

Elmira-Corning Regional Board of Realtors, Inc.
2023 ANNUAL REPORT

	2020	2021	2022	2023
MEMBERSHIP STATISTICS (year-end)				
Primary Realtors/MLS: Brokers & SP	291	305	297	294
Primary Realtors/non-MLS: Brokers & SP	1	1	0	0
Primary Realtors/MLS: Appraisers	<u>18</u>	<u>18</u>	<u>18</u>	<u>17</u>
...Total Primary Members...	310	324	315	311
Secondary Realtors/MLS: Broker & SP			1	1
MLS-only: Brokers & SP	91	107	105	108
MLS-only: Appraisers	<u>19</u>	<u>18</u>	<u>17</u>	<u>18</u>
...Total Secondary & MLS-only Members...	110	125	123	127
TOTAL REALTOR & MLS MEMBERS =	420	449	438	438
R.E. Firms (Primary/MLS)	34	34	38	39
R.E. Firms (Non-MLS)	0	0	0	0
Appraisal Firms (Primary/MLS)	<u>15</u>	<u>14</u>	<u>14</u>	<u>13</u>
...Total Primary/MLS Firms...	49	48	52	52
R.E. Firms (Secondary/MLS)	0	0	1	1
R.E. Firms (MLS-only)	48	60	63	62
Appraisal Firms (MLS-only)	<u>22</u>	<u>21</u>	<u>18</u>	<u>19</u>
...Total Secondary/MLS Firms...	70	81	82	82
TOTAL PRIMARY, SECONDARY & MLS FIRMS =	119	129	134	134
Primary Affiliates/Offices	35	35	30	32
Affiliate Employees	25	26	24	25
TOTAL AFFILIATE MEMBERS =	60	61	54	57
MARKET STATISTICS (Residential 1/1 - 12/31)				
# Homes Sold	1637	1887	1783	1418
Avg. Days on Mkt.	74	48	43	44
Total new listings	2251	2344	2118	1794
# of Active Listings	2911	2759	2429	2096
Avg. Sale Price	\$164,744	\$196,124	\$205,233	\$204,603
Median Sale Price	\$135,960	\$159,000	\$165,000	\$170,000
Total Dollar Volume Sold	\$269,686,048	\$370,085,121	\$365,930,953	\$290,126,465
COMMITTEE REPORTS				
COMMUNITY SERVICE/CHARITY DONATIONS:				
Hat/Mitten/Scarf Drive (# Items Collected)	458	485	872	829
School Supplies Drive (# Items Collected)	0	1044	1165	1214
Food Bank (Holiday Auction Proceeds)	\$6,390	\$4,395	\$15,225	\$9,000
Habitat for Humanity (Golf Tournament Proceeds)	\$0	\$0	\$25,535	\$32,492
Annual (monetary) Contribution Totals	\$6,390	\$4,395	\$40,760	\$41,492

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COMMITTEE REPORTS (Cont'd)				
RPAC: (*established by NAR/NYSAR)				
Member Contributions	\$4,624	\$6,874	\$6,835	\$8,464
Percent of Fundraising Goal*	69%	102%	102%	118%
# of Contributors	127	138	121	116
Percent of Participation Goal*	117%	129%	105%	108%
GRIEVANCE/PROFESSIONAL STANDARDS:				
# Arbitration Pkg. Requests	1	0	1	1
# Arbitrations Filed	0	0	0	0
# Arbitration Hearings	0	0	0	0
# Mediations	0	0	0	0
# Ethics Complaint Pkg. Requests	10	10	5	5
# Ethics Complaints Filed	1	3	1	0
# Ethics Hearings	0	2	0	0
# Appeals	0	0	0	0
# Ombudsman Requests	2	3	0	1
# Complaints Resolved w/o Hearing	1	1	1	1
BUDGET				
% of Budgeted Revenue	91.2%	103.0%	104.7%	100.6%
% of Budgeted Expenses	88.0%	102.0%	105.9%	100.6%
Net deviation from Budget	3.0%	1.0%	-1.2%	0.0%
INCOME:				
National/State Dues	17.2%	16.8%	16.5%	16.7%
Local Board Dues/Services & Appl. Fees	36.6%	37.0%	33.5%	33.2%
MLS Fees	42.4%	41.4%	36.9%	36.6%
Education Income	1.5%	2.9%	2.0%	1.6%
Membership Mtgs/Conventions	0.6%	0.9%	2.1%	2.6%
Charity Events	0.8%	0.5%	8.4%	8.3%
Misc. Income/Sales	<u>0.9%</u>	<u>0.5%</u>	<u>0.6%</u>	<u>1.0%</u>
	100.0%	100.0%	100.0%	100.0%
EXPENSES:				
Personnel	38.0%	37.8%	35.1%	36.8%
National/State Dues	17.8%	17.3%	16.4%	16.6%
Office Oper./Supplies/Equip/Bldg./Taxes	15.7%	19.7%	14.3%	11.8%
Staff/Director Training/Travel	1.2%	0.2%	3.1%	4.4%
Educational Course/Instructor Fees	0.7%	0.7%	0.8%	0.7%
MLS Services (Inc. Apple Miner)	17.0%	16.1%	12.0%	11.4%
Board Services (Lockboxes, Dotloop, Prof. Stds.)	7.8%	6.2%	6.0%	6.2%
Membership Mtgs./Conv. & Shared Services	0.8%	1.0%	3.7%	3.5%
Charity Events	<u>1.0%</u>	<u>1.0%</u>	<u>8.6%</u>	<u>8.5%</u>
	100.0%	100.0%	100.0%	100.0%