

**Roanoke Valley Association of REALTORS®  
2018 Budget**

*(as approved by the RVAR Board of Directors)*

OPERATING RECEIPTS (includes REALTOR® and Affiliate dues, lockboxes, REALTOR® Store, MLS management fee and general sponsorships)	\$918,480
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COMMITTEE RECEIPTS (includes educational classes, Affiliates Expo, Golf Tournament, and Installation)	\$36,450
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<b>TOTAL INCOME</b>	<b>\$954,930</b>
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COMMITTEE EXPENSES (Committee events and projects)	\$74,125
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GENERAL EXPENSES (includes building, phones, Internet, computers, supplies, copier, general postage, insurance, janitorial service, water, electricity, plus membership system)	\$122,664
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TRAVEL EXPENSES (travel, lodging and food for those who travel to NAR and VAR meetings on behalf of RVAR)	\$59,100
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SALARIES & BENEFITS (includes health insurance, payroll taxes, IRA contributions)	\$517,961
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OTHER EXPENSES (includes taxes, legal and accounting fees, lockboxes, credit card merchant fees, website redesign and creation of app)	\$167,981
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<b>TOTAL EXPENSES</b>	<b>\$941,831</b>
<b>NET OPERATING INCOME</b>	<b>\$13,099</b>

NON-OPERATING RECEIPTS (includes investment income, plus income designated for specific funds such as Lockbox, Contingency, PR)	\$25,752
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NON-OPERATING DISBURSEMENTS (approved expenditures from specific funds such as for lockbox repairs, community service contributions, website redesign and creation of RVAR app)	\$44,773
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<b>NET NON-OPERATING INCOME</b>	<b>(\$19,021)</b>
<b>TOTAL NET INCOME</b>	<b>(\$5,922)</b>

***(The above budget reflects NO increase in RVAR dues or fees for 2018. A detailed budget is available upon request from any RVAR member in good standing.)***