

TENNESSEE REALTORS®
OPERATING BUDGET
JUNE 30, 2021
MAJOR VARIANCE EXPLANATION

INCOME

State Dues (up). Budgeted for 27,000 members: actual 34,074
Issues Mob (up). Budgeted for 27,000 members: actual 34,074
Credit Card fees (up). Based on number paying thru eCommerce, membership is up
Sponsorships (down). Low because of still being in the COVID cycle

EXPENSES

Administration

Generally, down due to still being in the CPVID cycle; limited travel and in person events

Education and Professional Develop

Education Programs/Spring Conf (down) Low due to not being in person (virtual)

Technology

Webinars, Webcast Streaming (up). Increased Zoom usage due to COVID-19