

**NORTH CAROLINA REAL ESTATE  
COMMISSION**

**FINANCIAL STATEMENTS**

**YEARS ENDED JUNE 30, 2025 AND 2024**



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**NORTH CAROLINA REAL ESTATE COMMISSION****Table of Contents**

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**NORTH CAROLINA REAL ESTATE COMMISSION  
Management's Discussion and Analysis  
For the Fiscal Year Ended June 30, 2025**

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This section of the North Carolina Real Estate Commission's (the "Commission") financial report presents a narrative overview and analysis of the Commission's financial performance for the fiscal year ended June 30, 2025. Please read it in conjunction with the Commission's financial statements and notes to the financial statements which follow this section.

**Financial Highlights**

The Commission's Operating Fund revenues decreased \$221,146 or 2.3%, attributable primarily to a decrease in application fees.

Operating Fund expenses increased by \$757,664 or 7.6%, attributable primarily to increases in personnel costs and information technology. The Real Estate Education and Recovery Fund (Recovery Fund) expenses were \$54,424 for claims paid during the fiscal year ended June 30, 2025.

Net non-operating revenues decreased \$55,736 or 6.9% attributable primarily to the increase in investment income offset by the disposal of equipment.

As a result of this year's operations, the Commission's net position decreased by \$598,732 or 2.7%. The net position of the Commission's Operating Fund decreased by \$588,851. The net position of the Commission's Recovery Fund decreased by \$9,881.

The Commission's Invested in Capital Assets balance (net of accumulated depreciation) was \$4,663,730, a decrease of 3.0% from the prior year-end. This decrease was attributable to fewer additions and higher disposals in the current year versus the prior year.

**Overview of the Financial Statements**

This discussion and analysis is an introduction to the Commission's basic financial statements which are comprised of two components: 1) financial statements, and 2) notes to the financial statements. This report also contains required supplementary information in addition to the basic financial statements.

The Commission's financial statements report activities for its Operating Fund and its Recovery Fund. The Recovery Fund is an Expendable Trust Fund established in 1979 by Chapter 93A of the North Carolina General Statutes (NCGS). The Commission is responsible for the administration and maintenance of the Recovery Fund. The Recovery Fund and its function is described in detail in the Notes to the Financial Statements and its activities are reported in a separate column in the financial statements.

**Basic Financial Statements**

The Commission's financial statements report information about the Commission's operations using a single proprietary (enterprise) fund. Proprietary funds use the accrual method of accounting for operations. This method of presentation is similar to the private sector industry whereby the intent of the organization is that the cost of providing goods or services to the general public on a continuing basis be financed or recovered primarily through user charges.

**NORTH CAROLINA REAL ESTATE COMMISSION  
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For the Fiscal Year Ended June 30, 2025**

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**Basic Financial Statements (Continued)**

The Statement of Net Position (page 7) presents all of the Commission's assets and liabilities and reports the difference between them as net position. Current and non-current portions of assets and liabilities are reported separately. Over time, increases or decreases in the Commission's net position is one indicator of whether its financial position is improving or deteriorating.

The Statement of Revenues, Expenses and Changes in Net Position (page 8) presents information on how the Commission's revenues and expenses impacted the Commission's net position.

The Statement of Cash Flows (page 9) presents information on how the Commission's cash changed as a result of the fiscal year's operations.

The Notes to the Financial Statements (starting page 10) are an integral part of the financial statements and provide additional information that is essential to a full understanding of the financial statements as a whole.

The following presents condensed financial statement information for the Commission for the past three fiscal years:

	<b>2025</b>	<b>2024</b>	<b>2023</b>
Current assets	<b>\$ 22,557,544</b>	\$ 22,837,148	\$ 21,214,711
Non-current assets	<b>4,903,730</b>	5,288,211	6,316,605
<b>Total assets</b>	<b>27,461,274</b>	<b>28,125,359</b>	<b>27,531,316</b>
Current liabilities	<b>5,576,880</b>	5,706,341	5,631,799
Non-current liabilities	<b>554,469</b>	490,361	452,332
<b>Total liabilities</b>	<b>6,131,349</b>	<b>6,196,702</b>	<b>6,084,131</b>
Invested in capital assets	<b>4,663,730</b>	4,808,211	4,867,976
Restricted	<b>1,545,218</b>	1,555,099	1,519,185
Unrestricted	<b>15,120,977</b>	15,565,347	15,060,024
<b>Total net position</b>	<b>\$ 21,329,925</b>	<b>\$ 21,928,657</b>	<b>\$ 21,447,185</b>
Operating revenues	<b>\$ 9,417,236</b>	\$ 9,636,832	\$ 9,907,416
Operating expenses	<b>10,771,406</b>	9,966,534	9,045,707
Operating income (loss)	<b>(1,354,170)</b>	(329,702)	861,709
Non-operating revenues	<b>755,438</b>	811,174	212,691
Changes in net position	<b>\$ (598,732)</b>	<b>\$ 481,472</b>	<b>\$ 1,074,400</b>

**NORTH CAROLINA REAL ESTATE COMMISSION  
Management's Discussion and Analysis  
For the Fiscal Year Ended June 30, 2025**

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**Events/Conditions (Expected to Impact) Affecting Future Operations**

- A guarded economic environment, easily influenced by the stock market and U.S. and world events could disrupt the real estate market at any time and adversely impact revenue.
- The Commission's investments are positioned well in safer fixed income securities and will be able to perform with less risk in tougher overall markets.
- The number of licensees who move their license status to inactive or who do not complete their post-licensing requirements after initial licensure reduces the number of licensees completing continuing education requirements. This adversely affects continuing education course student fee income.
- Interest in obtaining a real estate broker license is slowing leading to a gradual decline in the total number of licensees, and the resulting decline in application and renewal fees.
- Significant structural shifts in organized real estate occurring around the nation could impact Commission operations.

**Contacting the Commission**

This financial report is designed to provide a general overview of the Commission's finances and to demonstrate the Commission's accountability for the money it receives and disburses. If you have questions about this report or need additional information, contact the North Carolina Real Estate Commission, Administration Division, P.O. Box 17100, Raleigh, NC 27619-7100.



## Independent Auditor's Report

Members of the Commission  
North Carolina Real Estate Commission  
Raleigh, North Carolina

### ***Opinion***

We have audited the financial statements of the North Carolina Real Estate Commission (the "Commission"), an enterprise fund of the State of North Carolina, which comprise the statements of net position as of June 30, 2025 and 2024, and the related statements of revenues, expenses and changes in net position, and cash flows for the years then ended, and the related notes to the financial statements, which collectively comprise the Commission's basic financial statements.

In our opinion, the accompanying basic financial statements present fairly, in all material respects, the financial position of the Commission as of June 30, 2025 and 2024, and the changes in financial position and 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 audit in accordance with auditing standards generally accepted in the United States of America. 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 the Commission and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### ***Responsibility of Management for the Financial Statements***

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

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Commission's ability to continue as a going concern for twelve months beyond the financial statement issuance date, including any currently known information that may raise substantial doubt shortly thereafter.

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

Our objectives are to obtain reasonable assurance about whether the 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 auditing standards generally accepted in the United States of America 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 financial statements.

In performing an audit in accordance with auditing standards generally accepted in the United States of America, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the 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 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 the Commission'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 financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Commission'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 we identified during the audit.

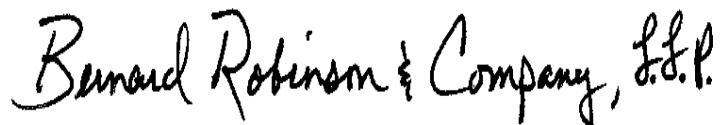
### ***Emphasis of Matter***

As discussed in Note 1, the financial statements presented are only for the Commission and do not purport to, and do not present fairly, the financial position of the State of North Carolina as of June 30, 2025 and 2024, or the changes in its financial position and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America. Our opinion is not modified with respect to this matter.

## Other Matters

### ***Required Supplementary Information***

Accounting principles generally accepted in the United States of America require the Management's Discussion and Analysis on pages 1 - 3 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

A handwritten signature in black ink that reads "Bernard Robinson & Company, LLP". The signature is fluid and cursive, with "Bernard" and "Robinson" being the first names and "Company" and "LLP" being the last part of the firm's name.

Greensboro, North Carolina

October 15, 2025

**NORTH CAROLINA REAL ESTATE COMMISSION**  
**Statements of Net Position**  
**June 30, 2025 and 2024**

	2025			2024		
	Operating Fund	Recovery Fund	Total	Operating Fund	Recovery Fund	Total
<b>ASSETS:</b>						
Current assets:						
Cash and cash equivalents	\$ 5,555,298	\$ 113,018	\$ 5,668,316	\$ 5,980,031	\$ 139,668	\$ 6,119,699
Investments	14,863,716	1,448,744	16,312,460	14,753,192	1,403,151	16,156,343
Inventory	63,600	-	63,600	76,220	-	76,220
Accrued interest	42,791	8,730	51,521	67,900	12,280	80,180
Accounts receivable	10,420	-	10,420	5,556	-	5,556
Prepaid expenses	451,227	-	451,227	399,150	-	399,150
Total current assets	<u>20,987,052</u>	<u>1,570,492</u>	<u>22,557,544</u>	<u>21,282,049</u>	<u>1,555,099</u>	<u>22,837,148</u>
Non-current assets:						
Investments	240,000	-	240,000	480,000	-	480,000
Capital assets, net of depreciation	4,663,730	-	4,663,730	4,808,211	-	4,808,211
Total non-current assets	<u>4,903,730</u>	<u>-</u>	<u>4,903,730</u>	<u>5,288,211</u>	<u>-</u>	<u>5,288,211</u>
Total assets	<u>25,890,782</u>	<u>1,570,492</u>	<u>27,461,274</u>	<u>26,570,260</u>	<u>1,555,099</u>	<u>28,125,359</u>
<b>LIABILITIES:</b>						
Current liabilities:						
Accounts payable and accrued liabilities	113,973	25,274	139,247	168,248	-	168,248
Unearned revenue	5,386,069	-	5,386,069	5,487,465	-	5,487,465
Accrued leave	51,564	-	51,564	50,628	-	50,628
Total current liabilities	<u>5,551,606</u>	<u>25,274</u>	<u>5,576,880</u>	<u>5,706,341</u>	<u>-</u>	<u>5,706,341</u>
Non-current liabilities:						
Accrued leave	554,469	-	554,469	490,361	-	490,361
Total non-current liabilities	<u>554,469</u>	<u>-</u>	<u>554,469</u>	<u>490,361</u>	<u>-</u>	<u>490,361</u>
Total liabilities	<u>6,106,075</u>	<u>25,274</u>	<u>6,131,349</u>	<u>6,196,702</u>	<u>-</u>	<u>6,196,702</u>
<b>NET POSITION:</b>						
Invested in capital assets	4,663,730	-	4,663,730	4,808,211	-	4,808,211
Restricted	-	1,545,218	1,545,218	-	1,555,099	1,555,099
Unrestricted	15,120,977	-	15,120,977	15,565,347	-	15,565,347
Total net position	<u>\$ 19,784,707</u>	<u>\$ 1,545,218</u>	<u>\$ 21,329,925</u>	<u>\$ 20,373,558</u>	<u>\$ 1,555,099</u>	<u>\$ 21,928,657</u>

*See Notes to Financial Statements.*

**NORTH CAROLINA REAL ESTATE COMMISSION**  
**Statements of Revenues, Expenses and Changes in Net Position**  
**Years Ended June 30, 2025 and 2024**

	2025			2024		
	Operating Fund	Recovery Fund	Total	Operating Fund	Recovery Fund	Total
<b>Operating revenues:</b>						
License renewals	\$ 5,797,175	\$ -	\$ 5,797,175	\$ 5,787,465	\$ -	\$ 5,787,465
Continuing education course student fees	1,811,680	-	1,811,680	1,803,100	-	1,803,100
Application fees	1,280,220	-	1,280,220	1,492,790	-	1,492,790
Publication fees	191,729	-	191,729	220,230	-	220,230
Course registration fees	301,648	-	301,648	295,802	-	295,802
Certification fees	26,695	-	26,695	31,230	-	31,230
Miscellaneous	5,589	2,500	8,089	5,265	950	6,215
<b>Total operating revenues</b>	<b>9,414,736</b>	<b>2,500</b>	<b>9,417,236</b>	<b>9,635,882</b>	<b>950</b>	<b>9,636,832</b>
<b>Operating expenses:</b>						
Personnel	7,831,401	-	7,831,401	7,311,263	-	7,311,263
Commission	235,975	-	235,975	210,835	-	210,835
Building	271,698	-	271,698	220,714	-	220,714
Office expenses	354,651	-	354,651	298,977	-	298,977
Information technology	950,650	-	950,650	781,875	-	781,875
Education and publications	161,542	-	161,542	193,717	-	193,717
Professional services	91,742	-	91,742	107,410	-	107,410
Credit card merchant charges	232,972	-	232,972	233,404	-	233,404
Depreciation	459,913	-	459,913	474,273	-	474,273
Miscellaneous	126,438	-	126,438	126,850	-	126,850
Claims	-	54,424	54,424	-	7,216	7,216
<b>Total operating expenses</b>	<b>10,716,982</b>	<b>54,424</b>	<b>10,771,406</b>	<b>9,959,318</b>	<b>7,216</b>	<b>9,966,534</b>
<b>Operating loss</b>	<b>(1,302,246)</b>	<b>(51,924)</b>	<b>(1,354,170)</b>	<b>(323,436)</b>	<b>(6,266)</b>	<b>(329,702)</b>
<b>Non-operating revenues (expenses):</b>						
Net investment income	737,451	42,043	779,494	775,910	42,180	818,090
Loss on disposal of equipment	(24,056)	-	(24,056)	(6,916)	-	(6,916)
<b>Total non-operating revenues</b>	<b>713,395</b>	<b>42,043</b>	<b>755,438</b>	<b>768,994</b>	<b>42,180</b>	<b>811,174</b>
<b>Changes in net position</b>	<b>(588,851)</b>	<b>(9,881)</b>	<b>(598,732)</b>	<b>445,558</b>	<b>35,914</b>	<b>481,472</b>
<b>Net position - beginning of year</b>	<b>20,373,558</b>	<b>1,555,099</b>	<b>21,928,657</b>	<b>19,928,000</b>	<b>1,519,185</b>	<b>21,447,185</b>
<b>Net position - end of year</b>	<b>\$ 19,784,707</b>	<b>\$ 1,545,218</b>	<b>\$ 21,329,925</b>	<b>\$ 20,373,558</b>	<b>\$ 1,555,099</b>	<b>\$ 21,928,657</b>

*See Notes to Financial Statements.*

**NORTH CAROLINA REAL ESTATE COMMISSION**  
**Statements of Cash Flows**  
**Years Ended June 30, 2025 and 2024**

	2025			2024		
	Operating Fund	Recovery Fund	Total	Operating Fund	Recovery Fund	Total
<b>Cash flows from operating activities:</b>						
Cash received from fees	\$ 9,308,476	\$ -	\$ 9,308,476	\$ 9,680,131	\$ -	\$ 9,680,131
Cash payments to employees for services	(7,766,357)	-	(7,766,357)	(7,265,866)	-	(7,265,866)
Cash payments for operating expenses	(867,083)	-	(867,083)	(791,803)	-	(791,803)
Cash payments to suppliers of goods & services	(1,652,317)	-	(1,652,317)	(1,440,309)	-	(1,440,309)
Cash payments for Recovery Fund expenses	-	(26,650)	(26,650)	-	(6,266)	(6,266)
Net cash provided by (used in) operating activities	<u>(977,281)</u>	<u>(26,650)</u>	<u>(1,003,931)</u>	<u>182,153</u>	<u>(6,266)</u>	<u>175,887</u>
<b>Cash flows from capital and related financing activities:</b>						
Acquisition of capital assets	(339,487)	-	(339,487)	(421,425)	-	(421,425)
Net cash used in capital and related financing activities	<u>(339,487)</u>	<u>-</u>	<u>(339,487)</u>	<u>(421,425)</u>	<u>-</u>	<u>(421,425)</u>
<b>Cash flows from investing activities:</b>						
Purchases of investments	(3,470,525)	(45,593)	(3,516,118)	(4,138,276)	(42,054)	(4,180,330)
Sales of investments	3,600,000	-	3,600,000	3,048,949	-	3,048,949
Net investment income	762,560	45,593	808,153	793,612	42,054	835,666
Net cash provided by (used in) investing activities	<u>892,035</u>	<u>-</u>	<u>892,035</u>	<u>(295,715)</u>	<u>-</u>	<u>(295,715)</u>
Net decrease in cash	(424,733)	(26,650)	(451,383)	(534,987)	(6,266)	(541,253)
Cash and cash equivalents - beginning of year	<u>5,980,031</u>	<u>139,668</u>	<u>6,119,699</u>	<u>6,515,018</u>	<u>145,934</u>	<u>6,660,952</u>
Cash and cash equivalents - end of year	<u>\$ 5,555,298</u>	<u>\$ 113,018</u>	<u>\$ 5,668,316</u>	<u>\$ 5,980,031</u>	<u>\$ 139,668</u>	<u>\$ 6,119,699</u>
<b>Reconciliation of operating loss to net cash provided by (used in) operating activities:</b>						
Operating loss	<u>\$ (1,302,246)</u>	<u>\$ (51,924)</u>	<u>\$ (1,354,170)</u>	<u>\$ (323,436)</u>	<u>\$ (6,266)</u>	<u>\$ (329,702)</u>
Adjustments to reconcile operating loss to net cash provided by (used in) operating activities:						
Depreciation	459,913	-	459,913	474,273	-	474,273
Changes in assets and liabilities:						
Accounts receivable	(4,864)	-	(4,864)	14,084	-	14,084
Inventory	12,620	-	12,620	19,338	-	19,338
Prepaid expenses	(52,077)	-	(52,077)	(114,677)	-	(114,677)
Accounts payable and accrued liabilities	(54,275)	25,274	(29,001)	37,009	-	37,009
Unearned revenue	(101,396)	-	(101,396)	30,165	-	30,165
Accrued leave	65,044	-	65,044	45,397	-	45,397
Total adjustments	<u>324,965</u>	<u>25,274</u>	<u>350,239</u>	<u>505,589</u>	<u>-</u>	<u>505,589</u>
Net cash provided by (used in) operating activities	<u>\$ (977,281)</u>	<u>\$ (26,650)</u>	<u>\$ (1,003,931)</u>	<u>\$ 182,153</u>	<u>\$ (6,266)</u>	<u>\$ 175,887</u>

*See Notes to Financial Statements.*

## **NORTH CAROLINA REAL ESTATE COMMISSION**

### **Notes to Financial Statements**

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#### **NOTE 1 - NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES**

The North Carolina Real Estate Commission (the "Commission") is an independent agency of the State of North Carolina ("State"). It is an occupational licensing board and is authorized by Chapter 93A of the North Carolina General Statutes (NCGS). The Commission is composed of nine members who are appointed by the Governor and the General Assembly of the State of North Carolina.

The Commission is established to maintain minimum standards for real estate brokerage services provided for transactions involving real property through the examination and licensure of all who engage in real estate brokerage.

The Commission's operations are financed with self-generated revenues, primarily from fees charged to examinees and licensees.

On July 1, 1957, upon the creation of the Commission pursuant to Article I, Section 93A of the NCGS, the Commission began operations through its Operating Fund.

On September 1, 1979, the Commission transferred \$100,000 from its Operating Fund to establish the Real Estate Recovery Fund, a special fund as mandated by Article 2, Section 93A-16 of the NCGS. On June 23, 2011, the fund was expanded to the Real Estate Education and Recovery Fund ("Recovery Fund"). The Recovery Fund may be used to satisfy judgments by aggrieved persons who have suffered a direct monetary loss by reason of certain acts committed by any person licensed under NCGS Chapter 93A, and to create books and other publications to educate licensees and the public. The Commission is responsible for the administration and maintenance of the Recovery Fund pursuant to the provisions of General Statute 93A-16. Effective June 30, 1987, the Commission may transfer to the Recovery Fund additional sums of money from whatever funds the Commission may have. In addition, if on December 31 of any year the amount remaining in the Recovery Fund is less than \$50,000, the Commission may determine that each person or entity licensed under NCGS Chapter 93A, when renewing his/her or its license, shall pay in addition to the license renewal fee, a fee not to exceed ten dollars (\$10.00) per broker as shall be determined by the Commission for the purpose of replenishing the Recovery Fund. Further, the Recovery Fund shall not be used for educational purposes if an educational expenditure would cause the fund balance to drop below \$200,000. Payments from the Recovery Fund cannot exceed \$25,000 for any one licensee within a single calendar year, or \$75,000 in the aggregate for any one licensee.

#### **Basis of Presentation**

The accompanying financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America as prescribed by the Governmental Accounting Standards Board (GASB). All activities of the Commission are accounted for within a single proprietary (enterprise) fund. Proprietary funds are used to account for operations that are financed and operated in a manner similar to private business enterprises where the intent of the organization is that the cost of providing goods or services to the general public on a continuing basis be financed or recovered primarily through user charges.

#### **Reporting Entity**

For financial reporting purposes, the Commission is a non-major enterprise fund of the primary government of the State of North Carolina and may be reported as such in the State's *Annual Comprehensive Financial Report* (ACFR).

## **NORTH CAROLINA REAL ESTATE COMMISSION**

### **Notes to Financial Statements**

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#### **NOTE 1 - NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES (Continued)**

##### **Reporting Entity (Continued)**

These financial statements for the Commission are separate and apart from those of the State of North Carolina and do not present the financial position of the State nor changes in the State's financial position and cash flows.

##### **Basis of Accounting**

The basic financial statements of the Commission are prepared using the economic resource measurement focus and the accrual basis of accounting. Under the accrual basis, revenues are recognized when earned, and expenses are recorded when incurred, regardless of the timing of the cash flows. The Commission classifies its revenue and expenses as operating and non-operating in the accompanying Statements of Revenues, Expenses, and Changes in Net Position. Operating revenues include activities that have characteristics of exchange transactions and consist primarily of examination and license fees. Non-operating revenues and expenses include activities that have characteristics of non-exchange transactions and consist primarily of investing type activities.

##### **Cash and Cash Equivalents**

This classification includes cash on deposit and money market accounts with financial institutions. For purposes of reporting the Statements of Cash Flows, the Commission considers all highly liquid investments purchased with a maturity of three months or less as cash equivalents. Cash held in money market accounts awaiting reinvestment are not deemed cash equivalents for purposes of reporting the Statements of Cash Flows.

##### **Investments**

Investments consist of cash held in money market accounts awaiting reinvestment and certificates of deposit. Certificates of deposit are recorded at cost plus accrued interest. Accrued interest is reported as a separate line item on the accompanying Statements of Net Position.

##### **Inventory**

Inventory consists of real estate manuals and publications and is recorded at cost.

##### **Accounts Receivable**

Accounts receivable consists primarily of amounts due from publication sales. Based on historic collection rates and evaluation of the receivables, all amounts are believed to be collectible and an allowance for credit loss is not deemed necessary.

##### **Capital Assets**

Capital assets to be held and used are reviewed for impairment whenever events or changes in circumstances indicate that the related carrying amount may not be recoverable. When required, impairment losses on assets to be held and used are recognized based on the excess of the asset's carrying amount over the fair value of the asset. Capital assets to be disposed of are reported at the lower of carrying amount or fair value, less cost to sell.

## **NORTH CAROLINA REAL ESTATE COMMISSION**

### **Notes to Financial Statements**

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#### **NOTE 1 - NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES (Continued)**

##### **Capital Assets (Continued)**

Capital assets are stated at cost at the date of acquisition and are depreciated over their estimated useful lives ranging from 5 years to 40 years on a straight-line basis. The Commission's policy is to capitalize property and equipment when acquired at a cost of \$1,000 or more and all other long-lived assets acquired at a cost of \$5,000 or more. When an asset is disposed of, the cost of the asset and the related accumulated depreciation are removed from the financial records. Any gain or loss on disposition is reflected as a non-operating activity.

##### **Unearned Revenue**

The Commission's fees which are collected in advance are recorded as unearned revenue at year-end and recognized as revenue when the license period begins in the next fiscal year.

##### **Compensated Absences**

Commission employees may accumulate up to 240 hours of general leave that can be paid out at termination or retirement.

##### **Use of Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts of assets and liabilities and disclosures of contingent liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Accordingly, actual results could differ from those estimates and assumptions, resulting in adjustments in future periods.

##### **Net Position**

The Commission's net position is classified as follows:

*Invested in Capital Assets* - This represents the Commission's total investment in capital assets, net of accumulated depreciation.

*Restricted* - This component of net position consists of net assets which the Commission is legally or contractually obligated to spend in accordance with restrictions imposed by external parties.

*Unrestricted* - Assets with no external restriction as to use or purpose. Unrestricted net assets can be employed for any purpose designated by the governing board, as distinguished from funds restricted externally for specific purposes. The Commission has designated \$250,000 of the unrestricted net assets to cover building improvements, and \$250,000 for future furniture and equipment costs. The Commission may change such reserved amounts based on perceived operating conditions and situations.

#### **NOTE 2 - DEPOSITS AND INVESTMENTS**

The Commission has a formal Investment Policy (the "Policy") which specifically addresses where and how the Commission invests its funds. Among other things, the Policy includes target goals for investments in NC pooling institutions, non-NC pooling institutions, and minority owned depository institutions; laddering of terms to meet operating needs; and protection of investments through collateralization, insurance and other lawful means.

## NORTH CAROLINA REAL ESTATE COMMISSION

### Notes to Financial Statements

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#### NOTE 2 - DEPOSITS AND INVESTMENTS (Continued)

The Commission's deposits and investments with financial institutions include cash and cash equivalents, money market accounts and certificates of deposit. The Commission's investments are limited to money market balances awaiting reinvestment and certificates of deposit.

A reconciliation of the Commission's deposits and investments to the Statement of Net Position at June 30, 2025, is as follows:

Checking and savings accounts	\$ 2,423,689
Money market accounts	7,247,179
Certificates of deposit	<u>12,549,908</u>
Total deposits and investments	<u>\$ 22,220,776</u>
Current:	
Cash and cash equivalents	\$ 5,668,316
Investments	16,312,460
Noncurrent:	
Investments	<u>240,000</u>
Total deposits and investments	<u>\$ 22,220,776</u>

#### The Commission is Subject to the Following Risks

*Custodial credit risk:* Custodial credit risk is the risk that in the event of the failure of a counterparty, the Commission will not be able to recover the value of its investments or collateral securities that are in the possession of the counterparty. The Commission manages custodial credit risk by investing with institutions where the investments are insured by the Federal Deposit Insurance Corporation (FDIC), the National Credit Union Administration (NCUA), the Securities Investor Protection Corporation (SIPC) or with financial institutions who pledge collateral to protect uninsured balances.

*Interest rate risk:* Interest rate risk is the risk that fluctuations in interest rates will cause losses in the value of the Commission's investments. The Commission manages its exposure to declines in fair value by laddering the maturity dates for its certificates of deposit.

*Credit Risk:* Credit risk is the risk that a counterparty to an investment will not fulfill its obligations. The Commission manages credit risk by diversifying its investment portfolio across multiple financial institutions.

The following table presents the cost and bank balances of the Commission's deposits and investments subject to the risks above at June 30, 2025.

	Operating Fund	Recovery Fund
Cost	\$ 20,659,014	\$ 1,561,762
Bank Balances	\$ 20,362,423	\$ 1,561,762

As of June 30, 2025, insurance coverage for the Commission's bank balances was as follows:

	Operating Fund	Recovery Fund
FDIC and NCUA	\$ 16,555,357	\$ 1,561,762
SIPC	2,102,552	-
Uninsured with Pledged Collateral	1,704,514	-
	<u>\$ 20,362,423</u>	<u>\$ 1,561,762</u>

**NORTH CAROLINA REAL ESTATE COMMISSION**  
**Notes to Financial Statements**

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**NOTE 2 - DEPOSITS AND INVESTMENTS (Continued)**

The following table presents the carrying amount and weighted average maturity for certificates of deposit subject to interest rate and credit risk at June 30, 2025.

	Carrying Amount	Operating Fund	Recovery Fund	Ratings
	\$ 11,143,955	\$ 1,457,475		N/A
Weighted Average Maturity (months)	3.2		2.5	

**NOTE 3 - CAPITAL ASSETS**

Capital assets are comprised of the following:

	Cost 6/30/2024	Additions	Retirements	Cost 6/30/2025	Accumulated Depreciation	Net Amount
Building/Land	\$ 4,312,250	\$ -	\$ -	\$ 4,312,250	\$ 1,455,440	\$ 2,856,810
Building						
Improvements	1,416,939	315,580	(228,043)	1,504,476	2,154,889	(650,413)
Furniture/						
Equipment	2,958,865	23,907	-	2,982,772	525,439	2,457,333
Totals	<u>\$ 8,688,054</u>	<u>\$ 339,487</u>	<u>\$ (228,043)</u>	<u>\$ 8,799,498</u>	<u>\$ 4,135,768</u>	<u>\$ 4,663,730</u>

	Cost 6/30/2023	Additions	Retirements	Cost 6/30/2024	Accumulated Depreciation	Net Amount
Building/Land	\$ 4,312,250	\$ -	\$ -	\$ 4,312,250	\$ 1,362,586	\$ 2,949,664
Building						
Improvements	1,365,302	65,000	(13,363)	1,416,939	441,368	975,571
Furniture/						
Equipment	2,651,985	356,425	(49,545)	2,958,865	2,075,889	882,976
Totals	<u>\$ 8,329,537</u>	<u>\$ 421,425</u>	<u>\$ (62,908)</u>	<u>\$ 8,688,054</u>	<u>\$ 3,879,843</u>	<u>\$ 4,808,211</u>

**NOTE 4 - NON-CURRENT LIABILITIES**

Changes in non-current liabilities are as follows:

	Balance 6/30/2024	Increases	Decreases	Balance 6/30/2025	Current Portion
Accrued leave	<u>\$ 540,989</u>	<u>\$ 628,617</u>	<u>\$ 563,573</u>	<u>\$ 606,033</u>	<u>\$ 51,564</u>
	Balance 6/30/2023	Increases	Decreases	Balance 6/30/2024	Current Portion
Accrued leave	<u>\$ 495,592</u>	<u>\$ 534,991</u>	<u>\$ 489,594</u>	<u>\$ 540,989</u>	<u>\$ 50,628</u>

## **NORTH CAROLINA REAL ESTATE COMMISSION**

### **Notes to Financial Statements**

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#### **NOTE 5 - RETIREMENT PLANS**

##### **North Carolina Licensing Boards Retirement Savings Plan**

The North Carolina Licensing Boards Retirement Savings Plan ("Plan") is a multiple employer, cost-sharing, defined contribution plan. The Plan was established to provide retirement benefits for employees of state boards or agencies who did not elect by resolution to cause their employees to be eligible to become members of the Teachers' and State Employees' Retirement System and for employees hired after July 1, 1983, by an electing board or agency. The Employer, defined as the eight participating licensing boards, is empowered to appoint and remove a trustee. Participating employees must contribute 6% of their gross pay to the Plan and the Commission matches those contributions 100%. Employee contributions are immediately 100% vested; the Commission's contributions are 100% vested after five years of credited service.

The Commission's payroll for employees covered by the Plan for the year ended June 30, 2025 was \$5,843,565; the Commission's total payroll was \$5,885,550. The Commission's payroll for employees covered by the Plan for the year ended June 30, 2024 was \$5,318,567; the Commission's total payroll was \$5,362,056. The total contribution for the year ended June 30, 2025 was \$869,400, which consisted of \$333,057 (net of forfeitures) from the Commission and \$536,343 from employees. The total contribution for the year ended June 30, 2024 was \$766,927, which consisted of \$296,229 (net of forfeitures) from the Commission and \$470,698 from employees.

##### **Internal Revenue Code 457(k) Plan**

In March 2010, the Commission began participation in the North Carolina Deferred Compensation Plan ("457 Plan"). All full-time and permanent part-time employees are eligible for participation in the 457 Plan. Voluntary contributions by employees were \$68,591 and \$56,742 for the years ended June 30, 2025 and 2024, respectively.

#### **NOTE 6 - RISK MANAGEMENT AND CONTINGENCIES**

The Commission is exposed to various risks of loss related to torts; theft of, damage to, and the destruction of assets; errors and omissions; injuries to employees; and natural disasters. Tort claims of Commission members are self-insured by the State under the authority of the State Tort Claims Act. Additional coverage is provided to the Commission under the State's public officers' and employees' liability insurance contract with a private insurance company. The Commission also protects itself from exposures to loss through the purchase of commercial insurance, of which coverage includes building and contents, cyber insurance, commercial liability, workers' compensation and employers' liability.

The Commission is involved in disciplinary hearings throughout the year which arise in the ordinary course of its operations. In the opinion of management, the results of such actions during the years under audit do not materially affect the financial position of the Commission at year-end.

#### **NOTE 7 - SUBSEQUENT EVENT**

Management of the Commission evaluated subsequent events through October 15, 2025, which is the date the financial statements were available to be issued. Management discovered no subsequent events which should be disclosed.

The audit was conducted in approximately 120 hours at a cost of \$24,000.