

 **Aspire North**SM

REALTORS[®]

**2020/2021
Annual Report**



2020 / 2021

FINANCIAL SUMMARY

Net Assets,
Beginning of Year
\$1,305,473



Revenues
& Gains

Multiple Listing Services

2019/2020 | \$594,237

2020/2021 | \$770,136

Association Services

2019/2020 | \$506,130

2020/2021 | \$529,800

Other Income

NGLRMLS Equity Earnings on Investment

\$135,319

Net Interest & Investment Income

\$6,338

Rental Income

\$12,740



Total Revenues & Gains - \$1,454,333 (Increase of \$214,070 YoY)

Operating Expenses

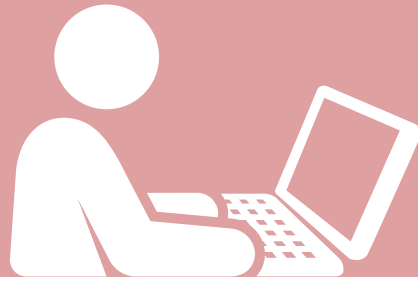
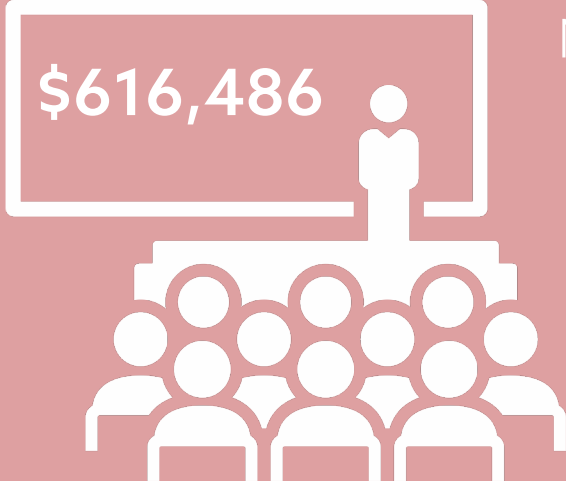
Program Services

\$616,486

Supporting Services

Management & General

\$719,837



Change in Net
Assets Before
Income Tax Expense

\$118,010

Other Expenses

Federal &
State Income Tax

\$44,309



**Total Operating
Expenses**

\$1,336,323

(increase of \$51,286 YoY)

Change in Net Assets

\$73,701



Net Assets, Year End

\$1,379,174





2020 / 2021

Membership Services
In Review

Events



Total Number of Events & Classes

30

That's about **1** every **12** days!



Number of Advocacy Events: **6**



Continuing Education

Number of Educational Classes:



Number of Total CE Credits Offered: **38**
(25 LEGAL / 13 ELECTIVE)

Number of FREE CE Credits Offered: 20
(13 Legal and 7 Elective)

RPAC Year-Over-Year

RPAC Investment in 2020 | \$57,031.20

Individual Investors 2020 | 268 (72 people short of our participation goal)

Major Investors in 2020 | 26

RPAC Investments in 2021 | \$63,434 (\$1,402 away from our highest RPAC investment ever!)

Individual Investors in 2021 | 279 (51 people of our participation goal; we can do this!)

Major Investors in 2021 | 23 (3 people short of 2020)

 **Aspire North**SM

REALTORS[®]

**2020/2021
Annual Report**