

To: Sun City Mesquite Finance Committee

From: Larry Saunders

Date: November 25, 2021

Subject: October 2021 Financial Review

YTD through October we have had 133 closings against a budget of 120. Seabreeze, our property management company, reports 1,977 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 \$2,400k was \$11k more than budget.

Owner Assessments income was \$26.5k less than budget.

Developer Assessments income was \$35k more than budget.

Capital Contribution income was \$17k more than budget.

YTD Expenses of \$2,245k was \$152k less than budget, after Capital Improvements.

Variances in General and Administrative \$29.5k, Landscape \$15k, Utilities \$80k and General Maintenance \$30k expenses were less than budget.

Variance in Property Protection expenses was \$5k more than budget.

YTD Net Income of \$155k is \$163.5k better than budget.

Total operating assets of \$718k were \$234.5k greater than current liabilities of \$483.5k. Liabilities include pre-paid assessments.

### **AMM**

YTD Revenue of \$899k was \$1k more than budget.

Variances in Owner Assessments \$5.5k and Bulk Service \$5k income were less than budget.

Variance in Developer Assessments \$7.5k income was more than budget.

YTD Expenses of \$53k was \$19k less than budget, after Capital Improvements.

Variances in General and Administrative \$9k, Golf Course Water Features \$8k and Utilities \$7.5k expenses were less than budget.

Variances in Insurance \$8.5k and Landscape \$2k expenses were more than budget.

YTD Net Income of \$45.5k is \$20.5k above budget.

Total operating assets of \$345.5k are \$146.5k greater than current liabilities of \$199k. Liabilities include pre-paid assessments.

### **BI**

YTD Revenues of \$48.5k are right on budget.

YTD Expenses of \$37k are slightly under budget.

YTD Net Income of \$11.5k is slightly over budget.

Total operating assets of \$43k are \$33.5k greater than current liabilities of \$9.5k. Liabilities include pre-paid assessments.