

To: Sun City Mesquite Finance Committee

From: Larry Saunders

Date: December 28, 2021

Subject: November 2021 Financial Review

YTD through November we have had 145 closings against a budget of 132. Seabreeze, our property management company, reports 1,994 total homes sold as of the end of the month. Any variance from budget for closings directly impacts revenue for Transfer Fees, Architectural Fees, Capital Contributions and eventually increased Assessments for both SCM and AMM.

SCM

YTD Revenue of \$2,644.8k was \$13.6k more than budget.
Owner Assessments income was \$27.8k less than budget.
Developer Assessments income was \$34.8k more than budget.
Capital Contribution income was \$17.2k more than budget.
Other income was \$10.5k less than budget.

YTD Expenses of \$2,467.2k was \$164.9k less than budget, after Capital Improvements.
Variances in General and Administrative \$22.4k, Landscape \$15.3k, Utilities \$96.6k and General Maintenance \$26.6k expenses were less than budget.
Variance in Property Protection expenses was \$4.1k more than budget.

YTD Net Income of \$177.6k is \$178.3k better than budget.

Total operating assets of \$547.5k were \$134.5k greater than current liabilities of \$413k. Liabilities include pre-paid assessments.

AMM

YTD Revenue of \$990.7k was \$0.6k more than budget.
Variances in Owner Assessments \$5.9k and Bulk Service \$5.2k income were less than budget.
Variance in Developer Assessments \$7.4k income was more than budget.

YTD Expenses of \$936.5k was \$17.9k less than budget, after Capital Improvements.
Variances in General and Administrative \$8.3k, Golf Course Water Features \$9.7k and Utilities \$4.3k expenses were less than budget.
Variances in Insurance \$9.5k and Landscape \$6.4k expenses were more than budget.

YTD Net Income of \$48k is \$18.5k above budget.

Total operating assets of \$274.3k are \$137.1k greater than current liabilities of \$137.2k. Liabilities include pre-paid assessments.

BI

YTD Revenues of \$53.2k are slightly under budget.

YTD Expenses of \$40.8k are slightly under budget.

YTD Net Income of \$12.4k is slightly over budget.

Total operating assets of \$25k are \$28.8k greater than current liabilities of \$6.2k. Liabilities include pre-paid assessments.