

**CHICAGO ASSOCIATION OF REALTORS®  
AND AFFILIATES**  
Chicago, Illinois

**CONSOLIDATED FINANCIAL STATEMENTS**  
September 30, 2023 and 2022

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CONTENTS

INDEPENDENT AUDITOR'S REPORT .....	1
CONSOLIDATED FINANCIAL STATEMENTS	
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION.....	3
CONSOLIDATED STATEMENTS OF ACTIVITIES .....	4
CONSOLIDATED STATEMENTS OF CASH FLOWS .....	5
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS .....	6
SUPPLEMENTARY INFORMATION	
CONSOLIDATING STATEMENT OF FINANCIAL POSITION.....	17
CONSOLIDATING STATEMENT OF ACTIVITIES .....	19
CONSOLIDATING STATEMENT OF CASH FLOWS .....	21
CONSOLIDATING STATEMENTS OF GENERAL AND ADMINISTRATIVE EXPENSE - NATURAL CLASSIFICATION .....	22
CONSOLIDATING STATEMENT OF FINANCIAL POSITION – CAR BIS .....	24
CONSOLIDATING STATEMENT OF ACTIVITIES – CAR BIS.....	25
CONSOLIDATING STATEMENT OF CASH FLOWS – CAR BIS .....	27
CONSOLIDATING STATEMENTS OF GENERAL AND ADMINISTRATIVE EXPENSE – NATURAL CLASSIFICATION – CAR BIS .....	28

## INDEPENDENT AUDITOR'S REPORT

The Board of Directors  
Chicago Association of REALTORS®  
Chicago, Illinois

***Opinion***

We have audited the consolidated financial statements of Chicago Association of REALTORS® and Affiliates (CAR), which comprise the consolidated statements of financial position as of September 30, 2023 and 2022, and the related consolidated statements of activities, and cash flows for the years then ended, and the related consolidated notes to the financial statements.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the financial position of CAR as of September 30, 2023 and 2022, and the changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

***Basis for Opinion***

We conducted our audits in accordance with auditing standards generally accepted in the United States of America (GAAS). Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of CAR and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

***Responsibilities of Management for the Financial Statements***

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about CAR's ability to continue as a going concern for one year from the date the consolidated financial statements are available to be issued.

## ***Auditor's Responsibilities for the Audit of the Financial Statements***

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the consolidated financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of CAR's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about CAR's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control–related matters that we identified during the audit.

## ***Supplementary Information***

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating statements of financial position, activities, cash flows, and general and administrative expense – natural classification are presented for purposes of additional analysis and are not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The consolidating information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

  
Crowe LLP

Chicago, Illinois  
December 19, 2023

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CHICAGO ASSOCIATION OF REALTORS® AND AFFILIATES  
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION  
September 30, 2023 and 2022

	<u>2023</u>	<u>2022</u>
<b>ASSETS</b>		
Current assets		
Cash and cash equivalents	\$ 7,851,316	\$ 6,828,045
Investments	4,737,691	5,688,073
Prepaid expenses and other current assets	<u>383,947</u>	<u>278,239</u>
Total current assets	12,972,954	12,794,357
Property, equipment and software		
Land	-	25,000
Building and improvements	-	153,548
Leasehold improvements	2,895,132	2,859,111
Furniture and office equipment	918,301	913,116
Computer and telephone equipment	467,738	384,907
Computer software	<u>1,080,391</u>	<u>994,230</u>
	5,361,562	5,329,912
Less accumulated depreciation	<u>(3,483,875)</u>	<u>(3,077,388)</u>
Property, equipment and software, net	1,877,687	2,252,524
Right to use office space	675,064	857,995
Right to use office equipment	<u>125,382</u>	<u>190,554</u>
	<u>\$ 15,651,087</u>	<u>\$ 16,095,430</u>
<b>LIABILITIES AND NET ASSETS</b>		
Current liabilities		
Accounts payable	\$ 356,874	\$ 291,690
Accrued expenses	508,477	486,661
Due to National and State Associations	159,107	136,889
Deferred revenue		
Dues	3,001,974	2,953,610
User fees	2,526,381	2,430,630
Other	139,238	134,583
Lease liability for right to use assets - short term	<u>426,482</u>	<u>406,246</u>
Total current liabilities	7,118,533	6,840,309
Lease liability for right to use assets - long term	<u>1,021,647</u>	<u>1,448,128</u>
Total liabilities	8,140,180	8,288,437
Net assets		
Without donor restrictions		
Designated	150,273	150,273
Undesignated	<u>7,266,258</u>	<u>7,537,483</u>
Total without donor restrictions	7,416,531	7,687,756
With donor restrictions	<u>94,376</u>	<u>119,237</u>
Total net assets	<u>7,510,907</u>	<u>7,806,993</u>
	<u>\$ 15,651,087</u>	<u>\$ 16,095,430</u>

See accompanying notes to consolidated financial statements.

CHICAGO ASSOCIATION OF REALTORS® AND AFFILIATES  
CONSOLIDATED STATEMENTS OF ACTIVITIES  
Years Ended September 30, 2023 and 2022

	<u>2023</u>	<u>2022</u>
<b>Activities without donor restrictions</b>		
Operating activities		
<b>Revenue</b>		
Local dues and fees	\$ 5,969,251	\$ 5,518,777
Listing services	6,297,645	6,054,945
Member professional development	634,083	1,040,607
Application and other fees	1,090,710	1,125,971
Governance	5,900	3,000
Member events	871,765	931,067
Other member services	159,126	182,354
Contributions	296,349	309,943
Net assets released from restriction	<u>25,486</u>	<u>51,302</u>
Total revenue	15,350,315	15,217,966
<b>Expenses</b>		
Program		
Member services	2,323,364	1,897,555
Listing services	6,159,861	5,840,705
Member professional development	1,791,666	1,845,456
Other member services	52,561	-
Member events	3,076,536	2,976,086
Government affairs	247,233	373,559
State and National Association meetings	253,241	333,030
Public relations	1,100,730	1,080,881
Contributions and grants	<u>140,186</u>	<u>94,686</u>
Total program	15,145,378	14,441,958
General and administrative	15,975	21,605
Association governance	<u>1,187,275</u>	<u>1,296,049</u>
Total expenses	<u>16,348,628</u>	<u>15,759,612</u>
Change in net assets from operating activities	<u>(998,313)</u>	<u>(541,646)</u>
<b>Nonoperating revenue (expense)</b>		
Interest and dividend income	378,580	140,226
Gain (loss) on investments	448,628	(750,177)
Gain on disposal of assets	78,013	-
Other expense	(35,398)	(44,505)
Income tax expense	<u>(142,735)</u>	<u>(113,420)</u>
Nonoperating revenue (expense), net	<u>727,088</u>	<u>(767,876)</u>
<b>Change in net assets without donor restrictions</b>	(271,225)	(1,309,522)
<b>Activities with donor restrictions</b>		
Contributions	625	3,650
Release from restriction	<u>(25,486)</u>	<u>(51,302)</u>
<b>Change in net assets with donor restrictions</b>	<u>(24,861)</u>	<u>(47,652)</u>
<b>Change in total net assets</b>	(296,086)	(1,357,174)
<b>Total net assets</b>		
Beginning of year	<u>7,806,993</u>	<u>9,164,167</u>
End of year	<u>\$ 7,510,907</u>	<u>\$ 7,806,993</u>

See accompanying notes to consolidated financial statements.

CHICAGO ASSOCIATION OF REALTORS® AND AFFILIATES  
CONSOLIDATED STATEMENTS OF CASH FLOWS  
Years ended September 30, 2023 and 2022

	<u>2023</u>	<u>2022</u>
<b>Cash flows from operating activities</b>		
Change in net assets	\$ (296,086)	\$ (1,357,174)
Adjustment to reconcile change in net assets to net cash from operating activities		
Depreciation and amortization	526,057	504,740
Net (gain) loss on investments	(448,628)	750,177
Net gain on sale of assets	(78,013)	-
Noncash lease expense	248,103	249,478
Changes in		
Prepaid expenses and other assets	(113,391)	98,030
Accounts, dues, and other payables	95,084	15,550
Accrued expenses	21,817	(33,791)
Deferred revenue	148,770	(417,293)
Lease liability	<u>(406,245)</u>	<u>(393,340)</u>
Net cash from operating activities	(302,532)	(583,623)
<b>Cash flows from investing activities</b>		
Purchase of property, equipment, and software	(211,154)	(302,650)
Proceeds from sale of property, equipment and software	137,947	-
Proceeds from sale of investments	1,500,000	-
Purchase of investments	<u>(100,990)</u>	<u>(66,608)</u>
Net cash from investing activities	<u>1,325,803</u>	<u>(369,258)</u>
<b>Net change in cash and cash equivalents</b>	1,023,271	(952,881)
<b>Cash and cash equivalents</b>		
Beginning of year	<u>6,828,045</u>	<u>7,780,926</u>
End of year	<u><u>\$ 7,851,316</u></u>	<u><u>\$ 6,828,045</u></u>
<b>Supplemental disclosure</b>		
Cash paid for taxes	\$ 195,000	\$ 74,000

See accompanying notes to consolidated financial statements.

## NOTE 1 - NATURE OF OPERATIONS

Chicago Association of REALTORS® (CAR or the Organization) is a membership organization incorporated in Illinois. Chicago Association of REALTORS® is the "Voice for Real Estate™" in Chicago since 1883 and represents approximately 17,400 members from all real estate specialties including commercial sales, development, property management, appraisal, auctions, and residential sales. CAR pursues its purpose by providing members and those interested in the real estate industry the following services:

- Professional service and support from CAR staff, ready and able to answer questions and address concerns;
- Member education and training programs, including a state-approved pre-licensing program, as well as accredited Continuing Education courses;
- Programs and networking events geared toward the various practice areas and specialties of the real estate practitioner, with speakers on relevant topics;
- The opportunity to participate in the Regional Multiple Listing Service;
- Advocacy and lobbying at the local, state, and national levels to protect real estate businesses and that of customers and clients, related to real estate;
- Weekly, quarterly, and annual housing sales data for each of Chicago's 77 neighborhoods and Chicagoland suburbs available via CAR website and by e-mail; and
- Valuable communications tools, such as Chicago Realtor® Magazine and weekly e-blasts as well as representation in the media to publicize and promote our REALTORS®.

CAR and six other REALTOR® organizations, operating in the Chicago metropolitan area, each own 1000 shares of Multiple Listing Service of Northern Illinois, Inc., an Illinois Corporation (MLSNI). Prior to April 2009, MLSNI operated the principal multiple listing service for REALTORS® in the Chicago metropolitan area. However, in 2009, MLSNI consolidated its operations with another multiple listing service to create a new association owned, but broker-controlled, multiple listing service: Midwest Real Estate Data, LLC (MRED). MLSNI owns seven common units out of ten authorized of MRED, which today is the only entity providing REALTORS® with multiple listing services in the Chicago metropolitan area. The REALTOR® organizations elect two seats on MRED's 15-person Board of Managers. The remaining 13 seats are elected by broker firms that have purchased preferred units of MRED. The preferred units of MRED are valued at \$1,000 each and return no value other than their \$1,000 original investment.

CAR owns approximately 14% of MLSNI and does not exercise either control or significant influence over MLSNI or MRED, because of CAR's less than 20% ownership of MLSNI and the preferred unit holders control of 13 out of 15 seats of the Board of Managers of MRED. Accordingly, CAR's investment in MLSNI is recorded at its historical cost basis of \$100. The September 30, 2022, audited financial statements of MRED reported approximately \$16.1 million in common unit members' equity. CAR's portion of MRED's common unit equity is approximately \$2.3 million, which, under generally accepted accounting principles, has not been recorded. The September 30, 2023 audited financial statements of MRED were not available as of the date these financial statements were available to be issued. CAR is only able to recover the additional value of this investment upon dissolution of MRED or upon the majority vote for a special distribution by the Board of Managers, which is controlled by preferred unit holders of MRED.

In October 2021, MLSNI converted its corporate structure to Multiple Listing Service of Northern Illinois, LLC (MLSNILLC), a limited liability company. The seven founding associations (Founding Members) were granted each 1,000 Class A Units while any qualified new joining associations (Joining Members) will be issued Class B Units. There were no new Joining Members during fiscal year 2023.

CAR provides its members with access to MRED's multiple listing service through The Chicago Association of REALTORS, Inc. Multiple Listing Service (CAR MLS), incorporated in Delaware. CAR MLS invoices and collects fees from its members who request access to MRED's multiple listing service. CAR MLS utilizes CAR staff, as well as its office at the Central location, for the maintenance and storage of records, as well as for its regularly scheduled meetings.

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**NOTE 1 - NATURE OF OPERATIONS (Continued)**

The Northern Illinois Real Estate Information Network Inc. (NIREIN) is a wholly owned subsidiary of CAR BIS. NIREIN is a vehicle through which CAR's licensed real estate agents may close real estate transactions even if they are not otherwise associated with a real estate brokerage firm licensed in Illinois. Also, within NIREIN, CommercialForum is a subscription-based initiative available to CAR members, or for a fee to practitioners, affiliates or investors interested in connecting for networking and education purposes, as well as to become more engaged on local legislative matters. NIREIN utilizes CAR staff, as well as its office at the Central location, for the maintenance and storage of records, as well as for its regularly scheduled meetings.

Chicago Association of Realtors Business Information Services, Inc. (CAR BIS) is a holding company formed for the purpose of holding CAR's investment in CAR MLS and NIREIN. CAR BIS is a wholly owned subsidiary of CAR.

The Chicago Association of REALTORS® Educational Foundation, Inc. (Foundation) is a not-for-profit Illinois corporation exempt from federal income taxes under Section 501(c)(3) of the U.S. Internal Revenue Code. The Foundation provides awards, grants and scholarships in support of research and higher learning in the real estate field, and seeks opportunities to partner, where possible, with relevant organizations to further the same; the Foundation also actively supports charitable organizations focused on community-building, the eradication of homelessness, and other worthy causes. The Foundation utilizes CAR staff, as well as its office at the Central location, for the maintenance and storage of records, as well as for its regularly scheduled meetings.

The Chicago Association of REALTORS® Political Action Committee (PAC) is a separate entity used to maintain a relationship with government bodies and representatives. The PAC receives its funding from The Realtors Political Action Committee (RPAC). The PAC contributes funds to candidates for local office who support the views and issues important to CAR members and their clients. The PAC utilizes CAR staff, as well as its office at the Central location, for the maintenance and storage of records, as well as for its regularly scheduled meetings.

**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

Consolidated Financial Statements: The accompanying consolidated financial statements reflect the consolidation of the financial statements of CAR, CAR BIS (CAR MLS and NIREIN), Foundation, and PAC. The consolidated financial statements reflect an aggregation of the six organizations' individual financial statements. All intercompany transactions and accounts have been eliminated in consolidation.

Basis of Accounting: The Organization maintains its accounting records and prepares its financial statements on the accrual basis of accounting in accordance with generally accepted accounting principles. The accrual basis of accounting recognizes revenue when earned and expenses when incurred. Contributions are classified based on the existence or absence of donor-imposed restrictions.

Financial Statement Presentation: In accordance with generally accepted accounting principles, CAR reports financial position and activities in two classes of net assets based on the existence or absence of donor-imposed restrictions; net assets without donor restrictions and net assets with donor restrictions. Net assets are generally reported as without donor restrictions unless assets are received from donors with explicit stipulations that limit the use of the asset. As of September 30, 2023 and 2022, there are \$94,376 and \$119,237, respectively, of net assets with donor restrictions for charitable, educational scholarships and events. All remaining net assets are without donor restrictions. The Organization had no donor restrictions of a permanent nature as of September 30, 2023 and 2022.

Operations: Operating results in the statements of activities reflect all transactions increasing or decreasing net assets without donor restrictions except those activities associated with investing activities and income tax expense.

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**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

**Revenue Recognition:** Revenue is reported as an increase in net assets without donor restrictions, unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in net assets without donor restrictions. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in net assets without donor restrictions, unless their use is restricted by explicit donor restriction or by law. Expirations of the donor-imposed restrictions that simultaneously increase one class of net assets and decrease another are reported as reclassifications between applicable classes of net assets. Contributions with donor restrictions are classified as without donor restrictions if the restrictions are satisfied in the same period in which the contributions are received.

***Exchange Transactions***

Membership dues, including special assessments, are derived from services the Organization provides to its members. The Organization recognizes revenue for membership services over the applicable membership period. Membership dues received in advance of services are reported as deferred revenue in the consolidated balance sheet.

Other revenue derived from exchange transactions includes sales and services of listing services, publications, products, product services, events, educational courses and meetings, advertising, and subscriptions. The Organization recognizes revenue for other exchange transactions either at the point in time of delivery that a sale occurs or over time as services are rendered. Revenue related to other revenue received in advance of sales and services are reported as deferred revenue in the consolidated balance sheet.

The Organization's receivables represent unconditional rights to consideration from its contracts with its members and customers. Credit terms for customers are generally net 30 days. The Organization carries its accounts receivable at the amount expected to be collected for the services performed. At September 30, 2023 and 2022, receivables included \$478 and \$4,478, respectively, of amounts due from employees, which are being repaid through payroll deductions. Accounts receivable are included in prepaid expenses and other current assets on the statements of financial position.

The Organization's contract liabilities are presented as deferred revenue in the consolidated statement of net position. Deferred revenue in any period represents the excess of membership dues and other exchange transaction revenue received over amounts recognized as revenue on the consolidated statement of activities. The Organization's membership programs have starting and ending dates that generally coincide with its fiscal year end. Therefore, at year end, deferred revenue represents revenue for future sales and services to be performed during the following fiscal year.

The Organization had no costs that were capitalized to obtain or to fulfill a contract with a customer.

***Contributions***

Private gifts and grants that are not considered exchange transactions, including pledges, are recognized in the period received. Conditional gifts, with a barrier and right of return, are not recognized until the conditions on which they depend are substantially met or explicitly waived by the donor. Contributions of assets other than cash are recorded at estimated fair value. Contributions to be received after one year are discounted at an appropriate rate commensurate with the risks involved. Amortization of discount is recorded as additional contribution revenue in accordance with donor-imposed restrictions, if any, on the contributions. An allowance for uncollectible pledges receivable is provided based upon management's judgment, including such factors as prior collection history, type of contribution, and nature of fund-raising activity. Verbal pledges are not recognized until the pledge is acknowledged by the donor in writing or when the contribution is physically received.

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CHICAGO ASSOCIATION OF REALTORS® AND AFFILIATES  
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
September 30, 2023 and 2022

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**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

Estimates Used in the Preparation of the Financial Statements: The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, and disclosure of contingent assets and liabilities, at the date of the financial statements, and the reported amounts of revenue and expenses during the reporting period. Significant estimates used in the preparation of these consolidated financial statements include the fair value of investments, the allowance for doubtful accounts, the allocation of general, administrative and other expenses to individual program activities and related entities and useful lives of property, equipment and software. Actual results could differ from those estimates.

Functional Allocation of Expenses: Operating expenses identified directly with a program service area are charged to that area and, where these expenses affect more than one area, they are allocated based on actual hours incurred by employees for each entity and space utilized.

Cash Equivalents: For purposes of the consolidated statement of cash flows, short-term investments, including certificates of deposit, purchased with an original maturity of three months or less are considered to be cash equivalents. Cash equivalents included in the investment portfolio are reported as investments.

Prepaid Expenses and Other Assets: Prepaid expenses consist of expenditures made for an event, product or service that will occur or be utilized subsequent to fiscal year end. Prepaids also consist of business aids and supplies, such as textbooks, lockboxes, and keycards, which are reported at the lower of cost or net realizable value, computed using the average cost basis.

Investments: The Organization's investments are accounted for at fair value with realized and unrealized gains and losses reported in the statement of activities. CAR's investment in MLSNILLC is recorded at its historical cost basis minus impairment, if any, plus or minus changes in fair value resulting from observable price changes in orderly transactions for the identical or a similar investment of the same issuer.

Property, Equipment, and Software: Property, equipment, and software with a useful life of greater than one year are recorded at cost and depreciated or amortized using the straight-line method over the estimated useful lives of the assets. Management has established the useful lives of the assets as follows:

Building	15 years
Building improvements	5 years
Leasehold improvements	2-10 years
Furniture and office equipment	5-10 years
Computer and telephone equipment	3 years
Computer software	2-3 years

Subsequent Events: Subsequent events have been evaluated at December 19, 2023, which is the date the consolidated financial statements were available to be issued.

Income Taxes: Because of the nature of its primary purpose, CAR has been determined by the Internal Revenue Service to be exempt from federal income tax under the provision of Section 501(c)(6) of the Internal Revenue Code, except to the extent of any unrelated business income. CAR had unrelated business income from advertising revenue and imputed interest in 2023 and 2022.

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**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

CAR BIS is a taxable corporation. CAR BIS and its wholly owned taxable subsidiaries, CAR MLS and NIREIN, participate in a tax sharing arrangement whereby they have elected to allocate taxes among the members of the group tax return using the separate return method. The allocation of tax expense (benefit) is determined based upon what each consolidated group member's current and deferred tax expense would have been had the member filed a separate return. The tax sharing agreement between CAR BIS and the consolidated tax group members provides that the taxes payable or refundable will be settled on an annual basis in the following manner:

- If CAR BIS tax benefits are used to offset taxes due to taxing authorities, then CAR BIS group member that benefits from the offset will record a capital contribution from the related group member.
- Or, if payments are due to taxing authorities, then the respective CAR BIS group member will make a cash payment to CAR BIS to be paid to the taxing authority. Overpayments made by a group member to a taxing authority will be credited or refunded from CAR BIS to the group member as appropriate.

All intercompany balances related to CAR BIS tax sharing agreement have been eliminated in consolidation.

The Foundation is a not-for-profit organization exempt from income tax under Section 501(c)(3) of the Internal Revenue Code. In addition, the Foundation has been determined not to be a "private foundation" within the meaning of Section 509(a) of the Internal Revenue Code. The Foundation had no unrelated business income during the years ended September 30, 2023 and 2022.

As a separate entity, the PAC files periodic information returns with the State Board of Elections. The PAC is also subject to federal income tax on its interest income. The PAC paid no income taxes in fiscal years 2023 or 2022.

The tax returns for all Organizations for the last three years are open years for purposes of any future IRS or State of Illinois examinations.

Retirement Plan: CAR maintains a 401(k) plan. This plan allows eligible employees to defer a portion of their wages from federal and state income taxes. CAR has elected to fund the plan pursuant to safe harbor provisions of the Internal Revenue Service regulations. The safe harbor provision requires a 3% employer contribution for all eligible employees. CAR is also providing a discretionary employer contribution of 1%. The contributions to this plan were approximately \$174,000 and \$143,000 for the years ended September 30, 2023 and 2022, respectively.

**NOTE 3 - POOLED CASH AND CONCENTRATION OF CREDIT RISK**

The operating accounts of each entity are transferred daily into a parent account. This parent account is utilized primarily to receive dues which are reconciled and recorded to the respective general ledger accounts of CAR and its affiliates. At September 30, 2023 and 2022, the Organization had no deposit accounts in excess of FDIC limits. The Organization regularly monitors its cash and investment balances to minimize risk exposure in the event of a financial institution's failure.

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CHICAGO ASSOCIATION OF REALTORS® AND AFFILIATES  
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
September 30, 2023 and 2022

**NOTE 4 - INVESTMENTS AND FAIR VALUE**

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants as of a given measurement date. Investment valuations are separated into a three-level hierarchy based on the reliability of observable and unobservable inputs as follows:

Level 1 -Valuations are based on quoted prices in active markets for identical assets or liabilities that the entity has the ability to access at the measurement date.

Level 2 -Valuations are based on quoted prices for similar assets or liabilities in active markets; quoted prices for identical or similar assets or liabilities in markets that are not active; and model-derived valuations whose significant inputs are observable.

Level 3 -Valuations are based on unobservable inputs for the asset or liability that reflect the reporting entity's own data and assumptions that market participants would use in pricing the asset or liability.

Following is a description of the valuation methodologies used for investments measured at fair value, as well as the general classification of such investments pursuant to the valuation hierarchy.

Mutual funds are valued using quoted market prices for identical assets. Accordingly, these assets are categorized in Level 1 of the fair value hierarchy.

Corporate and U.S. Treasury bills are valued using a spread scale. The spread represents credit risk and is obtained using observable inputs from the new issue market, secondary trading, and dealer quotes. The spreads are then added to a U.S. Treasury Curve. Accordingly, corporate and U.S. Treasury bills are categorized in Level 2 of the fair value hierarchy (income approach).

Fair values of investments measured on a recurring basis at September 30, are as follows:

	Quote Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	Balance at September 30, 2023
<u>2023</u>				
Mutual funds				
Money Market	\$ 186,226	\$ -	\$ -	\$ 186,226
Large Cap Growth	711,381	-	-	711,381
Large Cap Value	551,353	-	-	551,353
Small/Mid Cap Growth	164,195	-	-	164,195
Small/Mid Cap Value	345,830	-	-	345,830
International Equity	298,148	-	-	298,148
Equities Blend	48,637	-	-	48,637
Alternative Investments - Commodity	167,621	-	-	167,621
Long-term Bond	202,097	-	-	202,097
Intermediate-term Bond	61,504	-	-	61,504
Short-term Bond	892,811	-	-	892,811
Fixed Income Blend	81,189	-	-	81,189
Corporate bonds	-	557,552	-	557,552
U.S. Treasury bills	-	469,147	-	469,147
	<u>\$ 3,710,992</u>	<u>\$ 1,026,699</u>	<u>\$ -</u>	<u>\$ 4,737,691</u>

(Continued)

CHICAGO ASSOCIATION OF REALTORS® AND AFFILIATES  
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
September 30, 2023 and 2022

**NOTE 4 - INVESTMENTS AND FAIR VALUE (Continued)**

	Quote Prices in			Balance at
	Active Markets	Significant Other	Significant	September 30,
	for Identical	Observable	Unobservable	2022
	Assets	Inputs	Inputs	
	(Level 1)	(Level 2)	(Level 3)	
<u>2022</u>				
Mutual funds				
Money Market	\$ 507,113	\$ -	\$ -	\$ 507,113
Large Cap Growth	782,458	-	-	782,458
Large Cap Value	735,458	-	-	735,458
Small/Mid Cap Growth	163,169	-	-	163,169
Small/Mid Cap Value	365,358	-	-	365,358
International Equity	331,041	-	-	331,041
Equities Blend	27,255	-	-	27,255
Alternative Investments - Commodity	222,756	-	-	222,756
Long-term Bond	263,530	-	-	263,530
Intermediate-term Bond	159,101	-	-	159,101
Short-term Bond	1,153,320	-	-	1,153,320
Fixed Income Blend	133,568	-	-	133,568
Corporate bonds	-	596,641	-	596,641
U.S. Treasury bills	-	247,305	-	247,305
	<u>\$ 4,844,127</u>	<u>\$ 843,946</u>	<u>\$ -</u>	<u>\$ 5,688,073</u>

**NOTE 5 - DESIGNATED ASSETS WITHOUT DONOR RESTRICTIONS**

During the years ended September 30, 1998 and 1997, the Board of Directors voted to designate a portion of net assets to be used only with formal Board approval. The amount of the designation was \$10 per dues-paying member.

**NOTE 6 - LEASE OBLIGATIONS**

CAR entered into a 10-year central office lease effective September 1, 2016, for which the first 11 months of rent are abated. Subsequent months of rent commence at \$24,755 per month and escalate to \$45,198 over the course of the lease prior to expiration in February 2027. CAR had the right to use the space commencing September 1, 2016, in order to build out the space prior to occupying it. The lease includes a tenant incentive allowance totaling \$1,074,790 towards build-out of the space. CAR used a discount rate of 1.57% to compute the net present value of the future minimum lease payments, which was the risk free rate for 10-year treasuries at the commencement date of the lease. There is an optional 5-year renewal term at the end of the lease term. The Organization has not included this in the right of use asset and lease liability as it is not reasonably certain that CAR will renew the lease upon expiration.

CAR entered into a 5-year printer/copier lease effective September 9, 2020. Monthly rental charges are \$5,102 plus applicable taxes. CAR had the right to use the equipment upon delivery. CAR used a discount rate of 0.26% to compute the net present value of the future minimum lease payments, which was the risk free rate for 5-year treasuries at the commencement date of the lease.

(Continued)

CHICAGO ASSOCIATION OF REALTORS® AND AFFILIATES  
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
September 30, 2023 and 2022

**NOTE 6 - LEASE OBLIGATIONS** (Continued)

The following are the components of total lease costs for the years ended September 30:

	<u>2023</u>	<u>2022</u>
Operating lease cost	\$ 463,622	\$ 442,437
Variable and short term lease cost	<u>42,126</u>	<u>41,476</u>
Total lease cost	<u>\$ 505,748</u>	<u>\$ 483,913</u>

The following is other information for CAR's operating leases at September 30:

	<u>2023</u>	<u>2022</u>
Weighted-average remaining lease term	3.29 years	4.29 years
Weighted-average discount rate	1.46%	1.29%

Future minimum payments under the leases in fiscal years ending September 30 are as follows:

	<u>Office Space</u>	<u>Copier</u>	<u>Total</u>
2024	495,043	65,668	560,711
2025	510,194	60,196	570,390
2026	525,796		525,796
2027	<u>225,990</u>	<u>-</u>	<u>225,990</u>
Total lease payments	1,757,023	125,864	1,882,887
Less: imputed interest	<u>(434,276)</u>	<u>(482)</u>	<u>(434,758)</u>
Lease liabilities	<u>\$ 1,322,747</u>	<u>\$ 125,382</u>	<u>\$ 1,448,129</u>

**NOTE 7 - COMMITMENTS**

CAR has an employment agreement with its Chief Executive Officer (CEO) that continues through April 15, 2024. In addition to providing the same annual compensation and benefits granted to all other CAR employees, the agreement provides for continuation of base pay for up to six months after termination for a reason other than cause or good reason, as defined.

**NOTE 8 - REVOLVING CREDIT CARD AGREEMENT**

CAR has a \$250,000 revolving credit card agreement, to manage office wide procurement, with a financial institution. Credit is available through the use of credit cards which have been issued to various individuals in the Organization. The Organization repays the balance every month to avoid paying any interest charges. There was no interest expense for the years ended September 30, 2023 and 2022. At September 30, 2023 and 2022, CAR owed approximately \$125,117 and \$106,768, respectively, under this agreement, which is included in accounts payable on the consolidated statements of financial position.

(Continued)

CHICAGO ASSOCIATION OF REALTORS® AND AFFILIATES  
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
September 30, 2023 and 2022

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**NOTE 9 - RELATED ORGANIZATIONS**

The Organization remitted fees for multiple listing services through CAR MLS to MRED totaling \$5,479,126 and \$5,284,778 for the years ended September 30, 2023 and 2022, respectively.

**NOTE 10 - INCOME TAXES**

CAR's income tax expense for the years ending September 30, 2023 and 2022, related to CAR unrelated business income tax and net taxable income for CAR BIS. CAR BIS and its wholly owned taxable subsidiaries, CAR MLS and NIREIN, participate in a tax sharing arrangement. The components of CAR BIS income tax expense consist of taxable income generated by CAR MLS, after applying net operating losses generated by NIREIN.

Consolidated tax expense for the fiscal years ended September 30 consisted of the following:

	<u>2023</u>	<u>2022</u>
CAR BIS		
CAR MLS tax expense	\$ 144,143	\$ 119,394
NIREIN net operating loss generated	(9,067)	(8,994)
CARPAC Tax Expense	79	-
CAR unrelated business income tax	<u>7,580</u>	<u>3,020</u>
Total income tax expense	<u>\$ 142,735</u>	<u>\$ 113,420</u>

For the years ended September 30, 2023 and 2022, CAR MLS generated a net taxable income of approximately \$504,000 and \$419,000, respectively, resulting in estimated income tax expense of approximately \$144,000 and \$119,000, respectively. CAR MLS has no material temporary tax differences.

NIREIN generated approximately \$34,000 and \$23,000 in net operating loss during the years ended September 30, 2023 and 2022, respectively, which was used by CAR MLS to offset its taxable income. The tax-effected amounts are recorded as a distribution from NIREIN to CAR MLS and are eliminated in consolidation.

At September 30, 2023 and 2022, NIREIN had approximately \$562,000 of loss carryforwards, expiring through 2031. These net operating loss carryforwards were generated prior to fiscal 2015, the year when CAR BIS became a tax group, and may only be used to offset taxable income of NIREIN. Due to the uncertainty of realizing the tax benefit of the loss carryforwards, an allowance in an equal amount has been established.

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(Continued)



CHICAGO ASSOCIATION OF REALTORS® AND AFFILIATES  
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
September 30, 2023 and 2022

**NOTE 11 - PROGRAM EXPENSES BY NATURE**

The statements of activities report certain categories of expenses attributable to the programs and supporting functions of CAR. Program Activities include Member Services, Professional Development, Networking Events, Advocacy and the costs of other charitable programs. The table below presents these functional expenses by their natural classification for the year ended September 30, 2023.

	Program Activities	Supporting Activities		
	<u>Total</u>	<u>Management &amp; General</u>	<u>Association Governance</u>	<u>Total</u>
Employee costs	\$ 3,725,625	\$ 1,610,275	\$ 508,075	\$ 5,843,975
Professional fees	50,834	408,304	3,392	462,530
Facilities and related	109,164	441,805	-	550,969
Depreciation	-	526,057	-	526,057
Office operations	55,748	584,403	270	640,421
Bank and credit card fees	356,308	23,468	-	379,776
Advertising and marketing	130,857	2,348	-	133,205
Direct program costs	<u>7,525,067</u>	<u>-</u>	<u>286,628</u>	<u>7,811,695</u>
Total expenses	<u>\$ 11,953,603</u>	<u>\$ 3,596,660</u>	<u>\$ 798,365</u>	<u>\$ 16,348,628</u>

The table below presents these functional expenses by their natural classification for the year ended September 30, 2022.

	Program Activities	Supporting Activities		
	<u>Total</u>	<u>Management &amp; General</u>	<u>Association Governance</u>	<u>Total</u>
Employee costs	\$ 3,390,423	\$ 1,356,787	\$ 493,883	\$ 5,241,093
Professional fees	111,397	335,028	-	446,425
Facilities and related	104,500	444,006	-	548,506
Depreciation	-	504,740	-	504,740
Office operations	12,220	505,228	44	517,492
Bank and credit card fees	360,346	22,229	-	382,575
Advertising and marketing	163,186	6,643	-	169,829
Direct program costs	<u>7,513,901</u>	<u>-</u>	<u>435,051</u>	<u>7,948,952</u>
Total expenses	<u>\$ 11,655,973</u>	<u>\$ 3,174,661</u>	<u>\$ 928,978</u>	<u>\$ 15,759,612</u>

The functional expense schedules above represent expenses prior to the direct allocation of supporting activities to programmatic activities. The Statement of Activities reflects management's allocation of indirect activities to programmatic activities. The allocations of certain categories of expenses attributable to more than one program or supporting function are described in Note 2.

(Continued)

CHICAGO ASSOCIATION OF REALTORS® AND AFFILIATES  
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
September 30, 2023 and 2022

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**NOTE 12 - LIQUIDITY AND AVAILABILITY**

CAR's financial assets available within one year of the statement of financial position date for general expenditure are as follows:

	<u>2023</u>	<u>2022</u>
Cash and cash equivalents	\$ 7,851,316	\$ 6,828,045
Investments	4,737,691	5,688,073
Less designated and restricted net assets	<u>(244,649)</u>	<u>(269,510)</u>
	<u>\$ 12,344,358</u>	<u>\$ 12,246,608</u>

As part of CAR's liquidity management, CAR invests its financial assets to be available as its general expenditures, liabilities, and other obligations come due. To help manage unanticipated liquidity needs, the organization has a formal reserve policy requiring CAR to maintain minimum operating reserves equal to 50% of operating expenses.

## **SUPPLEMENTARY INFORMATION**

CHICAGO ASSOCIATION OF REALTORS®  
AND AFFILIATES  
CONSOLIDATING STATEMENT OF FINANCIAL POSITION  
September 30, 2023  
(with comparative totals for 2022)

	2023							2022
	<u>CAR</u>	<u>CAR BIS</u>	<u>Subtotal</u>	<u>Foundation</u>	<u>PAC</u>	<u>Eliminations</u>	<u>Total</u>	<u>Consolidated</u>
<b>ASSETS</b>								
Current assets								
Cash and cash equivalents	\$ 2,050,496	\$ 5,228,407	\$ 7,278,903	\$ 444,195	\$ 128,218	\$ -	\$ 7,851,316	\$ 6,828,045
Investments	2,418,801	1,516,108	3,934,909	802,782	-	-	4,737,691	5,688,073
Accounts receivable, intercompany	677,748	-	677,748	-	-	(677,748)	-	-
Prepaid expenses and other current assets	<u>354,246</u>	<u>27,268</u>	<u>381,514</u>	<u>2,433</u>	<u>-</u>	<u>-</u>	<u>383,947</u>	<u>278,239</u>
Total current assets	5,501,291	6,771,783	12,273,074	1,249,410	128,218	(677,748)	12,972,954	12,794,357
Property, equipment, and software								
Land	-	-	-	-	-	-	-	25,000
Buildings and improvements	-	-	-	-	-	-	-	153,548
Leasehold improvements	2,895,132	-	2,895,132	-	-	-	2,895,132	2,859,111
Furniture and office equipment	918,301	-	918,301	-	-	-	918,301	913,116
Computer and telephone equipment	467,738	-	467,738	-	-	-	467,738	384,907
Computer software	<u>1,080,391</u>	<u>-</u>	<u>1,080,391</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>1,080,391</u>	<u>994,230</u>
	5,361,562	-	5,361,562	-	-	-	5,361,562	5,329,912
Less accumulated depreciation	<u>(3,483,875)</u>	<u>-</u>	<u>(3,483,875)</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>(3,483,875)</u>	<u>(3,077,388)</u>
Property, equipment, and software, net	1,877,687	-	1,877,687	-	-	-	1,877,687	2,252,524
Right to use office space	675,064	-	675,064	-	-	-	675,064	857,995
Right to use office equipment	<u>125,382</u>	<u>-</u>	<u>125,382</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>125,382</u>	<u>190,554</u>
	<u>\$ 8,179,424</u>	<u>\$ 6,771,783</u>	<u>\$ 14,951,207</u>	<u>\$ 1,249,410</u>	<u>\$ 128,218</u>	<u>\$ (677,748)</u>	<u>\$ 15,651,087</u>	<u>\$ 16,095,430</u>

(Continued)

CHICAGO ASSOCIATION OF REALTORS®  
AND AFFILIATES  
CONSOLIDATING STATEMENT OF FINANCIAL POSITION  
September 30, 2023  
(with comparative totals for 2022)

	2023							2022
	<u>CAR</u>	<u>CAR BIS</u>	<u>Subtotal</u>	<u>Foundation</u>	<u>PAC</u>	<u>Eliminations</u>	<u>Total</u>	<u>Consolidated</u>
<b>LIABILITIES AND NET ASSETS</b>								
Current liabilities								
Accounts payable	\$ 355,061	\$ 1,813	\$ 356,874	\$ -	\$ -	\$ -	\$ 356,874	\$ 291,690
Intercompany payable	-	677,748	677,748	-	-	(677,748)	-	-
Accrued expenses	511,686	(26,549)	485,137	23,340	-	-	508,477	486,661
Due to National and State Associations	159,072	35	159,107	-	-	-	159,107	136,889
Deferred revenue								
Dues	2,755,964	246,010	3,001,974	-	-	-	3,001,974	2,953,610
User fees	-	2,526,381	2,526,381	-	-	-	2,526,381	2,430,630
Other	139,238	-	139,238	-	-	-	139,238	134,583
Lease liability for right to use assets - short term	426,482	-	426,482	-	-	-	426,482	406,246
Total current liabilities	4,347,503	3,425,438	7,772,941	23,340	-	(677,748)	7,118,533	6,840,309
Lease liability for right to use assets - long term	1,021,647	-	1,021,647	-	-	-	1,021,647	1,448,128
Total liabilities	5,369,150	3,425,438	8,794,588	23,340	-	(677,748)	8,140,180	8,288,437
Net assets								
Without donor restrictions								
Designated	150,273	-	150,273	-	-	-	150,273	150,273
Undesignated	2,660,001	3,346,345	6,006,346	1,131,694	128,218	-	7,266,258	7,537,483
Total without donor restrictions	2,810,274	3,346,345	6,156,619	1,131,694	128,218	-	7,416,531	7,687,756
With donor restrictions	-	-	-	94,376	-	-	94,376	119,237
Total net assets	2,810,274	3,346,345	6,156,619	1,226,070	128,218	-	7,510,907	7,806,993
	<u>\$ 8,179,424</u>	<u>\$ 6,771,783</u>	<u>\$ 14,951,207</u>	<u>\$ 1,249,410</u>	<u>\$ 128,218</u>	<u>\$ (677,748)</u>	<u>\$ 15,651,087</u>	<u>\$ 16,095,430</u>

See accompanying Independent Auditor's Report.

CHICAGO ASSOCIATION OF REALTORS®  
AND AFFILIATES  
CONSOLIDATING STATEMENT OF ACTIVITIES  
Year Ended September 30, 2023  
(with comparative totals for 2022)

	2023						2022
	<u>CAR</u>	<u>CAR BIS</u>	<u>Subtotal</u>	<u>Foundation</u>	<u>PAC</u>	<u>Eliminations</u>	<u>Consolidated</u>
Activities without donor restrictions							
Operating activities							
Revenue							
Local dues and fees	\$ 5,479,283	\$ 489,968	\$ 5,969,251	\$ -	\$ -	\$ -	\$ 5,969,251
Listing services	-	6,297,645	6,297,645	-	-	-	6,297,645
Member professional development	635,583	-	635,583	-	-	(1,500)	634,083
Application and other fees	975,842	114,868	1,090,710	-	-	-	1,090,710
Governance	64,918	-	64,918	-	-	(59,018)	5,900
Member events	694,980	176,785	871,765	-	-	-	871,765
Other member services	159,126	-	159,126	-	-	-	159,126
Contributions	53,670	-	53,670	245,294	44,385	(47,000)	296,349
Net assets released from restriction	-	-	-	25,486	-	-	25,486
Total revenue	8,063,402	7,079,266	15,142,668	270,780	44,385	(107,518)	15,350,315
Expenses							
Program							
Member services	2,295,620	27,744	2,323,364	-	-	-	2,323,364
Listing services	-	6,159,861	6,159,861	-	-	-	6,159,861
Member professional development	1,791,666	-	1,791,666	-	-	-	1,791,666
Other member services	52,561	-	52,561	-	-	-	52,561
Member events	2,591,371	457,098	3,048,469	28,067	-	-	3,076,536
Government affairs	247,233	-	247,233	-	-	-	247,233
State and National Association meetings	253,241	-	253,241	-	-	-	253,241
Public relations	1,011,199	89,531	1,100,730	-	-	-	1,100,730
Contributions and grants	-	47,000	47,000	121,936	18,250	(47,000)	140,186
Total program	8,242,891	6,781,234	15,024,125	150,003	18,250	(47,000)	15,145,378
General and administrative	-	-	-	69,475	7,018	(60,518)	15,975
Association governance	1,182,917	-	1,182,917	4,358	-	-	1,187,275
Total expenses	9,425,808	6,781,234	16,207,042	223,836	25,268	(107,518)	16,348,628
Change in net assets							
from operating activities	\$ (1,362,406)	\$ 298,032	\$ (1,064,374)	\$ 46,944	\$ 19,117	\$ -	\$ (998,313)

(Continued)

CHICAGO ASSOCIATION OF REALTORS®  
AND AFFILIATES  
CONSOLIDATING STATEMENT OF ACTIVITIES  
Year Ended September 30, 2023  
(with comparative totals for 2022)

	2023							2022
	<u>CAR</u>	<u>CAR BIS</u>	<u>Subtotal</u>	<u>Foundation</u>	<u>PAC</u>	<u>Eliminations</u>	<u>Total</u>	<u>Consolidated</u>
<b>Nonoperating revenue (expenses)</b>								
Interest and dividend income	\$ 164,085	\$ 182,990	\$ 347,075	\$ 27,369	\$ 4,136	\$ -	\$ 378,580	\$ 140,226
Gain (loss) on investments	309,288	82,292	391,580	57,048	-	-	448,628	(750,177)
Gain on disposal of assets	78,013	-	78,013	-	-	-	78,013	-
Other revenue/(expense)	(16,456)	(11,919)	(28,375)	(7,023)	-	-	(35,398)	(44,505)
Income tax expense	(7,580)	(135,076)	(142,656)	-	(79)	-	(142,735)	(113,420)
Nonoperating revenue (expense), net	<u>527,350</u>	<u>118,287</u>	<u>645,637</u>	<u>77,394</u>	<u>4,057</u>	<u>-</u>	<u>727,088</u>	<u>(767,876)</u>
<b>Change in net assets without donor restrictions</b>	(835,056)	416,319	(418,737)	124,338	23,174	-	(271,225)	(1,309,522)
<b>Activities with donor restrictions</b>								
Contributions	-	-	-	625	-	-	625	3,650
Release from restriction	-	-	-	(25,486)	-	-	(25,486)	(51,302)
<b>Change in net assets with donor restrictions</b>	<u>-</u>	<u>-</u>	<u>-</u>	<u>(24,861)</u>	<u>-</u>	<u>-</u>	<u>(24,861)</u>	<u>(47,652)</u>
<b>Change in total net assets</b>	(835,056)	416,319	(418,737)	99,477	23,174	-	(296,086)	(1,357,174)
<b>Total net assets</b>								
Beginning of year	<u>3,645,330</u>	<u>2,930,026</u>	<u>6,575,356</u>	<u>1,126,593</u>	<u>105,044</u>	<u>-</u>	<u>7,806,993</u>	<u>9,164,167</u>
End of year	<u>\$ 2,810,274</u>	<u>\$ 3,346,345</u>	<u>\$ 6,156,619</u>	<u>\$ 1,226,070</u>	<u>\$ 128,218</u>	<u>\$ -</u>	<u>\$ 7,510,907</u>	<u>\$ 7,806,993</u>

See accompanying Independent Auditor's Report.

CHICAGO ASSOCIATION OF REALTORS®  
AND AFFILIATES  
CONSOLIDATING STATEMENT OF CASH FLOWS  
Year Ended September 30, 2023  
(with comparative totals for 2022)

	2023						2022
	<u>CAR</u>	<u>CAR BIS</u>	<u>Subtotal</u>	<u>Foundation</u>	<u>PAC</u>	<u>Eliminations</u>	<u>Consolidated</u>
<b>Cash flows from operating activities</b>							
Change in net assets	\$ (835,056)	\$ 416,319	\$ (418,737)	\$ 99,477	\$ 23,174	\$ -	\$ (1,357,174)
Adjustment to reconcile change in net assets to net cash from operating activities:							
Depreciation and amortization	526,057	-	526,057	-	-	-	504,740
Net loss (gain) on investments	(309,288)	(82,292)	(391,580)	(57,048)	-	-	750,177
Net gain on sale of assets	(78,013)	-	(78,013)	-	-	-	-
Noncash lease expense	248,103	-	248,103	-	-	-	249,478
Changes in:							
Prepaid expenses and other assets	(136,396)	23,623	(112,773)	(618)	-	-	98,030
Accounts, dues, and other payables	87,619	8,195	95,814	(730)	-	-	15,550
Accrued expenses	100,871	(62,103)	38,768	(16,951)	-	-	(33,791)
Deferred revenue	41,384	107,386	148,770	-	-	-	(417,293)
Lease liability	(406,245)	-	(406,245)	-	-	-	(393,340)
Net cash from operating activities	(760,964)	411,128	(349,836)	24,130	23,174	-	(583,623)
<b>Cash flows from investing activities</b>							
Purchase of property, equipment, and software	(211,154)	-	(211,154)	-	-	-	(302,650)
Proceeds from sale of property, equipment, and software	137,947	-	137,947	-	-	-	-
Proceeds from sale of investments	1,500,000	-	1,500,000	-	-	-	-
Purchase of investments	(59,114)	(29,091)	(88,205)	(12,785)	-	-	(66,608)
Net cash from investing activities	1,367,679	(29,091)	1,338,588	(12,785)	-	-	(369,258)
<b>Net change in cash and cash equivalents</b>	606,715	382,037	988,752	11,345	23,174	-	(952,881)
<b>Cash and cash equivalents</b>							
Beginning of year	1,443,781	4,846,370	6,290,151	432,850	105,044	-	7,780,926
End of year	\$ 2,050,496	\$ 5,228,407	\$ 7,278,903	\$ 444,195	\$ 128,218	\$ -	\$ 6,828,045

See accompanying Independent Auditor's Report.



CHICAGO ASSOCIATION OF REALTORS® AND AFFILIATES  
CONSOLIDATING STATEMENT OF GENERAL AND ADMINISTRATIVE  
EXPENSE – NATURAL CLASSIFICATION  
Year Ended September 30, 2023

	<u>CAR</u>	<u>CAR BIS</u>	<u>Subtotal</u>	<u>Foundation</u>	<u>PAC</u>	<u>Eliminations</u>	<u>Total</u>
Salaries, taxes and benefits	\$ 5,039,777	\$ 490,885	\$ 5,530,662	\$ -	\$ -	\$ -	\$ 5,530,662
Temporary help	90,575	22,155	112,730	-	-	-	112,730
Staff services allocation	-	-	-	56,821	2,197	(59,018)	-
Total employee costs	5,130,352	513,040	5,643,392	56,821	2,197	(59,018)	5,643,392
Staff training and employee related	154,980	8,053	163,033	1,136	-	-	164,169
Advertising and marketing	130,857	-	130,857	2,348	-	-	133,205
Bank and credit card charges	199,874	171,320	371,194	5,541	3,041	-	379,776
Computer supplies and related expense	343,567	30,745	374,312	-	-	-	374,312
Depreciation and amortization	479,345	46,712	526,057	-	-	-	526,057
Dues and subscriptions	35,701	713	36,414	-	-	-	36,414
Insurance	52,686	7,643	60,329	-	-	-	60,329
Maintenance and repairs	25,922	2,934	28,856	-	-	-	28,856
Office supplies and related expense	21,409	1,904	23,313	-	-	-	23,313
Postage and delivery	16,717	659	17,376	29	-	-	17,405
Printing and photocopying	13	-	13	-	-	-	13
Professional fees	408,057	49,093	457,150	3,600	1,780	-	462,530
Rent, utilities, and real estate tax	485,615	37,998	523,613	-	-	(1,500)	522,113
Telephone	150,415	14,635	165,050	-	-	-	165,050
	7,635,510	885,449	8,520,959	69,475	7,018	(60,518)	8,536,934
Less expenses allocated to specific programs	(7,635,510)	(885,449)	(8,520,959)	-	-	-	(8,520,959)
	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 69,475</u>	<u>\$ 7,018</u>	<u>\$ (60,518)</u>	<u>\$ 15,975</u>

(Continued)

CHICAGO ASSOCIATION OF REALTORS® AND AFFILIATES  
CONSOLIDATING STATEMENT OF GENERAL AND ADMINISTRATIVE  
EXPENSE – NATURAL CLASSIFICATION  
Year Ended September 30, 2022

	<u>CAR</u>	<u>CAR BIS</u>	<u>Subtotal</u>	<u>Foundation</u>	<u>PAC</u>	<u>Eliminations</u>	<u>Total</u>
Salaries, taxes and benefits	\$ 4,466,270	\$ 450,557	\$ 4,916,827	\$ -	\$ -	\$ -	\$ 4,916,827
Temporary help	70,991	27,636	98,627	-	-	-	98,627
Staff services allocation	-	-	-	82,828	1,820	(84,648)	-
Total employee costs	4,537,261	478,193	5,015,454	82,828	1,820	(84,648)	5,015,454
Staff training and employee related	164,096	9,646	173,742	892	-	-	174,634
Advertising and marketing	163,601	-	163,601	6,643	-	-	170,244
Bank and credit card charges	217,676	158,109	375,785	3,812	2,979	-	382,576
Computer supplies and related expense	262,455	22,977	285,432	-	-	-	285,432
Depreciation and amortization	458,928	45,812	504,740	-	-	-	504,740
Dues and subscriptions	50,030	975	51,005	-	-	-	51,005
Insurance	37,135	6,106	43,241	-	-	-	43,241
Maintenance and repairs	34,810	3,420	38,230	-	-	-	38,230
Office supplies and related expense	20,687	2,390	23,077	-	-	-	23,077
Postage and delivery	19,905	857	20,762	14	-	-	20,776
Printing and photocopying	382	34	416	-	-	-	416
Professional fees	391,682	45,977	437,659	7,705	1,060	-	446,424
Rent, utilities, and real estate tax	473,747	38,029	511,776	-	-	(1,500)	510,276
Telephone	161,704	15,748	177,452	-	-	-	177,452
	6,994,099	828,273	7,822,372	101,894	5,859	(86,148)	7,843,977
Less expenses allocated to specific programs	(6,994,099)	(828,273)	(7,822,372)	-	-	-	(7,822,372)
	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 101,894</u>	<u>\$ 5,859</u>	<u>\$ (86,148)</u>	<u>\$ 21,605</u>

See accompanying Independent Auditor's Report.

CHICAGO ASSOCIATION OF REALTORS® AND AFFILIATES  
CONSOLIDATING STATEMENT OF FINANCIAL POSITION – CAR BIS  
September 30, 2023  
(With comparative totals for 2022)

	<u>CAR BIS</u>	<u>MLS</u>	<u>NIREIN</u>	<u>Eliminations</u>	<u>CAR BIS Consolidated</u>	<u>2022 Consolidated</u>
<b>ASSETS</b>						
Current assets						
Cash and cash equivalents	\$ -	\$ 5,228,407	\$ -	\$ -	\$ 5,228,407	\$ 4,846,370
Investments	-	1,516,108	-	-	1,516,108	1,404,725
Prepaid expenses and other current assets	-	16,633	10,635	-	27,268	50,891
Total current assets	-	6,761,148	10,635	-	6,771,783	6,301,986
	<u>\$ -</u>	<u>\$ 6,761,148</u>	<u>\$ 10,635</u>	<u>\$ -</u>	<u>\$ 6,771,783</u>	<u>\$ 6,301,986</u>
<b>LIABILITIES AND NET ASSETS</b>						
Current liabilities						
Accounts payable	\$ -	\$ -	\$ 1,813	\$ -	\$ 1,813	\$ 1,300
Intercompany payable	-	-	677,748	-	677,748	67,065
Accrued Expenses	-	(24,078)	(2,471)	-	(26,549)	35,555
Due to National and State Associations	-	-	35	-	35	35
Deferred revenue						
Dues	-	203,100	42,910	-	246,010	234,375
User fees	-	2,526,381	-	-	2,526,381	2,430,630
Other	-	-	-	-	-	-
Total current liabilities	-	2,705,403	720,035	-	3,425,438	3,371,960
Total liabilities	-	2,705,403	720,035	-	3,425,438	3,371,960
Net assets						
Without donor restrictions	-	4,055,745	(709,400)	-	3,346,345	2,930,026
With donor restrictions	-	-	-	-	-	-
Total net assets	-	4,055,745	(709,400)	-	3,346,345	2,930,026
	<u>\$ -</u>	<u>\$ 6,761,148</u>	<u>\$ 10,635</u>	<u>\$ -</u>	<u>\$ 6,771,783</u>	<u>\$ 6,301,986</u>

See accompanying Independent Auditor's Report.

CHICAGO ASSOCIATION OF REALTORS® AND AFFILIATES  
CONSOLIDATING STATEMENT OF ACTIVITIES – CAR BIS  
Year Ended September 30, 2023  
(with comparative totals for 2022)

	2023					2022
	<u>CAR BIS</u>	<u>MLS</u>	<u>NIREIN</u>	<u>Eliminations</u>	<u>CAR BIS Consolidated</u>	<u>Consolidated</u>
Activities without donor restrictions						
Operating activities						
Revenue						
Local dues and fees	\$ -	\$ 419,910	\$ 70,058	\$ -	\$ 489,968	\$ 495,685
Listing services	-	6,260,906	36,739	-	6,297,645	6,054,945
Application and other fees	-	114,868	-	-	114,868	102,590
Member events	-	176,785	-	-	176,785	223,406
Total revenue	-	6,972,469	106,797	-	7,079,266	6,876,626
Expenses						
Program						
Member services	-	-	27,744	-	27,744	57,193
Listing services	-	6,133,300	26,561	-	6,159,861	5,840,705
Member events	-	401,135	55,963	-	457,098	484,943
Public Relations	-	89,531	-	-	89,531	85,234
Contributions and grants	-	47,000	-	-	47,000	38,000
Total program	-	6,670,966	110,268	-	6,781,234	6,506,075
General and administrative	-	-	-	-	-	-
Total expenses	-	6,670,966	110,268	-	6,781,234	6,506,075
Change in net assets						
from operating activities	\$ -	\$ 301,503	\$ (3,471)	\$ -	\$ 298,032	\$ 370,551

(Continued)

CHICAGO ASSOCIATION OF REALTORS® AND AFFILIATES  
CONSOLIDATING STATEMENT OF ACTIVITIES – CAR BIS  
Year Ended September 30, 2023  
(with comparative totals for 2022)

	2023					2022
	<u>CAR BIS</u>	<u>MLS</u>	<u>NIREIN</u>	<u>Eliminations</u>	<u>CAR BIS Consolidated</u>	<u>Consolidated</u>
<b>Nonoperating revenue (expenses)</b>						
Interest and dividend income (expense)	\$ -	\$ 213,712	\$ (30,722)	\$ -	\$ 182,990	\$ 37,357
Gain (loss) on investments	-	82,292	-	-	82,292	(166,152)
Other expense	-	(11,919)	-	-	(11,919)	(12,106)
Income tax expense	-	(144,143)	9,067	-	(135,076)	(110,400)
Nonoperating revenue (expense), net	-	139,942	(21,655)	-	118,287	(251,301)
<b>Change in net assets</b>	-	441,445	(25,126)	-	416,319	119,250
<b>Total net assets</b>						
Beginning of year	-	3,605,233	(675,207)	-	2,930,026	2,810,776
Capital contributions	-	9,067	-	(9,067)	-	-
Distributions	-	-	(9,067)	9,067	-	-
Change in net assets	-	441,445	(25,126)	-	416,319	119,250
End of year	\$ -	\$ 4,055,745	\$ (709,400)	\$ -	\$ 3,346,345	\$ 2,930,026

See accompanying Independent Auditor's Report.

CHICAGO ASSOCIATION OF REALTORS® AND AFFILIATES  
CONSOLIDATING STATEMENT OF CASH FLOWS – CAR BIS  
Year Ended September 30, 2023  
(with comparative totals for 2022)

	2023					2022
	<u>CAR BIS</u>	<u>MLS</u>	<u>NIREIN</u>	<u>Eliminations</u>	<u>CAR BIS Consolidated</u>	<u>Consolidated</u>
<b>Cash flows from operating activities</b>						
Change in net assets	\$ -	\$ 450,512	\$ (34,193)	\$ -	\$ 416,319	\$ 119,250
Adjustment to reconcile change in net assets to net cash from operating activities:						
Net (gain) loss on investments	-	(82,292)	-	-	(82,292)	166,152
Changes in:						
Prepaid expenses and other assets	-	3,845	19,778	-	23,623	10,840
Accounts, dues, and other payables	-	-	8,195	-	8,195	130
Accrued expenses	-	(62,103)	-	-	(62,103)	37,846
Deferred revenue	-	101,166	6,220	-	107,386	(337,919)
Net cash from operating activities	-	411,128	-	-	411,128	(3,701)
<b>Cash flows from investing activities</b>						
Purchase of investments	-	(29,091)	-	-	(29,091)	(20,574)
Net cash from investing activities	-	(29,091)	-	-	(29,091)	(20,574)
<b>Net change in cash and cash equivalents</b>	-	382,037	-	-	382,037	(24,275)
<b>Cash and cash equivalents</b>						
Beginning of year	-	4,846,370	-	-	4,846,370	4,870,645
End of year	<u>\$ -</u>	<u>\$ 5,228,407</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 5,228,407</u>	<u>\$ 4,846,370</u>

See accompanying Independent Auditor's Report.

CHICAGO ASSOCIATION OF REALTORS® AND AFFILIATES  
CONSOLIDATING STATEMENT OF GENERAL AND ADMINISTRATIVE EXPENSE –  
NATURAL CLASSIFICATION - CAR BIS  
Year Ended September 30, 2023

	2023				
	<u>CAR BIS</u>	<u>MLS</u>	<u>NIREIN</u>	<u>Eliminations</u>	<u>CAR BIS Consolidated</u>
Salaries and wages	\$ -	\$ 449,957	\$ 40,928	\$ -	\$ 490,885
Temporary help	-	22,155	-	-	22,155
Total employee costs	-	472,112	40,928	-	513,040
Staff training and employee related	-	7,285	768	-	8,053
Advertising and marketing	-	-	-	-	-
Bank and credit card charges	-	165,610	5,710	-	171,320
Computer supplies and related expense	-	28,219	2,526	-	30,745
Depreciation and amortization	-	42,709	4,003	-	46,712
Dues and subscriptions	-	647	66	-	713
Insurance	-	6,764	879	-	7,643
Maintenance and repairs	-	2,754	180	-	2,934
Office supplies and related expense	-	1,734	170	-	1,904
Postage and delivery	-	605	54	-	659
Printing and photocopying	-	-	-	-	-
Professional fees	-	45,049	4,044	-	49,093
Rent, utilities and real estate tax	-	34,864	3,134	-	37,998
Telephone	-	13,390	1,245	-	14,635
	-	821,742	63,707	-	885,449
Less expenses allocated to specific programs	-	(821,742)	(63,707)	-	(885,449)
	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>

(Continued)

CHICAGO ASSOCIATION OF REALTORS® AND AFFILIATES  
CONSOLIDATING STATEMENT OF GENERAL AND ADMINISTRATIVE EXPENSE –  
NATURAL CLASSIFICATION - CAR BIS  
Year Ended September 30, 2022

	2022				
	<u>CAR BIS</u>	<u>MLS</u>	<u>NIREIN</u>	<u>Eliminations</u>	<u>CAR BIS Consolidated</u>
Salaries and wages	\$ -	\$ 401,101	\$ 49,456	\$ -	\$ 450,557
Temporary help	-	27,547	89	-	27,636
Total employee costs	-	428,648	49,545	-	478,193
Staff training and employee related	-	8,345	1,301	-	9,646
Advertising and marketing	-	-	-	-	-
Bank and credit card charges	-	152,407	5,702	-	158,109
Computer supplies and related expense	-	20,550	2,427	-	22,977
Depreciation and amortization	-	40,999	4,813	-	45,812
Dues and subscriptions	-	873	102	-	975
Insurance	-	5,321	785	-	6,106
Maintenance and repairs	-	3,060	360	-	3,420
Office supplies and related expense	-	2,171	219	-	2,390
Postage and delivery	-	768	89	-	857
Printing and photocopying	-	30	4	-	34
Professional fees	-	40,327	5,650	-	45,977
Rent, utilities and real estate tax	-	33,974	4,055	-	38,029
Telephone	-	14,103	1,645	-	15,748
	-	751,576	76,697	-	828,273
Less expenses allocated to specific programs	-	(751,576)	(76,697)	-	(828,273)
	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>

See accompanying Independent Auditor's Report.