%	400
817508 Credit Card Service Charges	4,638	3,750	888	123.68%	7,855	18,750	(10,895)	41.89%	45,000
818807 MLS Staff Travel	200	4,167	(3,967)	4.80%	5,992	20,833	(14,841)	28.76%	50,000
831006 MLS Comp User Paymts	38,335	37,375	960	102.57%	190,147	186,875	3,272	101.75%	448,500
833006 Public Records Data	15,360	15,191	169	101.12%	60,892	75,955	(15,063)	80.17%	182,292
835806 Clarity Security Systems	10,611	10,561	50	100.48%	54,620	52,805	1,815	103.44%	126,732
836006 Showing Time/Statistics Program	4,650	5,850	(1,200)	79.49%	23,250	29,250	(6,000)	79.49%	70,200
836506 Current Software Improvements		833	(833)		664	4,167	(3,503)	15.93%	10,000
837006 Web Site Redesign		1,667	(1,667)			8,333	(8,333)		20,000
844008 Legal Expense	2,384	1,167	1,218	204.38%	12,654	5,833	6,820	216.92%	14,000
844608 Bank Fees	722	667	55	108.26%	3,454	3,333	120	103.61%	8,000
846508 Accounting Expense(1)		2,103	(2,103)			10,517	(10,517)		25,240
856510 MLS Business Planning		750	(750)		2,813	3,750	(937)	75.00%	9,000
880011 Community Donations (RAPAC)		833	(833)		10,000	4,167	5,833	240.00%	10,000
885011 Misc Expense		167	(167)		3,998	833	3,165	479.74%	2,000
886009 GV Service Center Expense	3,430	3,430		100.00%	17,150	17,150		100.00%	41,160
886109 GV Supra Disbursement		1,405	(1,405)		7,418	7,025	393	105.60%	16,860
887009 SC Service Center Expense	2,350	2,350		100.00%	11,750	11,750		100.00%	28,200
887109 SC Supra Disbursement		520	(520)		2,428	2,600	(172)	93.38%	6,240
900209 TAR Cooperative Agreement	54,215	83,333	(29,119)	65.06%	322,469	416,667	(94,198)	77.39%	1,000,000
901010 Regionalization Expenses(1)		2,083	(2,083)			10,417	(10,417)		25,000
901410 Phone App Development		2,083	(2,083)			10,417	(10,417)		25,000
901610 Broker/Participant Meetings		333	(333)			1,667	(1,667)		4,000
901810 MLSSpecific Marketing		417	(417)			2,083	(2,083)		5,000
BOD Travel		1,383	(1,383)			6,917	(6,917)		16,600
Total Expenses	137,676	182,985	(45,309)	75.24%	740,964	914,927	(173,963)	80.99%	2,195,824
Net Operating Income	88,002	16,623	71,379	529.40%	379,932	83,115	296,817	457.12%	199,476
Other Income									
740004 Operating Interest Income	760		760		3,936		3,936		
744504 Unrealized Gain/(Loss) on Inve	31,022	2,000	29,022	1551.12%	(55,140)	10,000	(65,140)	-551.40%	24,000
Total Other Income	31,783	2,000	29,783	1589.14%	(51,204)	10,000	(61,204)	-512.04%	24,000
Other Expenses									
900008 Income Tax Expense(1)		5,833	(5,833)			29,167	(29,167)		70,000
Total Other Expenses		5,833	(5,833)			29,167	(29,167)		70,000
Net Other Income	31,783	(3,833)	35,616	-829.12%	(51,204)	(19,167)	(32,038)	267.15%	(46,000)
Net Income	119,785	12,790	106,995	936.58%	328,728	63,948	264,779	514.05%	153,476

**Multiple Listing Service of Southern Arizona
Equity and Reserve**

	Net Income YTD	Equity	Current Assets	Due to/from	Current Liabilities	Cash Reserve	Annual Operating Expenses	Month of Reserve	6-months	Excess
12/31/2017	182,663	634,631	1,601,942	27,106	994,417	634,631	1,494,097	5.1	747,049	(112,417)
12/31/2018	374,982	825,067	1,868,909	(15,564)	1,028,458	824,887	1,538,777	6.4	769,389	55,499
12/31/2019	559,208	1,231,067	2,401,107	42,559	1,212,599	1,231,067	1,747,324	8.5	873,662	357,405
1/31/2020	82,808	1,313,875	2,303,790	(26,149)	963,766	1,313,875	1,747,324	9.0	873,662	440,213
2/29/2020	114,003	1,345,070	2,201,037	(70,612)	785,355	1,345,070	1,747,324	9.2	873,662	471,408
3/31/2020	81,461	1,312,528	2,035,903	(72,464)	650,910	1,312,528	1,747,324	9.0	873,662	438,866
4/30/2020	208,943	1,440,010	1,953,465	(49,686)	463,769	1,440,010	1,747,324	9.9	873,662	566,348
5/31/2020	328,728	1,559,795	2,094,262	(54,204)	487,083	1,552,975	1,747,324	10.7	873,662	679,313



SHOWINGTIME LAUNCH - COUNTDOWN SCHEDULE

Below is the promotion leading up to the ShowingTime Feature in Flexmls. Many requests were made to put this feature into place. Your MLSSAZ Team has worked hard to make it happen. We are proud to announce it's grand arrival on Tuesday, June 23rd. There will be many opportunities through GoToTraining.

MLSSAZ TRAINING - STAFF OVERVIEW (done)

Tuesday, June 9th 3-6 pm

MLSSAZ BROKER & MANAGER MESSAGE – ANNOUNCEMENT ON LAUNCH (done)

Tuesday, June 9TH went out through Constant Contact newsletter.

TUTORIAL TUESDAY

Tuesday, June 16th - Announce Upcoming Launch

Tuesday, June 23rd – Promote Webinar Training Schedule

GATEWAY – ANNOUNCE UPCOMING LAUNCH

Wednesday, June 17th

TAR CONNECT

Thursday, June 18th - Announce Upcoming Launch

Thursday, June 23rd – Promote Webinar Training Schedule

LAUNCH – FLEXMLS

Tuesday, June 23rd

POST LAUNCH – ONGOING!

Education Continues two weeks following the launch - education will remain on all TAR Newsletters. Available training videos will be uploaded to MLSSAZ YouTube Channel.

Scheduled Training Dates (30-minute online webinars)

Thursday, June 18th at 10 am

Friday, June 19th at 1 pm

Tuesday, June 23rd at 2 pm

Wednesday, June 24th at 10 am

Thursday, June 25th at 10 am

Friday, June 26th at 10 am

[REGISTRATION LINK](#)