

2022 MLS Budget	2022 Proposed	2021 Approved	Difference from LY
Ordinary Income/Expense			
Income			
Data Feeds	\$16,800	\$16,000	\$800
Handling Fees	\$2,800	\$5,000	-\$2,200
MLS Investment Income	\$2,500	\$3,437	-\$937
Membership Dues \$31x656	\$250,532	\$228,000	\$22,532
Reciprocal Listings	\$1,000	\$1,000	\$0
Total Income	\$273,632	\$253,437	\$20,195
Cost of Goods Sold			
FlexMLS (MLS system)	\$56,285	\$55,080	\$1,205
Black Knight (Tax Data)	\$1,030	\$1,000	\$30
Forms Updates (reMine)	\$0	\$4,000	-\$4,000
BPP (Homesnap Pro)	\$7,536	\$0	\$7,536
Total COGS	\$64,851	\$60,080	\$4,771
Gross Profit	\$208,781	\$193,357	\$15,424
Expense			
Awards	\$550	\$550	\$0
Conference & Training	\$12,550	\$12,550	\$0
Credit Card Expense	\$6,000	\$4,500	\$1,500
Dues & Subscriptions	\$2,000	\$1,280	\$720
Education	\$950	\$950	\$0
Equipment Maintenance	\$500	\$500	\$0
Insurance	\$650	\$1,000	-\$350
Investment Advisory Fee	\$1,500	\$1,500	\$0
Meeting Expense	\$3,500	\$3,500	\$0
Membership Database	\$3,600	\$3,819	-\$219
Office Equip & Furniture	\$1,500	\$1,500	\$0
Office Supplies	\$3,500	\$3,000	\$500
Payroll Expense	\$141,282	\$136,467	\$4,815
Postage Expense	\$100	\$400	-\$300
Professional Fees	\$5,500	\$4,000	\$1,500
Property Maintenance	\$1,300	\$1,300	\$0
Rent	\$11,990	\$11,990	\$0
Taxes	\$781	\$1,000	-\$219
Telephone & Fiber	\$2,900	\$2,900	\$0
Website	\$1,000	\$1,000	\$0
Total Expense	\$201,653	\$193,706	\$7,947
Net Income / Loss	\$7,128	-\$349	\$7,477

BUDGET HIGHLIGHTS:

With the inclusion of Exclusive Right to Sell Contracts as part of listing input, we have seen a decrease in handling fees (fines) and anticipate the same moving forward in 2022.

Membership fees will not increase in 2022! There is a projection of a decrease from current membership of 704 to 656.

The MLS Board of Directors has unanimously voted to continue providing access to Homesnap at a cost of \$1 per member per month with no fee to you!

Credit card usage for monthly fees has increased with the use of monthly autopays.

RETS, RESO and CMLS memberships are an important part of keeping our data in line with industry standards and our services competitive.

Professional fee increase is to include a line item for legal contract work for vendor and outside data agreements.

The MLS will offer a virtual, on-demand MLS orientation for on-boarding of new MLS users.