

Indiana Association of Realtors

September 2016

EXECUTIVE SUMMARY

Balance Sheet

- The Association's cash balances decreased during September by \$149,000 with ending balance of \$1,952,000 due mostly to some large invoices being paid for Core Logic, Seven Opals Software and fall conference expenses.
- Total accounts receivable decreased by \$10,000 due to reimbursement of the wire transfer occurring in mid-August.
- Prepaid expenses decreased by \$54,000 due to the amortization of fall conference expenses and Q3 Ziplogix forms during the month.
- The amounts Due from One Forty Three LLC increased by \$1,000 during the month due to insurance expenses paid by IAR. Balance at month end was \$3,233,000.
- The amount Due from ISRE decreased by \$12,000 during the month resulting in an ending balance of \$399,000. There was a payment of \$108,000 from ISRE to IAR during the month.
- IAR investments decreased slightly during the month with an ending balance of \$1,823,000 and RDF investments increased by \$3,000 with an ending balance of \$1,461,000.
- Accounts payable increased slightly with an ending balance of \$61,000.
- Dues payable for 2016 decreased by \$269,000, from \$1,104,000 to \$835,000, in September due to the amortization of dues received in September and prior months. This balance will be amortized over the remaining months in 2016 and recognized as income. We also began receiving 2017 dues payments during the month totaling \$5,300, which will be amortized next year.

Income Statement

- Net income of \$43,000 was recorded for the month, which represents net income from operations of \$40,000 and investment income of \$3,000. September's net income is above the budgeted net loss of (\$13,000) by \$56,000 (438%)
- Net income YTD was \$648,000 vs a budgeted net loss of (\$172,000), resulting in a positive variance of \$821,000. Net income YTD in the prior year was \$417,000.
- Membership income for the current month was \$335,000, which is above the monthly budget of \$291,000 by \$44,000 or 15%. Membership income YTD was \$2,848,000, which is above the YTD budget of 2,569,000 by \$279,000 or 11%. Membership income for current YTD is \$143,000 higher than the prior year or 5%.
- Total income for the month was \$355,000, which is above the monthly budget of \$339,000 by \$17,000 or 5%. The over budget position is mostly due to membership dues.
- Total income YTD was \$2,965,000, which is above the YTD budget of \$2,722,000 by \$244,000 or 9%.
- Total income YTD was above the prior year YTD income of \$2,913,000 by \$52,000 or 2%.
- Total expenses for the month are \$316,000, which are below the monthly budget of \$353,000 by \$37,000 or 11% with most major categories being under budget for the month.
- Total expenses YTD are \$2,507,000 and are under budget by \$406,000 or 14%, due to all categories (except Office costs) being under budget. The YTD budget for Facilities costs includes \$227,000 of Temporary Office Costs in anticipation of moving to the new building which is postponed until 2017.
- Expenses YTD are above the prior year by \$16,000 or less than 1%.

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

September 30, 2016

	09/30/2016	08/31/2016	Difference
ASSETS			
Current Assets			
Checking/Savings			
1000 - Cash Accounts	1,951,635	2,100,718	(149,083)
Total Checking/Savings	<u>1,951,635</u>	<u>2,100,718</u>	<u>(149,083)</u>
Other Current Assets			
1200 - Accounts Receivable	15,493	25,728	(10,235)
1300 - Other Current Assets	65,767	119,317	(53,550)
Total Other Current Assets	<u>81,260</u>	<u>145,045</u>	<u>(63,785)</u>
Total Current Assets	<u>2,032,895</u>	<u>2,245,763</u>	<u>(212,868)</u>
Fixed Assets			
1600 - Fixed Assets, Net of Deprec.	43,482	43,482	0
Total Fixed Assets	<u>43,482</u>	<u>43,482</u>	<u>0</u>
Other Assets			
1203 - Intercompany Loans Receivable	3,631,781	3,643,015	(11,234)
1500 - Investments	3,552,796	3,533,344	19,452
Total Other Assets	<u>7,184,577</u>	<u>7,176,359</u>	<u>8,218</u>
Total ASSETS	<u>9,260,954</u>	<u>9,465,604</u>	<u>(204,650)</u>
LIABILITIES & NET ASSETS			
Liabilities			
Current Liabilities			
Accounts Payable			
2010 - Accounts Payable	60,844	60,662	182
Total Accounts Payable	<u>60,844</u>	<u>60,662</u>	<u>182</u>
Other Current Liabilities			
2025 - Other Current Liabilities	100,815	84,572	16,243
2100 - Payroll Liabilities	275,307	275,307	0
2400 - Deferred Dues & Other Revenue	840,299	1,104,219	(263,920)
Total Other Current Liabilities	<u>1,216,421</u>	<u>1,464,098</u>	<u>(247,677)</u>
Total Current Liabilities	<u>1,277,265</u>	<u>1,524,760</u>	<u>(247,495)</u>
Total Liabilities	<u>1,277,265</u>	<u>1,524,760</u>	<u>(247,495)</u>
NET ASSETS			
3010 - Unrestricted Net Assets	6,253,674	6,186,231	67,443
3020 - REALTORS Defense Fund	1,687,170	1,667,496	19,674
Net Income	42,845	87,117	(44,272)
Total Net Assets	<u>7,983,689</u>	<u>7,940,844</u>	<u>42,845</u>
Total LIABILITIES & NET ASSETS	<u>9,260,954</u>	<u>9,465,604</u>	<u>(204,650)</u>

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

September 30, 2016

	09/30/2016	08/31/2016	Difference
ASSETS			
Current Assets			
Checking/Savings			
1000 - Cash Accounts			
1010 - Petty Cash	120	120	0
1020 - IAR Checking	1,045,457	1,199,419	(153,962)
1029 - First Merchants Checking	16,142	16,141	1
1040 - Transmittal Checking Account	64,290	48,047	16,243
1050 - PayPal	18,473	14,193	4,280
1110 - First Merchants CDARS	750,000	750,000	0
1118 - REALTORS Federal Credit Union	267,911	267,658	253
1125 - IAR-Prof Standards Escrow	15,750	15,250	500
1199 - Cash Owed (to) by RDF	(226,508)	(210,110)	(16,398)
Total 1000 - Cash Accounts	<u>1,951,635</u>	<u>2,100,718</u>	<u>(149,083)</u>
Total Checking/Savings	1,951,635	2,100,718	(149,083)
Other Current Assets			
1200 - Accounts Receivable			
1200 - Accounts Receivable	10,004	9,930	73
1211 - Dues Receivable	4,575	5,043	(468)
1220 - Other Receivables	0	9,840	(9,840)
1250 - Employee Advances	914	915	0
Total 1200 - Accounts Receivable	<u>15,493</u>	<u>25,728</u>	<u>(10,235)</u>
1300 - Other Current Assets			
1310 - Prepaid Expense	54,214	107,764	(53,550)
1340 - Postage Deposits	588	588	0
1350 - Other Deposits	10,965	10,965	0
Total 1300 - Other Current Assets	<u>65,767</u>	<u>119,317</u>	<u>(53,550)</u>
Total Other Current Assets	<u>81,260</u>	<u>145,045</u>	<u>(63,785)</u>
Total Current Assets	<u>2,032,895</u>	<u>2,245,763</u>	<u>(212,868)</u>
Fixed Assets			
1600 - Fixed Assets, Net of Deprec.			
1605 - Land, Buildings & Equipment			
1630 - Furniture, Fixtures & Equipmen	249,422	249,422	0
Total 1605 - Land, Buildings & Equipment	<u>249,422</u>	<u>249,422</u>	<u>0</u>
1655 - Accumulated Depreciation			
1680 - Accum. Depreciation - FF&E	(205,940)	(205,940)	0
Total 1655 - Accumulated Depreciation	<u>(205,940)</u>	<u>(205,940)</u>	<u>0</u>
Total 1600 - Fixed Assets, Net of Deprec.	<u>43,482</u>	<u>43,482</u>	<u>0</u>
Total Fixed Assets	<u>43,482</u>	<u>43,482</u>	<u>0</u>
Other Assets			
1203 - Intercompany Loans Receivable			
1203 - Due From 143 LLC	3,232,656	3,231,747	909
1260 - Due from ISRE	399,125	411,268	(12,143)
Total - 1203 - Intercompany Loans Receivable	<u>3,631,781</u>	<u>3,643,015</u>	<u>(11,234)</u>
1500 - Investments			
1510 - SEI Investments	1,822,501	1,822,723	(222)
1520 - Realtor's Defense Fund Assets			
1525 - Realtors Defense Fund Invest	1,460,662	1,457,386	3,276
1599 - Cash Owed by (to) IAR	226,508	210,110	16,398
Total 1520 - Realtor's Defense Fund Assets	<u>1,687,170</u>	<u>1,667,496</u>	<u>19,674</u>

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

September 30, 2016

	09/30/2016	08/31/2016	Difference
1530 - Cambridge Ventures L.P.	94,458	94,458	0
1540 - Alerus - 457(b) Investments	174,401	174,401	0
1810 - Investment in ISRE	(225,734)	(225,734)	0
Total 1500 - Investments	<u>3,552,796</u>	<u>3,533,344</u>	19,452
1700 - Capitalized Lease Costs			
Total 1700 - Capitalized Lease Costs	<u>0</u>	<u>0</u>	0
Total Other Assets	<u>7,184,577</u>	<u>7,176,359</u>	8,218
Total ASSETS	<u>9,260,954</u>	<u>9,465,604</u>	<u>(204,650)</u>
LIABILITIES & NET ASSETS			
Liabilities			
Current Liabilities			
Accounts Payable			
2010 - Accounts Payable	60,844	60,662	182
Total Accounts Payable	<u>60,844</u>	<u>60,662</u>	182
Other Current Liabilities			
2025 - Other Current Liabilities			
2040 - Accrued Payables	36,525	36,525	0
2080 - RPAC Payable	64,290	48,047	16,243
Total 2025 - Other Current Liabilities	<u>100,815</u>	<u>84,572</u>	16,243
2100 - Payroll Liabilities			
2120 - Post Retirement Benefit Obliga	100,906	100,906	0
2150 - 457 Plan Liabilities	174,401	174,401	0
Total 2100 - Payroll Liabilities	<u>275,307</u>	<u>275,307</u>	0
2400 - Deferred Dues & Other Revenue			
2410 - Dues Payable, Even Year	834,995	1,104,219	(269,224)
2415 - Dues Payable, Odd Year	5,304	0	5,304
Total 2400 - Deferred Dues & Other Revenue	<u>840,299</u>	<u>1,104,219</u>	(263,920)
Total Other Current Liabilities	<u>1,216,421</u>	<u>1,464,098</u>	(247,677)
Total Current Liabilities	<u>1,277,265</u>	<u>1,524,760</u>	(247,495)
Total Liabilities	<u>1,277,265</u>	<u>1,524,760</u>	(247,495)
NET ASSETS			
3010 - Unrestricted Net Assets	6,253,674	6,186,231	67,443
3020 - REALTORS Defense Fund	1,687,170	1,667,496	19,674
Net Income	42,845	87,117	(44,272)
Total Net Assets	<u>7,983,689</u>	<u>7,940,844</u>	42,845
Total LIABILITIES & NET ASSETS	<u>9,260,954</u>	<u>9,465,604</u>	<u>(204,650)</u>

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

September 30, 2016

	<u>1 Month Actual</u>	<u>1 Month Budget</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Annual Budget</u>	<u>Prior YTD Actual</u>
Ordinary Income/Expense						
Income						
4000 - Membership Income	334,863	290,723	2,848,464	2,569,233	3,441,400	2,705,121
4200 - Contract Fees & Event Income	5,690	39,000	26,775	62,500	70,000	32,022
4300 - Royalties, Rent & Product Sales	2,038	1,250	8,096	11,250	15,000	2,983
4900 - Other Income	12,829	7,642	81,923	78,775	101,700	172,880
Total Income	<u>355,420</u>	<u>338,615</u>	<u>2,965,258</u>	<u>2,721,758</u>	<u>3,628,100</u>	<u>2,913,006</u>
Expense						
5000 - Personnel Costs	126,872	136,318	1,177,823	1,250,866	1,734,824	1,124,520
5300 - Travel & Entertainment	12,439	17,600	192,109	166,347	245,647	173,780
5600 - Professional Fees	18,983	23,083	186,034	235,250	304,499	244,401
5700 - Technology & Equipment	54,702	46,417	394,853	417,747	557,000	402,343
5900 - Office Costs	3,415	5,006	55,235	46,296	72,048	65,496
6100 - Facility Costs	12,134	7,485	100,919	297,214	322,169	102,452
7100 - Programmatic Costs	87,339	117,460	399,625	498,780	640,424	377,993
Total Expense	<u>315,884</u>	<u>353,369</u>	<u>2,506,598</u>	<u>2,912,500</u>	<u>3,876,611</u>	<u>2,490,985</u>
Net Ordinary Income	39,536	(14,754)	458,660	(190,742)	(248,511)	422,021
Other Income/Expense						
Other Income						
4800 - Investment Income	3,309	2,083	189,901	18,749	25,000	(5,075)
Total Other Income	<u>3,309</u>	<u>2,083</u>	<u>189,901</u>	<u>18,749</u>	<u>25,000</u>	<u>(5,075)</u>
Net Other Income	<u>3,309</u>	<u>2,083</u>	<u>189,901</u>	<u>18,749</u>	<u>25,000</u>	<u>(5,075)</u>
Net Income	<u>42,845</u>	<u>(12,671)</u>	<u>648,561</u>	<u>(171,993)</u>	<u>(223,511)</u>	<u>416,946</u>

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

September 30, 2016

	<u>1 Month Actual</u>	<u>1 Month Budget</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
4000 - Membership Income					
4002 - Membership Dues	267,133	238,952	2,247,749	2,107,667	2,824,523
4020 - Shared Fees, Local Boards	7,438	7,500	65,900	67,500	90,000
4021 - State Application Fee (even years)	31,230	18,333	289,326	165,000	220,000
4030 - RDF Dues	29,062	25,938	245,489	229,066	306,877
Total 4000 - Membership Income	<u>334,863</u>	<u>290,723</u>	<u>2,848,464</u>	<u>2,569,233</u>	<u>3,441,400</u>
4200 - Contract Fees & Event Income					
4101 - Sponsorship Income	0	2,500	1,500	22,500	30,000
4201 - Registration Income	5,690	36,500	25,275	40,000	40,000
Total 4200 - Contract Fees & Event Income	<u>5,690</u>	<u>39,000</u>	<u>26,775</u>	<u>62,500</u>	<u>70,000</u>
4300 - Royalties, Rent & Product Sales					
4301 - Royalty Income	2,038	1,250	8,096	11,250	15,000
Total 4300 - Royalties, Rent & Product Sales	<u>2,038</u>	<u>1,250</u>	<u>8,096</u>	<u>11,250</u>	<u>15,000</u>
4900 - Other Income					
4900 - Other Income	5,229	0	7,282	10,000	10,000
4901 - Grant Income-Temp Restricted	0	0	9,991	0	0
4910 - RECP Income	7,100	7,100	63,900	63,900	85,200
4920 - Professional Standards Income	500	542	750	4,875	6,500
Total 4900 - Other Income	<u>12,829</u>	<u>7,642</u>	<u>81,923</u>	<u>78,775</u>	<u>101,700</u>
Total Income	355,420	338,615	2,965,258	2,721,758	3,628,100
Expense					
5000 - Personnel Costs					
5010 - Compensation	103,802	109,381	918,727	984,429	1,312,575
5020 - Bonus Pool	0	0	24,000	24,000	99,000
5030 - Contract Labor / Temp Help	1,200	458	10,387	4,125	5,500
5100 - Benefits & Taxes					
5110 - Health & Life Insurance	6,322	8,334	54,198	75,000	100,000
5115 - Wellness Benefit	221	166	3,197	1,500	2,000
5120 - Dental Insurance	611	667	5,285	6,000	8,000
5125 - Disability Insurance	877	1,250	7,731	11,250	15,000
5130 - Retirement Benefits	4,426	5,000	41,116	45,000	60,000
5140 - Post-Employment Benefits	2,997	1,667	17,334	15,000	20,000
5150 - Workers Compensation Insuranc	450	583	3,860	5,250	7,000
5160 - Payroll Taxes	5,034	6,667	66,602	60,000	80,000
5170 - Professional Development	0	395	1,840	3,562	4,750

NO ASSURANCE IS PROVIDED. SEE SELECT INFORMATION.

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

September 30, 2016

	<u>1 Month Actual</u>	<u>1 Month Budget</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
5180 - Dues & Subscriptions	932	1,750	23,546	15,750	20,999
Total 5100 - Benefits & Taxes	<u>21,870</u>	<u>26,479</u>	<u>224,709</u>	<u>238,312</u>	<u>317,749</u>
Total 5000 - Personnel Costs	126,872	136,318	1,177,823	1,250,866	1,734,824
5300 - Travel & Entertainment					
5310 - Staff Travel Costs					
5310 - Staff Travel	630	542	13,026	10,375	14,500
5320 - Staff Lodging	2,471	1,667	20,659	30,099	43,499
5330 - Staff Mileage	168	1,145	7,255	10,137	13,150
5340 - Staff Meals	2,724	2,125	13,933	17,725	25,199
5350 - Staff Hospitality	40	1,084	1,662	13,450	17,750
5360 - Conference Registration Fees	(225)	0	9,479	2,725	8,600
Total 5310 - Staff Travel Costs	<u>5,808</u>	<u>6,563</u>	<u>66,014</u>	<u>84,511</u>	<u>122,698</u>
5410 - Leadership Travel					
5410 - Board / Volunteer Travel	695	591	14,696	13,075	19,850
5420 - Board / Volunteer Lodging	2,323	5,146	52,462	32,462	49,250
5430 - Board / Volunteer Mileage	1,274	1,759	8,237	10,225	13,599
5440 - Board / Volunteer Meals	2,163	2,000	45,201	18,400	24,750
5450 - Board / Volunteer Hospitality	176	1,374	4,129	6,174	8,500
5460 - Conference Registration Fees	0	167	1,370	1,500	7,000
Total 5410 - Leadership Travel	<u>6,631</u>	<u>11,037</u>	<u>126,095</u>	<u>81,836</u>	<u>122,949</u>
Total 5300 Travel & Entertainment	12,439	17,600	192,109	166,347	245,647
5600 - Professional Fees					
5610 - Legal Services	2,183	2,042	17,666	18,375	24,499
5620 - Audit & Tax Services	0	0	22,075	27,500	27,500
5630 - Accounting Services	9,293	11,666	87,591	105,000	140,000
5640 - Other Consulting Services	4,507	7,875	43,702	70,875	94,500
5650 - President's Stipend	3,000	1,500	15,000	13,500	18,000
Total 5600 - Professional Fees	<u>18,983</u>	<u>23,083</u>	<u>186,034</u>	<u>235,250</u>	<u>304,499</u>
5700 - Technology & Equipment					
5710 - Technology Consulting Service	52,974	44,333	383,433	398,997	532,000
5720 - Equipment Repairs & Maintenance	0	84	748	750	1,000
5730 - Small Equipment Purchases	0	500	577	4,500	6,000
5740 - Equipment > \$1000	0	833	1,374	7,500	10,000
5750 - Equipment Lease Payments	560	458	4,470	4,125	5,500
5760 - Software & Licensing Fees	1,168	209	4,251	1,875	2,500
Total 5700 - Technology & Equipment	<u>54,702</u>	<u>46,417</u>	<u>394,853</u>	<u>417,747</u>	<u>557,000</u>
5900 - Office Costs					

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

September 30, 2016

	<u>1 Month Actual</u>	<u>1 Month Budget</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
5910 - Telephone	3,103	2,083	29,570	18,750	25,000
5920 - Postage	90	133	682	1,199	1,600
5930 - Office Supplies	727	521	3,240	4,688	6,250
5932 - Kitchen Supplies	290	250	3,333	2,250	3,000
5934 - Bathroom Supplies	0	84	0	750	1,000
5940 - Printing	37	391	1,076	3,525	4,699
5950 - Liability Insurance	183	625	2,462	5,625	7,500
5960 - Licenses and Fees	0	167	0	1,500	2,000
5970 - Bank & Credit Card Fees	1,162	544	12,936	6,134	18,499
5980 - Miscellaneous	(2,177)	208	1,936	1,875	2,500
Total 5900 - Office Costs	3,415	5,006	55,235	46,296	72,048
6100 - Facility Costs					
6110 - Office Rent & Parking	10,556	7,402	92,519	66,612	88,816
6115 - Other temp office costs	0	0	0	227,353	227,353
6120 - Utilities	119	0	1,065	0	0
6170 - Property Insurance	632	83	5,681	749	1,000
6180 - Property Taxes	827	0	1,654	2,500	5,000
Total 6100 - Facility Costs	12,134	7,485	100,919	297,214	322,169
7100 - Programmatic Costs					
7110 - Facility Rental	3,246	3,208	20,542	6,375	7,000
7120 - Catering	25,665	24,167	88,071	79,650	94,250
7130 - Honorarium/Speaker Fees	6,939	9,666	27,174	32,000	37,000
7140 - Speaker Travel	0	1,342	1,666	6,575	7,600
7150 - Plaques & Awards	1,300	2,000	5,882	2,000	7,000
7160 - Event Sponsorships	1,000	1,042	9,540	9,375	12,500
7170 - Curriculum	1,038	0	1,038	0	0
7210 - Website Development / Hosting	4,165	2,916	17,165	26,250	34,999
7215 - Clipping Service	0	250	0	2,250	3,000
7220 - Internet Communications	2,330	834	16,322	7,500	10,000
7225 - Publications	2,670	554	11,767	5,987	7,650
7240 - Video Production & Editing	500	1,500	1,650	3,000	3,000
7250 - Media / Public Relations Proj	0	0	125	500	500
7260 - Advertising/Marketing	453	0	1,545	0	0
7310 - Other Program Costs	75	16,812	20,673	114,313	150,250
7320 - Grants	3,750	8,125	27,500	24,375	32,500
7330 - Electronic Forms	34,208	40,294	106,965	120,881	161,175
7410 - Marketing Research	0	2,083	0	18,750	25,000
7420 - Outreach	0	584	2,000	5,250	7,000
7430 - Legislative Issues	0	416	0	3,750	5,000
7440 - Issue Research	0	0	40,000	15,000	15,000

NO ASSURANCE IS PROVIDED. SEE SELECT INFORMATION.

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

September 30, 2016

	<u>1 Month Actual</u>	<u>1 Month Budget</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
7450 - Legislative Advocacy	0	1,667	0	14,999	20,000
Total 7100 - Programmatic Costs	<u>87,339</u>	<u>117,460</u>	<u>399,625</u>	<u>498,780</u>	<u>640,424</u>
Total Expense	<u>315,884</u>	<u>353,369</u>	<u>2,506,598</u>	<u>2,912,500</u>	<u>3,876,611</u>
Net Ordinary Income	<u>39,536</u>	<u>(14,754)</u>	<u>458,660</u>	<u>(190,742)</u>	<u>(248,511)</u>
Other Income/Expense					
Other Income					
4800 - Investment Income					
4810 - Interest & Dividend Income	255	2,083	26,706	18,749	25,000
4815 - Unrealized Gains/Losses	3,054	0	72,188	0	0
4820 - Realized Gains/Losses	0	0	103,188	0	0
4830 - Investment Management Fees	0	0	(12,181)	0	0
Total 4800 - Investment Income	<u>3,309</u>	<u>2,083</u>	<u>189,901</u>	<u>18,749</u>	<u>25,000</u>
Total Other Income	<u>3,309</u>	<u>2,083</u>	<u>189,901</u>	<u>18,749</u>	<u>25,000</u>
Net Other Income	<u>3,309</u>	<u>2,083</u>	<u>189,901</u>	<u>18,749</u>	<u>25,000</u>
Net Income	<u>42,845</u>	<u>(12,671)</u>	<u>648,561</u>	<u>(171,993)</u>	<u>(223,511)</u>

Indiana School of Real Estate, LLC
Selected Information
September 2016 Financial Statements

The monthly financial statements for Indiana School of Real Estate are presented on the accrual basis in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP). These financial statements have not been subjected to an audit, review, or compilation engagement; and no assurance is provided on them.

The accompanying financial statements include the following departures from accounting principles generally accepted in the United States of America:

- The financial statements omit substantially all of the disclosures and the statement of cash flows required by accounting principles generally accepted in the United States of America.
- The Balance Sheet includes a comparison with the period ended August 31, 2016 for additional meaningful data for management and the board.
- 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.
- Budget information is presented without notes on significant assumptions used in developing the budget.

The effects of these departures have not been determined.