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В

Return of Organization Exempt From Income Tax

OMB No. 1545-0047

Open to Public Inspection

Department of the Treasury Internal Revenue Service

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

▶ Do not enter social security numbers on this form as it may be made public.

▶ Go to www.irs.gov/Form990 for instructions and the latest information.

07/01 , 2017, and ending 06/30 , **20**18 For the 2017 calendar year, or tax year beginning C Name of organization THE GREATER BALTIMORE BOARD OF REALTORS INC D Employer identification number Check if applicable: 52-0455750 Doing business as Address change Number and street (or P.O. box if mail is not delivered to street address) E Telephone number Name change 1954 GREENSPRING DRIVE SUITE 100 (410)337-7200 Initial return City or town, state or province, country, and ZIP or foreign postal code Final return/terminated Lutherville Timonium, MD, 21093 G Gross receipts \$ 3.357.948 Amended return Application pending F Name and address of principal officer: H(a) Is this a group return for subordinates? Yes No Alan Ingraham 1954 Greenspring Drive Suite 100, Lutherville Timonium, MD, 21093 H(b) Are all subordinates included? Yes No **X** 501(c) (If "No," attach a list. (see instructions) Tax-exempt status:) ◀ (insert no.) 4947(a)(1) or **H(c)** Group exemption number ▶ Website: ▶ Form of organization: X Corporation Trust Association ☐ Other ► L Year of formation: M State of legal domicile: Part I Summary Briefly describe the organization's mission or most significant activities: The Greater Baltimore Board of REALTORS is an advocate for the business and professional interests of its members, the practice of high Activities & Governance ethical standards in the transfer of real property, and preserving private property rights 2 Check this box ▶ ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets. 3 Number of voting members of the governing body (Part VI, line 1a) 21 Number of independent voting members of the governing body (Part VI, line 1b) 4 21 5 Total number of individuals employed in calendar year 2017 (Part V, line 2a) 5 11 Total number of volunteers (estimate if necessary) 6 0 Total unrelated business revenue from Part VIII, column (C), line 12 7a 49.452 Net unrelated business taxable income from Form 990-T, line 34 7b -2,371**Current Year** n 8 Contributions and grants (Part VIII, line 1h). 1.557.603 1.633.180 9 Program service revenue (Part VIII, line 2g) 2,367,002 467,165 10 Investment income (Part VIII, column (A), lines 3, 4, and 7d) 62,105 57,165 11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) . . . 3,986,710 2,157,510 12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12) 13 Grants and similar amounts paid (Part IX, column (A), lines 1-3) 24.398 71.158 14 Benefits paid to or for members (Part IX, column (A), line 4) 177,003 116,020 667.529 686.400 15

Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10) Professional fundraising fees (Part IX, column (A), line 11e) 0 16a Total fundraising expenses (Part IX, column (D), line 25) ▶ _____ b 17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e) 943.223 916.427 1,812,153 1,790,005 Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25) 18 2.174.557 367.505 Revenue less expenses. Subtract line 18 from line 12 Beginning of Current Year End of Year 20 Total assets (Part X, line 16) 6,768,008 7,053,921 886,788 389,315 21 Total liabilities (Part X. line 26) . 22 Net assets or fund balances. Subtract line 21 from line 20 5.881.220 6.664.606

Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here	Signature of officer			Date			
	Type or print name and title						
Paid	Print/Type preparer's name	Preparer's signature	Date	Check	☐ if PT	IN	
Preparer	Lisa Rice			self-em	_	P01542640	
Use Only	Firm's name ► Lisa Rice	Firm's EIN ▶					
Occ Omy	Firm's address ▶ 1418 Moonshadow Rd Bel Air MD 21015				Phone no. (410)925-0762		
May the IRS	discuss this return with the preparer s	shown above? (see instructions)				X Yes No	

Page **2**

Part		nent of Program Service /	<u>-</u>	- D. J. III	
		if Schedule O contains a relibe the organization's mission	esponse or note to any line in thi	s Part III	
1	The Greater E	Baltimore Board of REALTORS is	 an advocate for the business and pro ty, and preserving private property righ 	ofessional interests of its members, the	ne practice of high
	D'al III	21 - 12 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1	Caral and a second standards	I.C. I Peterland	L .
2	prior Form 99	90 or 990-EZ?	ficant program services during the		
3	Did the orga	_	Schedule O. , or make significant changes i		
		cribe these changes on Scho			Yes X No
4	Describe the expenses. Se	organization's program ser ection 501(c)(3) and 501(c)(4	vice accomplishments for each of organizations are required to re or each program service reported.	port the amount of grants and a	
4a	(Code:) (Expenses \$ 1,	355,899 including grants of \$	71,158) (Revenue \$	1,633,180)
			the community we serve		
4b	(Code:) (Expenses \$	including grants of \$) (Revenue \$)
4c	(Code:) (Expenses \$	including grants of \$) (Revenue \$)
4d	Other progra (Expenses \$	m services (Describe in Sch		uuo \$	
4e		0 including gr m service expenses ►	ants of \$ 0) (Rever	ue \$ 0)	

Form 990 (2017)

Part I	V Checklist of Required Schedules			
-			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A	1		×
2	Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)?	2		×
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If</i> "Yes," <i>complete Schedule C, Part I</i>	3	×	
4	Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>	4		
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III	5	×	
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I	6		×
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i>	7		×
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III </i>	8		×
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? <i>If "Yes," complete Schedule D, Part IV</i>	9		×
10	Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V	10		×
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.			
	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI	11a	×	
b	Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII	11b	×	
С	Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII	11c		×
d	Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets			
	reported in Part X, line 16? If "Yes," complete Schedule D, Part IX	11d		×
	Did the organization report an amount for other liabilities in Part X, line 25? <i>If</i> "Yes," complete Schedule D, Part X Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If</i> "Yes," complete Schedule D, Part X .	11e	×	×
12 a	Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI and XII	12a	×	
b	Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional	12b	×	
13	Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	13		×
14 a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		×
b	Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV</i>	14b		×
15	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? If "Yes," complete Schedule F, Parts II and IV	15		×
16	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? If "Yes," complete Schedule F, Parts III and IV.	16		×
17	Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I</i> (see instructions)	17		×
18	Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If</i> "Yes," <i>complete Schedule G, Part II</i>	18		×
19	Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III	19		×

Part	V Checklist of Required Schedules (continued)			
			Yes	No
20 a	Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H	20a		×
	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return? .	20b		
21	Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or			
21	domestic government on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II		J	
		21	×	
22	Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on			
	Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III	22		×
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the			
	organization's current and former officers, directors, trustees, key employees, and highest compensated			
	employees? If "Yes," complete Schedule J	-	×	
		23		
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than			
	\$100,000 as of the last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b			
	through 24d and complete Schedule K. If "No," go to line 25a	24a		×
h	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
		240		
C	Did the organization maintain an escrow account other than a refunding escrow at any time during the year			
	to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit			
	transaction with a disqualified person during the year? If "Yes," complete Schedule L, Part I	250		
_		25a		
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior			
	year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ?			
	If "Yes," complete Schedule L, Part I	25b		
26	Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any			
20	current or former officers, directors, trustees, key employees, highest compensated employees, or			
				×
	disqualified persons? If "Yes," complete Schedule L, Part II	26		^
27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee,			
	substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled			
	entity or family member of any of these persons? If "Yes," complete Schedule L, Part III	27		×
28	Was the organization a party to a business transaction with one of the following parties (see Schedule L,			
_0	Part IV instructions for applicable filing thresholds, conditions, and exceptions):			
а	A current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV	28a		X
b	A family member of a current or former officer, director, trustee, or key employee? If "Yes," complete			
	Schedule L, Part IV	28b		×
С	An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof)			
•	was an officer, director, trustee, or direct or indirect owner? If "Yes," complete Schedule L, Part IV	28c		×
	•			
29	Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M	29		×
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified			
	conservation contributions? If "Yes," complete Schedule M	30		×
31	Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N,			
	Part I	31		×
20	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes,"	31		-
32				
	complete Schedule N, Part II	32		×
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations			
	sections 301.7701-2 and 301.7701-3? If "Yes," complete Schedule R, Part I	33		×
34	Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III,			
	or IV, and Part V, line 1	34	×	
250		-		
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a	×	
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a			
	controlled entity within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2	35b	X	
36	Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable			
	related organization? If "Yes," complete Schedule R, Part V, line 2	36		
07		30		
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization			
	and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R,			
	Part VI	37		×
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and			
	19? Note. All Form 990 filers are required to complete Schedule O.	38	×	

Part V Statements Regarding Other IRS Filings and Tax Compliance

	Check if Schedule O contains a response or note to any line in this Part V			X
			Yes	No
1a	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable			
b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable			
С	Did the organization comply with backup withholding rules for reportable payments to vendors and			
_	reportable gaming (gambling) winnings to prize winners?	1c		
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax			
	Statements, filed for the calendar year ending with or within the year covered by this return 2a 11			
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? .	2b	×	
2-	Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)			
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year?	3a	X	
	If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation in Schedule O	3b	X	
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority			
	over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a		×
b	·	4a		,
b	If "Yes," enter the name of the foreign country: ► See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts			
	(FBAR).			
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a		×
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b		×
С	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	5с		
6a	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the			
	organization solicit any contributions that were not tax deductible as charitable contributions?	6a		×
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or			
_	gifts were not tax deductible?	6b		
7	Organizations that may receive deductible contributions under section 170(c).			
а	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?	7-		
L		7a 7b		X
b C	If "Yes," did the organization notify the donor of the value of the goods or services provided?	76		
C	required to file Form 8282?	7c		×
d	If "Yes," indicate the number of Forms 8282 filed during the year	70		
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e		×
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? .	7f		×
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g		•-
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h		
8	Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the			
	sponsoring organization have excess business holdings at any time during the year?	8		
9	Sponsoring organizations maintaining donor advised funds.			
а	Did the sponsoring organization make any taxable distributions under section 4966?	9a		
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b		
10	Section 501(c)(7) organizations. Enter:			
а	Initiation fees and capital contributions included on Part VIII, line 12			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities . 10b			
11	Section 501(c)(12) organizations. Enter:			
a	Gross income from members or shareholders			
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)			
120	against amounts due or received from them.)	120		
12a b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year 12b	12a		
13	Section 501(c)(29) qualified nonprofit health insurance issuers.			
а	Is the organization licensed to issue qualified health plans in more than one state?	13a		
4	Note. See the instructions for additional information the organization must report on Schedule O.			
b	Enter the amount of reserves the organization is required to maintain by the states in which			
	the organization is licensed to issue qualified health plans			
С	Enter the amount of reserves on hand			
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a		×
b	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O .	14b		

Form 990 (2017) Page **6**

Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a

Part VI

response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions. Section A. Governing Body and Management No Yes 1a Enter the number of voting members of the governing body at the end of the tax year. . . 1a 21 If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O. Enter the number of voting members included in line 1a, above, who are independent . 1b 2 Did any officer, director, trustee, or key employee have a family relationship or a business relationship with 2 X Did the organization delegate control over management duties customarily performed by or under the direct 3 supervision of officers, directors, or trustees, or key employees to a management company or other person? 3 4 Did the organization make any significant changes to its governing documents since the prior Form 990 was filed? 4 5 Did the organization become aware during the year of a significant diversion of the organization's assets? . 5 6 6 X Did the organization have members, stockholders, or other persons who had the power to elect or appoint X 7a Are any governance decisions of the organization reserved to (or subject to approval by) members, X 7b Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following: X 8a X 8b Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O 9 Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.) No Did the organization have local chapters, branches, or affiliates? 10a If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? 10b 11a Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? 11a X **b** Describe in Schedule O the process, if any, used by the organization to review this Form 990. **12a** Did the organization have a written conflict of interest policy? If "No," go to line 13 12a X Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? X 12b Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," X 12c 13 Did the organization have a written whistleblower policy? 13 X X Did the organization have a written document retention and destruction policy? 14 14 15 Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision? The organization's CEO, Executive Director, or top management official 15a X X Other officers or key employees of the organization 15b If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions). Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement X 16a **b** If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the X Section C. Disclosure List the states with which a copy of this Form 990 is required to be filed ▶ 17 Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990-T (Section 501(c)(3)s only) 18 available for public inspection. Indicate how you made these available. Check all that apply. ✗ Upon request Own website Another's website Other (explain in Schedule O) Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year. 20 State the name, address, and telephone number of the person who possesses the organization's books and records: ▶ CHRISTINE SPARZAK 1954 GREENSPRING DRIVE, Lutherville Timoniur (410)337-7200

Form 990 (2017) Page **7**

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
 - List all of the organization's current key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

List persons in the following order: individual trustees or directors; institutional trustees; officers; key employees; highest compensated employees; and former such persons.

☐ Check this box if neither the organization no	r any relate	d orga	aniz	atio	n c	ompe	nsa	ted any curren	t officer, director	r, or trustee.
	(C)									
(A)	(B)	Position				(D)	(E)	(F)		
Name and Title	Average		do not check mo ox, unless perso					Reportable	Reportable	Estimated
	hours per							compensation	compensation from	amount of
	week (list any hours for related	Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former	from the organization	related organizations (W-2/1099-MISC)	other compensation from the
	organizations below dotted	dual :	tiona	4	mplc	st co byee	er	(W-2/1099-MISC)		organization and related
	line)	trust	al tro		yee	mpe				organizations
		iee	ıste			nsa				
						led				
(1) CRAIG WOLF	1									
MAR OFFICER	0	×						0		
(2) SHELIA WILLIAMS	1									
DIRECTOR	0	×						0		
(3) JENNIFER WARD	1									
DIRECTOR	0	×						0		
(4) PAUL STAGG	1									
DIRECTOR	0	×						0		
(5) TIM SHOTZBERGER	1									
DIRECTOR	0	×						0		
(6) BRIAN MCGEEHAN	1									
DIRECTOR	0	×						0		
(7) TOM LUPO	1									
DIRECTOR	0	×						0		
(8) SCOTT LEDERER	1									
DIRECTOR	0	×						0		
(9) BRENDA KASUVA	1									
WCR OFFICER	0	×						0		
(10) LINDA HARNED	1									
DIRECTOR	0	×						0		
(11) MELISSA EVANS	1									
DVP FOR MARYLAND	0	×						0		
(12) ANITA DAVIS	1									
NAR DIRECTOR	0	×						0		
(13) WAYNE CURTIS	1									
DIRECTOR	0	×						0		
(14) RANDY COTTRELL	1									
DIRECTOR	0	×						0		

Part	Section A. Officers, Directors, Trus	tees, Key E	mplo	yee	s, a	nd F	lighe	st C	ompensated E	mployees (cont	nued)	
					(C)						
	(A) Name and title	(B) Average hours per	Average box, unless person is b officer and a director/tr						(D) Reportable compensation	(E) Reportable compensation from	Estir amo	(F) mated ount of
		week (list any hours for related organizations below dotted line)	ndividua or directo	Institutional trustee	Officer	Key employee	Highest compensated employee	Former	from the organization (W-2/1099-MISC)	related organizations (W-2/1099-MISC)	compe fror orgar and i	ther ensation m the nization related izations
(15) K	ATHLEEN BEADELL	1										
DIRE	CTOR	0	×						0			
32	NDY ARIOSA	1										
	DIRECTOR	0	×						0			
32	_YSSIA ESSIG	1										
	MER PRESIDENT	0	×		×				0			
3	AKIA EVANS	1										
	SURER ATRICIA KALLMYER	0	×		X				0		+	
32	PRESIDNET	0	×		×				0			
	DM DRECHSLER	1	 "		ļ.,				0		+	
32	IDENT-ELECT	0	×		×				0			
(21) G	EORGIANA TYLER	2										
22	IDENT	0	×		×				0			
(22) Al	_AN INGRAHAM	38										
CEO		2			×				192,139			14,512
(23)												
(24)												
(25)												
1b	Sub-total		٠	٠.					192,139	(14,512
C	Total from continuation sheets to Par	-						>	400 400	,)	44.540
d	Total (add lines 1b and 1c)	ıt not limited	d to th				above	e) w	ho received m			14,512
	reportable compensation from the organ	iization 🗾										Yes No
3	Did the organization list any former of employee on line 1a? <i>If "Yes," complete</i>							-	-	est compensat		×
4	For any individual listed on line 1a, is the organization and related organizations individual										ch	
5	Did any person listed on line 1a receive for services rendered to the organization									zation or individ		X
Section	on B. Independent Contractors	,			-			-				
1	Complete this table for your five highest compensation from the organization. Re year.	•										
	(A) Name and business ad	dress							(B) Description of s	ervices	(C) Compens	ation
								_				
	Total constant Children	(1						<u> </u>				
2	Total number of independent contract	ors (includir	ig bl	ıt n	JO	ıımıt	lea ta	tn כ	iuse listed abi	ovei wno		

received more than \$100,000 of compensation from the organization ▶

Part VIII Statement of Revenue

		Check if Schedule C	contains a resp	oonse or note to	any line in this	Part VIII		<u> </u>
					(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514
ts	1a	Federated campaigns	s 1a					
Contributions, Gifts, Grants and Other Similar Amounts	b	Membership dues .						
2, 5	C	Fundraising events .						
ifts ar A	d	Related organizations						
n, G	e	Government grants (con						
Sir	f	All other contributions, g	· -					
iğ ğ	•	and similar amounts not inc						
불허	g	Noncash contributions include						
o bu	9 h	Total. Add lines 1a–1		-	0			
		Total. Add lines 1a-1		Business Code				
nue	2a	MEMBERSHIP FEES		531390	1,300,068	1,300,068		
Š	b	LOCKBOX - MARS		531390	36,575	36,575		
9	C	EDUCATION CLASSES		531390	79.665	30,373		79,665
Ž	d	CONVENTION		531390	117,588			117,588
Š	-			331390	117,500			117,500
La l	e	All ather programs com		531390	99.284	13,021		86,263
Program Service Revenue	f	All other program ser			1,633,180	13,021		60,203
-	<u>g</u> 	Total. Add lines 2a–2 Investment income			1,033,100			
	3	and other similar amo	`		447.050			447.050
	4		·		447,953			447,953
	4	Income from investmen						
	5	Royalties	(i) Real	(ii) Personal				
	6-	Cuasa vanta	(i) Hour	(ii) i oloonai				
	6a	Gross rents						
	b	Less: rental expenses	0	0				
	C	Rental income or (loss)			0			
	d 70	Net rental income or (Gross amount from sales of	(IOSS) (i) Securities	▶ (ii) Other	0			
	7a	assets other than inventory	.,	` ,				
	L	Less: cost or other basis	1,190,088					
	b	and sales expenses .	4 400 000	0.046				
		Gain or (loss)	1,168,830					
	C	` '	21,258		19,212	-2,046		21,258
	d	Net gain or (loss) .			19,212	-2,040		21,230
ne	8a	Gross income from fu	ındraisina					
eu	Oa	events (not including \$	indiaising					
ě		of contributions reporte	ad on line 1c)					
r E		See Part IV, line 18 .	,					
Other Reven	h	Less: direct expenses						
Ò	b	Net income or (loss) f		events . ▶	0			
		Gross income from ga		events .	U			
	Ju	See Part IV, line 19 .						
	b	Less: direct expenses						
	C	Net income or (loss) f		vities •	0			
	10a	Gross sales of in	• •	VII.00 1 1 7	0			
		returns and allowance		45,671				
	b	Less: cost of goods s	_	,				
	C	Net income or (loss) f			16,109		16,109	
ł		Miscellaneous R		Business Code	10,109		10,109	
	11a	SUBLEASE		900099	7,713			7,713
	b	REAL ESTATE SCHOO	N OPEDATIONS	561000	33,343	+	33,343	1,113
	C	NEAL ESTATE SURIUC	L OI LIMITOIN	301000	33,343		33,343	
	d	All other revenue .				+		
	u e	Total. Add lines 11a-			41,056			
	12	Total revenue. See in			2,157,510	1,347,618	49,452	760,440
		. Juli 10 vollag. Oct II			4,107,010	1,347,010	49,402	700,440

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4	l) organizations must complete all co	olumns. All other organizations must comple	ete column (A).

Section	on 501(c)(3) and 501(c)(4) organizations must comp Check if Schedule O contains a respons				
Do no	ot include amounts reported on lines 6b, 7b,	(A) Total expenses	(B) Program service	(C)	(D)
	o, and 10b of Part VIII.	Total expenses	Program service expenses	Management and general expenses	Fundraising expenses
1	Grants and other assistance to domestic organizations				
	and domestic governments. See Part IV, line 21	71,158	71,158		
2	Grants and other assistance to domestic individuals. See Part IV, line 22				
3	Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 5	Benefits paid to or for members Compensation of current officers, directors, trustees, and key employees	116,020	116,020	20.006	
6	Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)	206,651	175,655	30,996	
7	Other salaries and wages	380,010	227,936	152,074	
8	Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	10,160	7,472	2,688	
9	Other employee benefits	45,194	30,742	14,452	
10	Payroll taxes	44,385	30,337	14,048	
11	Fees for services (non-employees):				
а	Management				
b	Legal	14,835	12,904	1,931	
С	Accounting	31,406	12,567	18,839	
d	Lobbying	10,000	0	10,000	
е	Professional fundraising services. See Part IV, line 17				
f	Investment management fees	45,933	0	45,933	
g	Other. (If line 11g amount exceeds 10% of line 25, column				
	(A) amount, list line 11g expenses on Schedule O.)	109,492	77,355	32,137	
12	Advertising and promotion	3,664	0	3,664	
13	Office expenses	123,682	89,798	33,884	
14	Information technology				
15	Royalties				
16	Occupancy	246,316	188,497	57,819	
17	Travel	19,120	18,920	200	
18	Payments of travel or entertainment expenses for any federal, state, or local public officials				
19	Conferences, conventions, and meetings .	14,900	7,826	7,074	
20	Interest				
21	Payments to affiliates				
22	Depreciation, depletion, and amortization .	17,327	13,273	4,054	
23	Insurance	16,527	12,214	4,313	
24	Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
а	GOVERNMENT RELATIONS	76,636	76,636	0	
b	RENTAL AND FOOD	116,939	116,939	0	
С	MEMBERSHIP RECRUITMENT	26,984	26,984	0	
d	OTHER EVENTS	32,666	32,666	0	
е	All other expenses	10,000	10,000	0	0
25	Total functional expenses. Add lines 1 through 24e	1,790,005	1,355,899	434,106	0
26	Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here if following SOP 98-2 (ASC 958-720)		, , , , ,		
					Form 990 (2017)

Part X Balance Sheet

		Check if Schedule O contains a response or note to any line in this F	Part X		x
			(A) Beginning of year		(B) End of year
	1	Cash-non-interest-bearing	447,705	1	217,765
	2	Savings and temporary cash investments	523,984	2	252,043
	3	Pledges and grants receivable, net		3	
	4	Accounts receivable, net	110,215	4	82,048
	5	Loans and other receivables from current and former officers, directors,	,		
		trustees, key employees, and highest compensated employees.			
		Complete Part II of Schedule L		5	
S	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions). Complete Part II of Schedule L	1	6	
Assets	7	Notes and loans receivable, net		7	
Ä	8	Inventories for sale or use	6,769	8	7,174
	9	Prepaid expenses and deferred charges	55,753	9	44,013
	10a	Land, buildings, and equipment: cost or			
		other basis. Complete Part VI of Schedule D 10a 200,23	31		
	b	Less: accumulated depreciation 10b 125,74	43,048	10c	74,490
	11	Investments—publicly traded securities	3,012,895		3,536,140
	12	Investments – other securities. See Part IV, line 11	2,552,079		2,824,688
	13	Investments – program-related. See Part IV, line 11		13	
	14	Intangible assets		14	
	15	Other assets. See Part IV, line 11	15,560		15,560
	16	Total assets. Add lines 1 through 15 (must equal line 34)	6,768,008		7,053,921
	17	Accounts payable and accrued expenses	483,580		220,561
	18	Grants payable		18	
	19	Deferred revenue	375,020		124,669
	20	Tax-exempt bond liabilities		20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D.		21	
Liabilities	22	Loans and other payables to current and former officers, directors,			
Ħ		trustees, key employees, highest compensated employees, and			
jab		disqualified persons. Complete Part II of Schedule L		22	
_	23	Secured mortgages and notes payable to unrelated third parties		23	
	24	Unsecured notes and loans payable to unrelated third parties		24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X			44.005
		of Schedule D	28,188	0.5	44,085
	00		000 700	25	200.245
	26	Total liabilities. Add lines 17 through 25	886,788	26	389,315
es		complete lines 27 through 29, and lines 33 and 34.	iu		
ŭ	27	Unrestricted net assets	5,881,220	27	6,664,606
ala	28	Temporarily restricted net assets	3,001,220	28	0,004,000
B	29	Permanently restricted net assets		29	
Ĕ	23	Organizations that do not follow SFAS 117 (ASC 958), check here ▶ □ and	d	23	
F		complete lines 30 through 34.			
Net Assets or Fund Balances	30	Capital stock or trust principal, or current funds		30	
set	31	Paid-in or capital surplus, or land, building, or equipment fund		31	
As	32	Retained earnings, endowment, accumulated income, or other funds.		32	
<u>e</u> t	33	Total net assets or fund balances	5,881,220		6,664,606
~	34	Total liabilities and net assets/fund balances	6,768,008		7,053,921
			-,,		1 1

Form 990 (2017) Page **12**

Part	t XI Reconciliation of Net Assets				
	Check if Schedule O contains a response or note to any line in this Part XI				
1	Total revenue (must equal Part VIII, column (A), line 12)	1		2,15	7,510
2	Total expenses (must equal Part IX, column (A), line 25)	2		1,79	0,005
3	Revenue less expenses. Subtract line 2 from line 1	3		36	7,505
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	5,881,220		
5	Net unrealized gains (losses) on investments	5		41	5,881
6	Donated services and use of facilities	6			
7	Investment expenses	7			
8	Prior period adjustments	8			
9	Other changes in net assets or fund balances (explain in Schedule O)	9			
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line				
	33, column (B))	10		6,66	4,606
Part	t XII Financial Statements and Reporting				
	Check if Schedule O contains a response or note to any line in this Part XII				
				Yes	No
1	Accounting method used to prepare the Form 990: Cash Accrual Other		_		
	If the organization changed its method of accounting from a prior year or checked "Other," ex	kplain ir	n		
	Schedule O.				
2a					×
	If "Yes," check a box below to indicate whether the financial statements for the year were com-	piled o	r		
	reviewed on a separate basis, consolidated basis, or both:				
	☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis				
b	Were the organization's financial statements audited by an independent accountant?		. 2b	×	
	If "Yes," check a box below to indicate whether the financial statements for the year were audit	ed on a	a		
	separate basis, consolidated basis, or both:				
	☐ Separate basis				
С	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for of				
	of the audit, review, or compilation of its financial statements and selection of an independent acco			×	
	If the organization changed either its oversight process or selection process during the tax year, e	xplain ir	n		
	Schedule O.				
3a	· · · · · · · · · · · · · · · · · · ·	torth ir			
	the Single Audit Act and OMB Circular A-133?		3a		×
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not und				
	required audit or audits, explain why in Schedule O and describe any steps taken to undergo such a	audits.	3b		
			Forr	ո ԿԿ()	(2017)

Form **990** (2017)

990-T

Exempt Organization Business Income Tax Return (and proxy tax under section 6033(e))

Department of the Treasury Internal Revenue Service

For calendar year 2017 or other tax year beginning 07/01 , 2017, and ending 06/30 , 20 18 ► Go to www.irs.gov/Form990T for instructions and the latest information. ▶ Do not enter SSN numbers on this form as it may be made public if your organization is a 501(c)(3). Check box if address changed D Employer identification number (Employees' trust, see instructions.) THE GREATER BALTIMORE BOARD OF REALTORS INC **B** Exempt under section Print **X** 501(C)(6) Number, street, and room or suite no. If a P.O. box, see instructions. 52-0455750 or E Unrelated business activity codes 408(e) 220(e) 1954 GREENSPRING DRIVE SUITE 100 **Type** (See instructions.) ☐ 408A 530(a) City or town, state or province, country, and ZIP or foreign postal code 529(a) Lutherville Timonium 21093 RETAIL TRADE 453000 C Book value of all assets at end of year Group exemption number (See instructions.) ▶ ☐ 501(c) trust ☐ 401(a) trust G Check organization type ► 🗶 501(c) corporation Other trust Describe the organization's primary unrelated business activity. ▶ retail store During the tax year, was the corporation a subsidiary in an affiliated group or a parent-subsidiary controlled group? . . . \blacktriangleright \square Yes $\boxed{\mathbb{X}}$ No If "Yes," enter the name and identifying number of the parent corporation. ▶ The books are in care of ▶ CHRISTINE SPARZAK Telephone number ► (410)337-7200 (A) Income **Unrelated Trade or Business Income** (B) Expenses (C) Net Gross receipts or sales 633 45,671 Less returns and allowances c Balance ▶ 1c 29,562 2 2 Cost of goods sold (Schedule A, line 7) . . 16.109 Gross profit. Subtract line 2 from line 1c 3 3 16.109 Capital gain net income (attach Schedule D) 4a 0 0 0 b Net gain (loss) (Form 4797, Part II, line 17) (attach Form 4797) 4b 0 4c С 5 Income (loss) from partnerships and S corporations (attach statement) 5 0 6 0 7 Unrelated debt-financed income (Schedule E) 7 ol 0 0 0 8 Interest, annuities, royalties, and rents from controlled organizations (Schedule F) 9 0 0 Investment income of a section 501(c)(7), (9), or (17) organization (Schedule G) 9 10 Exploited exempt activity income (Schedule I) 10 0 0 ol 0 11 Advertising income (Schedule J) 11 12 Other income (See instructions; attach schedule) 12 33.342 33.342 13 49.451 0 49.451 Total. Combine lines 3 through 12 13 Part II Deductions Not Taken Elsewhere (See instructions for limitations on deductions.) (Except for contributions, deductions must be directly connected with the unrelated business income.) 14 Compensation of officers, directors, and trustees (Schedule K) 14 15 15 Salaries and wages 24,211 16 Repairs and maintenance 16 17 17 Bad debts 18 Interest (attach schedule) 18 19 19 1,929 20 Charitable contributions (See instructions for limitation rules) . 20 21 21 22 Less depreciation claimed on Schedule A and elsewhere on return . 22b 676 23 23 24 24 Contributions to deferred compensation plans 629 25 Employee benefit programs 6.317 26 26 Excess exempt expenses (Schedule I) 27 Excess readership costs (Schedule J) 27 28 28 18,060 29 Total deductions. Add lines 14 through 28 29 51,822 30 Unrelated business taxable income before net operating loss deduction. Subtract line 29 from line 13 30 31 Net operating loss deduction (limited to the amount on line 30) 31 32 Unrelated business taxable income before specific deduction. Subtract line 31 from line 30 . . . 32 33 Specific deduction (Generally \$1,000, but see line 33 instructions for exceptions) 33 34 Unrelated business taxable income. Subtract line 33 from line 32. If line 33 is greater than line 32,

34

OMB No. 1545-0687

enter the smaller of zero or line 32

Part	II Ta	ax Computati	ion								-	
35	Organi	zations Taxab	le as Corporations.	See instructions fo	r tax computa	tion. C	Controlled grou	Jp				
	membe	ers (sections 15	61 and 1563) check he	ere 🕨 🗌 See inst	ructions and:							
а	Enter yo	our share of the	e \$50,000, \$25,000, an	id \$9,925,000 taxab	ole income brad	ckets (in that order):					
	(1) \$		(2) \$	(3)	\$							
b	Enter o	rganization's sh	nare of: (1) Additional 5	5% tax (not more th	an \$11,750)	\$	0					
	(2) Add	itional 3% tax (not more than \$100,00	00)		\$	0					
С	Income	tax on the amo	ount on line 34)	▶ 3	35c		0	
36			Trust Rates. See					on 📗				
	the amo	ount on line 34	from: 🕱 Tax rate sch	edule or 🗌 Sched	ule D (Form 10	41) .)	▶ _	36		0	
37	Proxy t	t ax. See instruc	tions)	▶	37			
38	Alternat	tive minimum ta	ax						38			
39		•	nt Facility Income. Se						39			
40			3 and 39 to line 35c or	36, whichever appl	ies				40		0	
Part		ax and Paymo										
41a			orations attach Form 11			41a	0					
b			ructions)			41b						
C			it. Attach Form 3800 (,		41c		_				
d			inimum tax (attach For	•		41d					_	
e			es 41a through 41d .						11e		0	
42			line 40					-	42		0	
43			: Form 4255 Form			Other (a	attach schedule) .		43		0	
44 450			2 and 43			45a			44		0	
45a	-		yments			45a 45b						
b		·	rm 8868			45b						
c d			Tax paid or withheld a			45d		-				
e	_	-	ee instructions)		•	45e		-				
f		• ,	yer health insurance p			45f						
g g		redits and payr			7111 05+1) .	701						
9	Form		☐ Other		 Total ▶	45g	o					
46			lines 45a through 45g		_		-		46		0	
47	-	-	(see instructions). Che					_ ⊢	47			
48			ess than the total of lin						48		0	
49			16 is larger than the to					▶ [49		0	
50	Enter the	e amount of line 49	9 you want: Credited to	2018 estimated tax	•		Refunded	▶ [50		0	
Part	V St	tatements Re	egarding Certain Ad	ctivities and Other	er Informatio	n (see	instructions)					
51	At any t	time during the	2017 calendar year, c	lid the organization	have an intere	st in o	r a signature o	r oth	er aut	hority	Yes	No
			nt (bank, securities, o									
			port of Foreign Bank	and Financial Acco	unts. If YES, e	nter th	ne name of the	forei	ign co	ountry		
	here ►											×
52	•	• •	he organization receive a	•	J	or of, o	r transferor to, a	foreig	gn trus	t? .		×
			s for other forms the o	•								
53			x-exempt interest recell declare that I have examined						af marrie		امط امما	of it is
Sign			Declaration of preparer (other					dge. 🗖				
				1						IRS discu		
Here		ure of officer		Date	Title					ructions)?		
	Jagnati	Print/Type prepare	ar'e nama	Preparer's signature	Tine		Date	_		PT	INI	
Paid		Lisa Rice	J 3 HAITIE	i reparer a signature			Date	Chec		if	015420	640
Prepa			Lisa Rice						mploy			
Use (Only	Firm's name ► Firm's address ►	1418 Moonshadow Rd	Bel Air	N	/ID 2	21015	Phone	s EIN ►		925-07	 '62

Form 990-T (2017) Page **3**

2
No
X
ne
0
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าร
ons lumns
age 1, n (B).
0
ons

Schedule F—Interest, Annuities, Royalties, and Rents From Controlled Organizations (see instructions)									
•	ĺ ,				d Organizations	,		,	
Name of controlled organization		Employer ication number		ated income instructions)	4. Total of specified payments made	5. Part of colum included in the corganization's gro	controlling	conne	eductions directly ected with income in column 5
(1)									
(2)									
(3)									
(4)									
Nonexempt Controlled Organiz	zations	l							
						T		T	
7. Taxable Income	ı	Net unrelated incoss) (see instructi			otal of specified yments made	included in the controlling connected		eductions directly sted with income in column 10	
(1)									
(2)									
(3)									
(4)									
						Add columns 5 Enter here and c Part I, line 8, co	n page 1,	Enter h	columns 6 and 11. ere and on page 1, line 8, column (B).
Totals						>		0	0
Schedule G-Investment	Incom	ne of a Secti	ion 501(c)(7), (9),	or (17) Organi	zation (see inst	tructions	s)	
1. Description of income		2. Amount of	income	dire	Deductions ctly connected ach schedule)	(attach schedule) and s		and s	tal deductions et-asides (col. 3 blus col. 4)
(1)									
(2)									
(3)									
(4)									
Totals	•	Enter here and Part I, line 9, c	olumn (A).	0					re and on page 1, ne 9, column (B).
Schedule I—Exploited Exe	tamet /	Activity Inco	me. Oth	ner Than	Advertising Ir	ncome (see inst	ructions	s)	
Description of exploited activ		2. Gross unrelated business incor from trade of business	me conn r ur	expenses directly ected with duction of related ess income	4. Net income (loss) from unrelated trade or business (column 2 minus column 3). If a gain, compute cols. 5 through 7.	5. Gross income from activity that is not unrelated business income	6. Ex	penses table to imn 5	7. Excess exempt expenses (column 6 minus column 5, but not more than column 4).
(1)									
(2)									
(3)									
(4)									
Totals	. •	Enter here and page 1, Part line 10, col. (A	l, page	here and on e 1, Part I, 0, col. (B).					Enter here and on page 1, Part II, line 26.
Schedule J-Advertising I	ncom	e (see instruc							·
Part I Income From P		•		Consoli	dated Basis				
					4. Advertising				7. Excess readership
1. Name of periodical		2. Gross advertising income	-	Direct tising costs	gain or (loss) (col. 2 minus col. 3). If a gain, compute cols. 5 through 7.	5. Circulation income		dership	costs (column 6 minus column 5, but not more than column 4).
(1)									
(2)									
(3)							1		
(4)									
Totals (carry to Part II, line (5))	. ▶	. 0		0	0	0		0	0
		1					-	-	

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Part II Income From Periodicals Reported on a Separate Basis (For each periodical listed in Part II, fill in columns 2 through 7 on a line-by-line basis.)

3	,					
1. Name of periodical	2. Gross advertising income	3. Direct advertising costs	4. Advertising gain or (loss) (col. 2 minus col. 3). If a gain, compute cols. 5 through 7.	5. Circulation income	6. Readership costs	7. Excess readership costs (column 6 minus column 5, but not more than column 4).
(1)						
(2)						
(3)						
(4)						
Totals from Part I ▶	0	0				0
	Enter here and on page 1, Part I, line 11, col. (A).	Enter here and on page 1, Part I, line 11, col. (B).				Enter here and on page 1, Part II, line 27.
Totals, Part II (lines 1−5)	0	0				0
Schedule K—Compensation of	Officers, Direc	tors, and Tru	stees (see instri	uctions)		
1 Name		,) Title	3. Percent of	4. Compensa	tion attributable to

1. Name	2. Title	3. Percent of time devoted to business	Compensation attributable to unrelated business
(1)		%	
(2)		%	
(3)		%	
(4)		%	
Total. Enter here and on page 1, Part II, line 14			0

Form **990-T** (2017)

SCHEDULE C (Form 990 or 990-EZ)

Political Campaign and Lobbying Activities

For Organizations Exempt From Income Tax Under section 501(c) and section 527

OMB No. 1545-0047

Open to Public Inspection

Department of the Treasury Internal Revenue Service Complete if the organization is described below.
 ► Attach to Form 990 or Form 990-EZ.
 ► Go to www.irs.gov/Form990 for instructions and the latest information.

If the organization answered "Yes," on Form 990, Part IV, line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then

- Section 501(c)(3) organizations: Complete Parts I-A and B. Do not complete Part I-C.
- Section 501(c) (other than section 501(c)(3)) organizations: Complete Parts I-A and C below. Do not complete Part I-B.
- Section 527 organizations: Complete Part I-A only.

If the organization answered "Yes," on Form 990, Part IV, line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)): Complete Part II-A. Do not complete Part II-B.
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)): Complete Part II-B. Do not complete Part II-A.

If the organization answered "Yes," on Form 990, Part IV, line 5 (Proxy Tax) (see separate instructions) or Form 990-EZ, Part V, line 35c (Proxy Tax) (see separate instructions), then

· ux) (c	ice separate monactions, ti	ion			
• Se	ection 501(c)(4), (5), or (6) orga	ınizations: Complete Part III.			
Name	of organization			Employer ider	ntification number
THE G	GREATER BALTIMORE BOAF	RD OF REALTORS INC			52-0455750
Part	I-A Complete if the	e organization is exempt und	er section 501(d	c) or is a section 527 of	organization.
1	Provide a description of definition of "political can	the organization's direct and incompaign activities")	direct political ca	mpaign activities in Part	IV. (see instructions for
2	·	y expenditures (see instructions) .			10,000
3		cal campaign activities (see instruc			
Part		e organization is exempt und			-,
1 2 3 4a b Part 1 2 3 4 5	Enter the amount of any of Enter the amount of any of If the organization incurred Was a correction made? If "Yes," describe in Part I-C Complete if the Enter the amount direct activities Enter the amount of the 527 exempt function activities 17b Did the filing organization Enter the names, address organization made payments.	excise tax incurred by the organization excise tax incurred by organizationed a section 4955 tax, did it file Form.	er section 501(cation for section of section 501(cation for section 501(cation for section	section 4955	C)(3). O Yes No O Yes No ations to which the filing to the property of th
	as a separate segregated (a) Name	fund or a political action committee (b) Address	e (PAC). If addition	(d) Amount paid from filing organization's funds. If none, enter -0	(e) Amount of political contributions received and promptly and directly delivered to a separate political organization. If none, enter -0
(1)					
(2)					
(3)					
(4)					
(5)					
(6)					

Cat. No. 50084S

f Grassroots lobbying expenditures

Sched	ule C (Form 990 or 990-EZ) 2017					Page ∠
Par	II-A Complete if the organization section 501(h)).	n is exempt	under section 50	01(c)(3) and file	d Form 5768 (elec	ction under
A C	heck ► ☐ if the filing organization below address, EIN, expenses, and				iliated group membe	er's name,
B C	heck ► ☐ if the filing organization chec	ked box A and	"limited control" pr	ovisions apply.		
	Limits on Lob	oying Expendi	tures		(a) Filing	(b) Affiliated
	(The term "expenditures" m	eans amounts	s paid or incurred.)	organization's totals	group totals
1a	Total lobbying expenditures to influence	public opinior	n (grass roots lobby	ring)		
b	Total lobbying expenditures to influence	e a legislative b	ody (direct lobbying	g)		
С	Total lobbying expenditures (add lines	a and 1b) .			0	0
d	Other exempt purpose expenditures .					
е	Total exempt purpose expenditures (ad	d lines 1c and	1d)		0	0
f	Lobbying nontaxable amount. Enter	the amount	from the following	table in both		
	columns.					0
	If the amount on line 1e, column (a) or (b) is	: The lobbying	g nontaxable amoun	t is:		
	Not over \$500,000	20% of the a	mount on line 1e.			
	Over \$500,000 but not over \$1,000,000	\$100,000 plu	is 15% of the excess	over \$500,000.		
	Over \$1,000,000 but not over \$1,500,000	\$175,000 plu	is 10% of the excess	over \$1,000,000.		
	Over \$1,500,000 but not over \$17,000,000	\$225,000 plu	is 5% of the excess o	ver \$1,500,000.		
	Over \$17,000,000	\$1,000,000.				
g	Grassroots nontaxable amount (enter 2	5% of line 1f)			0	0
h	Subtract line 1g from line 1a. If zero or l	ess, enter -0-			0	0
i	Subtract line 1f from line 1c. If zero or le	, -			0	0
j	If there is an amount other than zero		e 1h or line 1i, did	the organization	n file Form 4720	¬
	reporting section 4911 tax for this year	?			<u> L</u>	」Yes □ No
	(Some organizations that made a se See the	ction 501(h) e separate ins	tructions for lines	e to complete all 2a through 2f.)	of the five column	s below.
	Lobbyin	g Expenditure	s During 4-Year Av	veraging Period		
	Calendar year (or fiscal year beginning in)	(a) 2014	(b) 2015	(c) 2016	(d) 2017	(e) Total
2a	Lobbying nontaxable amount				0	0
b	Lobbying ceiling amount (150% of line 2a, column (e))					0
С	Total lobbying expenditures				0	0
d	Grassroots nontaxable amount				0	0
е	Grassroots ceiling amount (150% of line 2d, column (e))					0

Schedule C (Form 990 or 990-EZ) 2017

0

0

Part	II-B Complete if the organization is exempt under section 501(c)(3) and has NOT f (election under section 501(h)).	iled I	orm	5768		
For e	each "Yes," response on lines 1a through 1i below, provide in Part IV a detailed	(a)		(b)	
	ription of the lobbying activity.	Yes	No	Ar	nount	
1	During the year, did the filing organization attempt to influence foreign, national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of:					
а	Volunteers?					
b	Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?					
С	Media advertisements?					
d	Mailings to members, legislators, or the public?					
е	Publications, or published or broadcast statements?					
f	Grants to other organizations for lobbying purposes?					
g	Direct contact with legislators, their staffs, government officials, or a legislative body?					
h	Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?					
i	Other activities?					
j	Total. Add lines 1c through 1i					(
2a	Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?					
b	If "Yes," enter the amount of any tax incurred under section 4912					
С	If "Yes," enter the amount of any tax incurred by organization managers under section 4912 .					
d	If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?					
Part	III-A Complete if the organization is exempt under section 501(c)(4), section 501(c) 501(c)(6).	(5), c	r se	ction		
					Yes	No
1	Were substantially all (90% or more) dues received nondeductible by members?			1		×
2	Did the organization make only in-house lobbying expenditures of \$2,000 or less?			2		×
3	Did the organization agree to carry over lobbying and political campaign activity expenditures from the			3		×
Part	III-B Complete if the organization is exempt under section 501(c)(4), section 501(c)			ction		
	501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No," Of answered "Yes."				line 3	3, is
1	Dues, assessments and similar amounts from members		1		1,13	3,690
2	Section 162(e) nondeductible lobbying and political expenditures (do not include amounts political expenses for which the section 527(f) tax was paid).	of				
а	Current year	.	2a		10	0,000
b	Carryover from last year	.	2b			
С	Total	.	2c			0,000
3	$Aggregate\ amount\ reported\ in\ section\ 6033(e)(1)(A)\ notices\ of\ nondeductible\ section\ 162(e)\ dues\ .$		3		29	9,313
4	If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of excess does the organization agree to carryover to the reasonable estimate of nondeductible lobby	ing				
_	and political expenditure next year?		4			
5	Taxable amount of lobbying and political expenditures (see instructions)		5		-19	9,313
	Supplemental Information le the descriptions required for Part I-A, line 1; Part I-B, line 4; Part I-C, line 5; Part II-A (affiliated ground instructions); and Part II-B, line 1. Also, complete this part for any additional information.	ıp list); Par	t II-A, li	nes 1	and

SCHEDULE O (Form 990 or 990-EZ)

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

2017

OMB No. 1545-0047

Department of the Treasury Internal Revenue Service

Name of the organization

► Attach to Form 990 or 990-EZ.

► Go to www.irs.gov/Form990 for the latest information.

Open to Public Inspection

Employer identification number

THE GREATER BALTIMORE BOARD OF REALTORS INC	52-0455750
FORM 990 PART VI LINE 6: MEMBERS ARE LICENSED REAL ESTATE BROKERS, ASSOCIATE BROKE BANKERS AND OTHERS WITHIN THE INDUSTRY.	RS AND SALESPERSONS, MORTGAGE
FORM 990 PART VI LINE 7A: REALTOR MEMBERS FORMALLY ELECT THE OFFICERS AT THE ANNUA	AL MEETING.
FORM 990 PART VI LINE 7B: REALTOR MEMBERS HAVE THE RIGHT TO VOTE ON AMENDMENTS TO	THE BYLAWS.
FORM 990 PART VI LINE 11B: THE FORM 990 IS PREPARED BY THE DIRECTOR OF ADMINISTRATION REVIEWED BY THE CEO AND THE BOARD PRIOR TO BEING FILED WITH THE IRS.	N WHO IS ALSO A CPA AND IS
FORM 990 PART VI LINE 12C: BOARD MEMBERS MUST SIGN A CONFLICT OF INTEREST POLICY PLIDURING THE YEAR MUST BE IMMEDIATELY DISCLOSED.	EDGE ANNUALLY. ANY CHANGES
FORM 990 PART VI LINE 15A: THE CEO REPORTS TO THE BOARD OF DIRECTORS AND HIS COMPECOMPENSATION COMMITTEE WHICH IS COMPRISED OF THE CURRENT PRESIDENT, VICE-PRESIDENT. THE COMPENSATION PACKAGE IS REVIEWED ANNUALLY ON THE CEO'S ANNIVERSA	ENT, AND THE IMMEDIATE PAST
FORM 990 PART VI LINE 19: THE GOVERNING DOCUMENTS, CONFLICT OF INTEREST POLICY, AND AVAILABLE UPON REQUEST.	FINANCIAL STATEMENTS ARE

SCHEDULE D (Form 990)

Supplemental Financial Statements

► Complete if the organization answered "Yes" on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b. ► Attach to Form 990.

OMB No. 1545-0047

2017

Open to Public Inspection

Department of the Treasury Internal Revenue Service

Name of the organization

► Go to www.irs.gov/Form990 for instructions and the latest information.

Employer identification number

	REATER BALTIMORE BOARD OF REALTORS INC		52-0455750
Par			
	Complete if the organization answered	"Yes" on Form 990, Part IV, line 6.	
		(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year		
2	Aggregate value of contributions to (during year)		
3	Aggregate value of grants from (during year) .		
4	Aggregate value at end of year		
5	Did the organization inform all donors and donor	advisors in writing that the assets h	eld in donor advised
	funds are the organization's property, subject to the	e organization's exclusive legal contro	ol? 🗌 Yes 🗌 No
6	Did the organization inform all grantees, donors, a	and donor advisors in writing that grai	nt funds can be used
	only for charitable purposes and not for the bene-	fit of the donor or donor advisor, or f	or any other purpose
	conferring impermissible private benefit?		· · · · · ·
Par	Conservation Easements.		
	Complete if the organization answered	"Yes" on Form 990, Part IV, line 7.	
1	Purpose(s) of conservation easements held by the		
	Preservation of land for public use (e.g., recrea	• • • • • • • • • • • • • • • • • • • •	f a historically important land area
	Protection of natural habitat	Preservation o	f a certified historic structure
	Preservation of open space		
2	Complete lines 2a through 2d if the organization he	eld a qualified conservation contribution	on in the form of a conservation
	easement on the last day of the tax year.		Held at the End of the Tax Year
а	Total number of conservation easements		2a
b	Total acreage restricted by conservation easement		
С	Number of conservation easements on a certified h		
d	Number of conservation easements included in	. ,	
			1 1
3	Number of conservation easements modified, trans	sferred, released, extinguished, or terr	
	tax year ►		
4	Number of states where property subject to conse	rvation easement is located ►	
5	Does the organization have a written policy re-	garding the periodic monitoring, ins	pection, handling of
	violations, and enforcement of the conservation ea	sements it holds?	· · · · · ·
6	Staff and volunteer hours devoted to monitoring, inspec-	ting, handling of violations, and enforcing	conservation easements during the year
	>		
7	Amount of expenses incurred in monitoring, inspecting	ng, handling of violations, and enforcing	conservation easements during the year
	▶ \$		
8	Does each conservation easement reported on line		
	and section 170(h)(4)(B)(ii)?		
9	In Part XIII, describe how the organization reports	conservation easements in its revenue	and expense statement, and
	balance sheet, and include, if applicable, the text of		ancial statements that describes the
	organization's accounting for conservation easeme		
Part			
	Complete if the organization answered		
1a	If the organization elected, as permitted under SF	* * * * * * * * * * * * * * * * * * * *	
	works of art, historical treasures, or other similar	•	
	public service, provide, in Part XIII, the text of the f		
b	If the organization elected, as permitted under S		
	works of art, historical treasures, or other similar	•	ducation, or research in furtherance of
	public service, provide the following amounts relat	_	
	(i) Revenue included on Form 990, Part VIII, line 1		▶ \$
	(ii) Assets included in Form 990, Part X		. > \$
2	If the organization received or held works of art,		
	following amounts required to be reported under S		
а	Revenue included on Form 990, Part VIII, line 1 .		. \$
b	Assets included in Form 990, Part X		▶ \$

	le D (Form 990) 2017									Page 2
Part										
3	Using the organization's acquisition, accollection items (check all that apply):	cession, and ot	her reco	rds, chec	k any of th	ne follow	ing that are a	signifi	cant use	of its
а	☐ Public exhibition		d	Loan	or exchang	ge progr	ams			
b	☐ Scholarly research		е							
С	☐ Preservation for future generations									
4	Provide a description of the organization XIII.	n's collections a	and expl	ain how t	hey further	the org	anization's ex	empt p	urpose i	in Par
5	During the year, did the organization so assets to be sold to raise funds rather the] Yes [□ No
Part	IV Escrow and Custodial Arrang	gements.								
	Complete if the organization a 990, Part X, line 21.						•		t on Fo	rm
1a	Is the organization an agent, trustee, c included on Form 990, Part X?							_] Yes [☐ No
b	If "Yes," explain the arrangement in Part	XIII and comple	ete the fo	ollowing to	able:					
								Amour	1t	
С	Beginning balance					1c				
d	Additions during the year					1d				
е	Distributions during the year					1e				
f	Ending balance					1f				0
2a	Did the organization include an amount	on Form 990. Pa	art X. line	e 21. for e	scrow or c	ustodial	account liabil	itv?	Yes	No
	If "Yes," explain the arrangement in Part							•		
	t V Endowment Funds.	7 0001		лр.ш.ш.		p. c				
ı aı	Complete if the organization a	newered "Ves'	on For	m 990 F	Part IV lin	<u>1</u> 0 م				
	Complete if the organization a	(a) Current year		ior year	(c) Two yea		(d) Three years ba	ack (e)	Four years	s back
10	Paginning of year balance	(a) canoni year	(2)	,	(0) 1110) 04	.o buon	(4)			
1a	Beginning of year balance									
b	Contributions									
С	Net investment earnings, gains, and losses									
d	Grants or scholarships									
е	Other expenditures for facilities and programs									
f	Administrative expenses									
g	End of year balance	0		0		0		0		0
2	Provide the estimated percentage of the	current year en	d baland	ce (line 1g	, column (a	a)) held a	as:	•		
а	Board designated or quasi-endowment			_						
b	Permanent endowment ►	%								
C	Temporarily restricted endowment ▶	-/- %								
	The percentages on lines 2a, 2b, and 2c		nn%							
3a	Are there endowment funds not in the porganization by:	•		zation th	at are held	and adr	ministered for	the	Yes	No
	(i) unrelated organizations							3	a(i)	1110
	(ii) related organizations								a(ii)	
h	If "Yes" on line 3a(ii), are the related orga									
b 4	Describe in Part XIII the intended uses o	f the organizatio						· <u>L</u>	3b	
Part	, , ,						.			
	Complete if the organization a	nswered "Yes"	on For	m 990, I	art IV, lin	e 11a. S	See Form 99	U, Part	X, line	10.
	Description of property	(a) Cost or ot (investme		1 ' '	or other basis other)		Accumulated preciation	(d)	Book valu	ne
1a	Land									0
b	Buildings									0
С	Leasehold improvements									0

d Equipment

Total. Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10c.)

74,490

74,490

125,741

. ▶

200,231

Part VII	Complete if the organization an		n 990. Part IV. lin	ie 11b. See Form	990. Part X. line 12.
	(a) Description of security or categor (including name of security)		(b) Book value	(c) Met	hod of valuation: -of-year market value
(1) Financial	derivatives				
	neld equity interests	[57,798	С	
(3) Other			2,766,890)	
	ORATE BONDS		2,663,357	F	
(B) GOVE	RNMENT AGENCY BONDS		103,533	F	
(C)					
(D)					
(E)					
(F)					
(G)					
(H)					
Total. (Column (b) must equal Form 990, Part X, col. (B) line 12.) ▶		2,824,688		
Part VIII	Investments—Program Relate Complete if the organization and		n 990, Part IV, lin	ie 11c. See Form	990, Part X, line 13.
	(a) Description of investment		(b) Book value	` '	hod of valuation: -of-year market value
(1)					
(2)					
(3)					
(4)					
(5)					
(6)					
<u>(7)</u>					
(8)					
(9)	b) must equal Form 990, Part X, col. (B) line 13.) ▶	>	0		
Part IX	Other Assets.				
raitix	Complete if the organization an	swered "Yes" on Forn	n 990 Part IV lin	e 11d. See Form	990 Part X line 15
	complete if the organization at	(a) Description			(b) Book value
(1) SECURI	TY DEPOSIT	., .			15,560
(2)					,
(3)					
(4)					
(5)					
(6)					
(7)					
(8)					
(9)					
	mn (b) must equal Form 990, Part X,	col. (B) line 15.)		<i>.</i> ▶	15,560
Part X	Other Liabilities.				
	Complete if the organization an line 25.	swered "Yes" on Forn	n 990, Part IV, lin	ie 11e or 11f. See	e Form 990, Part X,
1.	(a) Description of liability	(b) Book value			
(1) Federal in					
	RED RENT EXPENSE	37	,291		
	OM RELATED PARTIES		,794		
(4)			, -		
(5)					
(6)					
(7)					
(8)					
(9)					
Total. (Column (b) must equal Form 990, Part X, col. (B) line 25.)	44	,085		
2. Liability fo	r uncertain tax positions. In Part XIII, pro	ovide the text of the footno	te to the organizatio	n's financial stateme	ents that reports the

organization's liability for uncertain tax positions under FIN 48 (ASC 740). Check here if the text of the footnote has been provided in Part XIII

Schedule D (Form 990) 2017 Page 4 Reconciliation of Revenue per Audited Financial Statements With Revenue per Return. Part XI Complete if the organization answered "Yes" on Form 990, Part IV, line 12a. Total revenue, gains, and other support per audited financial statements . . . 2,587,225 2 Amounts included on line 1 but not on Form 990, Part VIII, line 12: Net unrealized gains (losses) on investments Donated services and use of facilities 2b Recoveries of prior year grants 2c 2d 13,833 Add lines **2a** through **2d** 429,715 2e 3 Subtract line 2e from line 1 3 2,157,510 Amounts included on Form 990, Part VIII, line 12, but not on line 1: Investment expenses not included on Form 990, Part VIII, line 7b . . . 4a 4b 0 Add lines 4a and 4b . . . 4c Total revenue. Add lines 3 and 4c. (This must equal Form 990, Part I, line 12.) 2.157.510 5 Reconciliation of Expenses per Audited Financial Statements With Expenses per Return. Part XII Complete if the organization answered "Yes" on Form 990, Part IV, line 12a. 1,803,838 2 Amounts included on line 1 but not on Form 990, Part IX, line 25: Donated services and use of facilities 2a Prior year adjustments 2b 2c d Other (Describe in Part XIII.) 2d 13,833 e Add lines 2a through 2d 13,833 2e Subtract line 2e from line 1 1,790,005 3 3 Amounts included on Form 990. Part IX. line 25, but not on line 1: Investment expenses not included on Form 990, Part VIII, line 7b 4a

b Other (Describe in Part XIII.)	4b					- 1			
c Add lines 4a and 4b							4c		0
5 Total expenses. Add lines 3 and 4c. (This must equal Form 990, Part I, lin	e 18.)	١.					5		1,790,005
Part XIII Supplemental Information.							•		
Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a an	d 4; P	art	IV, li	nes '	1b and	d 2b;	Part V	, line 4; P	art X, line
2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part	to pro	ovid	e ar	ıy ad	dition	al inf	ormatio	on.	
PART XII LINE 2D:									
PART XI LINE 2D: CONSOLIDATED ENTITY REVENUE \$42,609; FOREIGN TAXES INC	LUDE	D IN	EXF	PENS	ES \$1	52, IN	IVESG1	MENT LO	SS
CONSOLIDATE ENTITY \$1591, INVESTMENT MANAGEMENT FEES INCLUDED IN EXI INCOME \$2,046; RENTAL INCOME INCLUDED I INCOME \$7,713, eVENT EXPENSE IN									
SOLD INCLUDED IN INCOME \$29,562									
• •									
PART XII LINE 2D: CONSOLIDATED ENTITY EXPENSE \$44,202, FOREIGN TAXES INC. MANAGEMENT FEES INCLUDED IN EXPENSES \$45,933; LOSS ON FIXED ASSETS IN									
INCLUDED IN INCOME \$7,713; EVENT EXPENSE INCLUDED IN EXPENSES \$8,177; C						,			INDING \$2
								· · ·	

SCHEDULE I (Form 990)

Grants and Other Assistance to Organizations, Governments, and Individuals in the United States

Complete if the organization answered "Yes" on Form 990, Part IV, line 21 or 22.

2017

OMB No. 1545-0047

Open to Public Inspection

Employer identification number

Department of the Treasury Internal Revenue Service

Name of the organization

► Attach to Form 990.
► Go to www.irs.gov/Form990 for the latest information.

General Information on Grants and Assistance Part I Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? X No ☐ Yes Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States. Grants and Other Assistance to Domestic Organizations and Domestic Governments. Complete if the organization answered "Yes" on Form Part II 990, Part IV, line 21, for any recipient that received more than \$5,000. Part II can be duplicated if additional space is needed. (f) Method of valuation (b) EIN (c) IRC section (d) Amount of cash (e) Amount of non-(g) Description of (h) Purpose of grant 1 (a) Name and address of organization ĺbook, FMV, appraisal, (if applicable) cash assistance noncash assistance or assistance grant or government other) (1) MARYLAND COMMISSION ON CIV 52-6002033 6 SAINT PAUL STEET 9TH FLOOR.Ba 10.000 0 FMV **50TH GALA CELEBRATION** (2) GBBR Foundation 1954 GREENSPRING DRIVE SUITE 1 52-2143132 c3 46,658 0 FMV various (5) (9) (10)(11)(12)

Schedule I (Form 990) (2017) Page 2 Grants and Other Assistance to Domestic Individuals. Complete if the organization answered "Yes" on Form 990, Part IV, line 22. Part III can be duplicated if additional space is needed. (a) Type of grant or assistance (b) Number of (c) Amount of (d) Amount of (e) Method of valuation (book, (f) Description of noncash assistance recipients cash grant noncash assistance FMV, appraisal, other) 3 5 6 Supplemental Information. Provide the information required in Part I, line 2; Part III, column (b); and any other additional information.

SCHEDULE J (Form 990)

Compensation Information

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 23.

▶ Attach to Form 990.

▶ Go to www.irs.gov/Form990 for instructions and the latest information.

Open to Public

OMB No. 1545-0047

Department of the Treasury Internal Revenue Service Name of the organization

THE GREATER BALTIMORE BOARD OF REALTORS INC

Inspection **Employer identification number**

52-0455750

Part	Questions Regarding Compensation			
			Yes	No
1a	Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items.			
	☐ First-class or charter travel ☐ Housing allowance or residence for personal use			
	☐ Travel for companions ☐ Payments for business use of personal residence			
	☐ Tax indemnification and gross-up payments ☐ Health or social club dues or initiation fees			
	☐ Discretionary spending account ☐ Personal services (such as, maid, chauffeur, chef)			
b	If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment			
	or reimbursement or provision of all of the expenses described above? If "No," complete Part III to			
	explain	1b		
2	Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all			
	directors, trustees, and officers, including the CEO/Executive Director, regarding the items checked on line			
	1a?	2		
3	Indicate which, if any, of the following the filing organization used to establish the compensation of the			
	organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III.			
	✓ Compensation committee✓ Written employment contract☐ Independent compensation consultant☐ Compensation survey or study			
	☐ Form 990 of other organizations ☑ Approval by the board or compensation committee			
	Approval by the board of compensation committee			
4	During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization:			
а	Receive a severance payment or change-of-control payment?	4a		×
b	Participate in, or receive payment from, a supplemental nonqualified retirement plan?	4b		×
C	Participate in, or receive payment from, an equity-based compensation arrangement?	4c		×
	If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.			
	Only section 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5–9.			
5	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any			
	compensation contingent on the revenues of:			
а	The organization?	5a		×
b	Any related organization?	5b		×
	If "Yes" on line 5a or 5b, describe in Part III.			
_	For neverne listed on Form COO Port VIII Continu A line 4 - did the accessing to the second s			
6	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of:			
_	The organization?	6a		×
a b	Any related organization?	6b		×
D	If "Yes" on line 6a or 6b, describe in Part III.	OD		_
	ii 100 on iiilo oa oi ob, accombe iii i art iii.			
7	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed			
	payments not described on lines 5 and 6? If "Yes," describe in Part III	7		×
8	Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject	<u> </u>		
-	to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe			
	in Part III	8		×
9	If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in			
	Regulations section 53.4958-6(c)?	9		

Schedule J (Form 990) 2017

Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported on Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii). Do not list any individuals that aren't listed on Form 990, Part VII.

Note: The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual.

Note: The sum of columns (b)(i)-(,		f W-2 and/or 1099-MIS		(C) Retirement and	(D) Nontaxable	(E) Total of columns	(F) Compensation
(A) Name and Title		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation	other deferred compensation	benefits	(B)(i)–(D)	in column (B) reported as deferred on prior Form 990
AL INGRAHAM	(i)	183,323	8,816		5,764	8,747	206,650	
1 CEO	(ii)							
	(i)							
2	(ii)							
	(i)							
3	(ii)							
	(i)							
4	(ii)							
	(i)							
5	(ii)							
	(i)							
6	(ii)							
	(i)							
7	(ii)							
	(i)							
8	(ii)							
	(i)							
9	(ii)							
	(i)							
10	(ii)							
	(i)							
11	(ii)							
	(i)							
12	(ii)							
	(i)							
13	(ii)							
	(i)							
14	(ii)							
	(i)							
15	(ii)							
	(i)							
16	(ii)							

chedule J (Fo	m 990) 2017	age
Part III	Supplemental Information	
rovide th	information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II. Also complete this	pa
or any ad	litional information.	

SCHEDULE R (Form 990)

Part I

Related Organizations and Unrelated Partnerships

OMB No. 1545-0047

Department of the Treasury Internal Revenue Service

THE GREATER BALTIMORE BOARD OF REALTORS INC

▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37. ▶ Attach to Form 990.

Identification of Disregarded Entities. Complete if the organization answered "Yes" on Form 990, Part IV, line 33.

Open to Public Inspection

▶ Go to www.irs.gov/Form990 for instructions and the latest information. Name of the organization

Employer identification number 52-0455750

(a) Name, address, and EIN (if applicable) of disregarded	d entity	Prim	(b) ary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct con entity	
(1)								
(2)								
(3)								
(4)								
(5)								
(6)								
Part II Identification of Related Tax-Exempt one or more related tax-exempt organiz	Organizations. Co	omplete if t	he organization a	answered "Yes" o	n Form 990, Par	t IV, line 34, bec	ause it h	ad
(a)		(b)	(c)	(d)	(e)	(f)		n)
Name, address, and EIN of related organization	Prima	ry activity	Legal domicile (state or foreign country)	Exempt Code section	Public charity status (if section 501(c)(3))	 Direct controlling 	cont	512(b)(13) rolled ity?
		ry activity	Legal domicile (state	Exempt Code section	Public charity status	 Direct controlling 	Section scont ent	512(b)(13) rolled ity?
Name, address, and EIN of related organization (1) GBBR CHARITABLE FOUNDATION 52-2143 1954 GREENSPRING DRIVE,Lutherville Timonium ,MD 21	3132		Legal domicile (state	Exempt Code section 501C3	Public charity status	 Direct controlling 	ent	ity?
(1) GBBR CHARITABLE FOUNDATION 52-2143	3132		Legal domicile (state or foreign country)	Exempt Code section	Public charity status (if section 501(c)(3))	Direct controlling entity	ent	No
(1) GBBR CHARITABLE FOUNDATION 52-2143 1954 GREENSPRING DRIVE, Lutherville Timonium, MD 21	3132		Legal domicile (state or foreign country)	Exempt Code section	Public charity status (if section 501(c)(3))	Direct controlling entity	ent	No
(1) GBBR CHARITABLE FOUNDATION 52-2143 1954 GREENSPRING DRIVE, Lutherville Timonium, MD 21 (2)	3132		Legal domicile (state or foreign country)	Exempt Code section	Public charity status (if section 501(c)(3))	Direct controlling entity	ent	No
(1) GBBR CHARITABLE FOUNDATION 52-2143 1954 GREENSPRING DRIVE,Lutherville Timonium ,MD 21 (2) (3)	3132		Legal domicile (state or foreign country)	Exempt Code section	Public charity status (if section 501(c)(3))	Direct controlling entity	ent	No
(1) GBBR CHARITABLE FOUNDATION 52-2143 1954 GREENSPRING DRIVE, Lutherville Timonium, MD 21 (2) (3)	3132		Legal domicile (state or foreign country)	Exempt Code section	Public charity status (if section 501(c)(3))	Direct controlling entity	ent	No

Part III Identification of Related Organizations Taxable as a Partnership. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related organizations treated as a partnership during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512—514)	(f) Share of total income	(g) Share of end-of- year assets	Disprope alloca		(i) Code V—UBI amount in box 20 of Schedule K-1 (Form 1065)	Gene man	i) eral or aging ener?	(k) Percentage ownership
							Yes	No		Yes	No	
<u>(1)</u>												
(2)												
(3)												
(4)												
(5)												
(6)												
(7)												

Part IV Identification of Related Organizations Taxable as a Corporation or Trust. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, because it had one or more related organizations treated as a corporation or trust during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership	Section 5 contr enti	i) 512(b)(13) rolled ity?
								Yes	No
(1) GBBR SCHOOL OF REAL EST 52-1731321									
	SCHOOL	MD	N/A	С	-1,591	40,762	100	×	
(2)								x	
(3)									
(4)									
(5)									
(6)									
(7)									

Yes No

1a

1b

1c

1d

X

X

Note: Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule.

Part V Transactions With Related Organizations. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.

During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?

Receipt of (i) interest, (ii) annuities, (iii) royalties, or (iv) rent from a controlled entity

Gift, grant, or capital contribution to related organization(s)

Gift, grant, or capital contribution from related organization(s)

е	Loans or loan guarantees by related organization(s)			1e ×
	Dividends from related organization(s)			
g	Sale of assets to related organization(s)			
h	Purchase of assets from related organization(s)			
i	Exchange of assets with related organization(s)			
j	Lease of facilities, equipment, or other assets to related organization(s)			
k	Lease of facilities, equipment, or other assets from related organization(s) $$			
I	Performance of services or membership or fundraising solicitations for related organization(s)			
m	(-)			
n	Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)			
0	Sharing of paid employees with related organization(s)			10 ×
_	Reimbursement paid to related organization(s) for expenses			1p ×
a	Reimbursement paid by related organization(s) for expenses			
ч	Treimburgement paid by related organization(s) for expenses			
r	Other transfer of cash or property to related organization(s)			1r ×
s	Other transfer of cash or property from related organization(s)			
2	If the answer to any of the above is "Yes," see the instructions for information on who must of	complete this line, incl	uding covered relation	ships and transaction thresholds.
	(a)	(b)	(c)	(d)
	Name of related organization	Transaction type (a -s)	Amount involved	Method of determining amount involved
		3,62 (4. 3)		
,,, GE	BR SCHOOL OF REAL ESTATE INC	D C	58.484	ENAV
(1)		R, S	50,464	FIMIV
GE (2)	BR SCHOOL OF REAL ESTATE INC	O, Q	33.707	FMV
`,		5, 4	33,737	
(3)	BR CHARITABLE FOUNDATION	R, S	34,255	FMV
. , _				
(4)				
GF	BR CHARITABLE FOUNDATION			
	DR CHARLIADLE FUUNDATION		I .	FMV
(5)	BR CHARITABLE FOUNDATION	O, Q		I IVI V
GF	BR CHARITABLE FOUNDATION BR CHARITABLE FOUNDATION		22.5	
		O, Q B	26,042	

Part VI Unrelated Organizations Taxable as a Partnership. Complete if the organization answered "Yes" on Form 990, Part IV, line 37.

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships.

(a) Name, address, and EIN of entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Predominant income (related, unrelated, excluded from tax under	Are all sed 501 organia	partners ction (c)(3) zations?	(f)	(g) Share of end-of-year assets	Disprop	h) portionate ations?	(i) Code V—UBI amount in box 20 of Schedule K-1 (Form 1065)	Gene mana parti	ral or aging	(k) Percentage ownership
			sections 512-514)	Yes	No			Yes	No		Yes	No	
(2)													
(3)													
(4)													
(5)													
(6)													
(7)													
(8)													
(9)													
(10)													
(11)													
(12)													
(13)													
(14)													
(15)													
(16)													
													200) 201

chedule R (F	Form 990) 2017	Page 5
art VII	Supplemental Information. Provide additional information for responses to questions on Schedule R. See instructions.	
	·	

Department of the Treasury

Depreciation and Amortization

(Including Information on Listed Property)

► Attach to your tax return.

▶ Go to www.irs.gov/Form4562 for instructions and the latest information.

OMB No. 1545-0172 Attachment

Sequence No. 179 Internal Revenue Service (99) Business or activity to which this form relates Identifying number Name(s) shown on return THE GREATER BALTIMORE BOARD OF REALTORS INC | INDIRECT DEPRECIATION 52-0455750 Part I Election To Expense Certain Property Under Section 179 Note: If you have any listed property, complete Part V before you complete Part I. 1 510,000 Total cost of section 179 property placed in service (see instructions) 2 0 2,030,000 Threshold cost of section 179 property before reduction in limitation (see instructions) . 3 4 0 Dollar limitation for tax year. Subtract line 4 from line 1. If zero or less, enter -0-. If married filing 5 510,000 6 (a) Description of property (b) Cost (business use only) (c) Elected cost 7 Listed property. Enter the amount from line 29 0 8 Total elected cost of section 179 property. Add amounts in column (c), lines 6 and 7 8 0 9 Tentative deduction. Enter the smaller of line 5 or line 8 9 0 **10** Carryover of disallowed deduction from line 13 of your 2016 Form 4562 10 510,000 11 Business income limitation. Enter the smaller of business income (not less than zero) or line 5 (see instructions) 11 12 Section 179 expense deduction. Add lines 9 and 10, but don't enter more than line 11 12 0 13 Carryover of disallowed deduction to 2018. Add lines 9 and 10, less line 12 Note: Don't use Part II or Part III below for listed property. Instead, use Part V. Part II Special Depreciation Allowance and Other Depreciation (Don't include listed property.) (See instructions.) 14 Special depreciation allowance for qualified property (other than listed property) placed in service 14 0 15 0 **16** Other depreciation (including ACRS) 17,327 16 Part III MACRS Depreciation (Don't include listed property.) (See instructions.) 0 17 MACRS deductions for assets placed in service in tax years beginning before 2017 17 18 If you are electing to group any assets placed in service during the tax year into one or more general Section B-Assets Placed in Service During 2017 Tax Year Using the General Depreciation System (b) Month and year (d) Recovery (a) Classification of property (business/investment use only—see instructions) (e) Convention (f) Method (a) Depreciation deduction placed in period service 3-year property 0 0 0 0 0 0 5-year property 0 0 0 7-year property d 10-year property 0 0 0 0 0 e 15-year property 0 **f** 20-year property 0 0 g 25-year property 0 0 h Residential rental property i Nonresidential real 0 property 0 Section C-Assets Placed in Service During 2017 Tax Year Using the Alternative Depreciation System 20a Class life 0 0 0 0 b 12-year **c** 40-year 0 0 Part IV Summary (See instructions.) 0 21 22 Total. Add amounts from line 12, lines 14 through 17, lines 19 and 20 in column (g), and line 21. Enter here and on the appropriate lines of your return. Partnerships and S corporations—see instructions 22 17,327 23 For assets shown above and placed in service during the current year, enter the

portion of the basis attributable to section 263A costs

Form	4562 (2017)															Page 2
	rt V Listed			ıde automo				vehic	les, ce	rtain ai	rcraft,	certair	comp	outers,		
				which you (c) of Section								lease e	expense	e, comp	lete on	ı ly 24a,
				d Other Inf								s for pas	senger	automo	obiles.)	
24a	Do you have e							Yes	_			is the evi				☐ No
Туре	(a) e of property (list vehicles first)	(b)	(c) Business investment percentag	s/ (use Cost or o	d)	Basis	(e) for depreness/investuse only	ciation stment	(f) Recover period	y Me	(g) thod/ vention	Dep	(h) preciation duction		(i) cted sect cost	tion 179
25	Special dep										25					
26					•											
				%			-									
				%												
				%												
27	Property use	ed 50% or le	ess in a	qualified bu	ısiness	use:				•		•		•		
				%						S/L -						
				%						S/L -						
				%						S/L -						
	Add amount		. ,	_							28			0		
29	Add amount	s in column	ı (i), line										-	29		0
_						— Infor										
	plete this sect our employees,															vehicles
to yc	our employees,	, ili si aliswei	the que	55110115 111 360			1		T .		_					
30	Total busines			•		(a) icle 1		b) icle 2		(c) icle 3		(d) nicle 4		e) cle 5	(1 Vehi	
31 32	Total commut	ting miles driv	ven durir	ng the year												
	miles driven															
	Total miles lines 30 thro	ugh 32 .				0		0		0		0		0		0
34	Was the ve			r personal	Yes	No	Yes	No	Yes	No	Yes	No	Yes	No	Yes	No
35	Was the veh than 5% ow	-	-	-												
36	Is another veh	nicle available	e for pers	sonal use?												
				estions for	Emplo	yers W	ho Pro	vide V	ehicles	for Use	by TI	neir Em	ployees	s		
	wer these que e than 5% ow	estions to de	etermine	e if you mee	t an ex	ception									who ar	en't
37	Do you mair		-	cy statemen			-	rsonal	use of	vehicles	, inclu	ding cor	nmutin	g, by	Yes	No
38	Do you main employees?	ntain a writt	ten poli	cy statemer	nt that	prohibit	s perso									
39	Do you treat					-	-									
40	Do you prov	ide more th	han five	vehicles to	your e	employe	es, obt	tain info	ormatio	n from	your e			it the		
A 4	use of the ve											truction				
41	Do you mee Note: If you															
Pa	rt VI Amor		<i>ა ა ,</i> ა , ა ,	, 39, 40, 0r ²	+IIS Y	es, uo	II L COM	ibiete S	Section	ם וטו נחי	e cove	reu veni	cies.			
	(a) on of costs		(b) Date amortizations	ation	Amoi	(c)	mount	C	(d) Code section	on	(e) Amortiza period	or	Amortiza	(f) tion for th	is year
42	Amortization	of costs th	at begir	ns during vo	ur 201	7 tax ve	ar (see	instruc	ctions).			percent	aye			
		J. 230.0 til					,555									

43 Amortization of costs that began before your 2017 tax year .

44 Total. Add amounts in column (f). See the instructions for where to report.

0

0

43

44

Statement - Line 24 E

Description	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	, , <u> </u>
OTHER	10,000	10,000	0	

Other income

Description	Amount
Support of Real Estate School	33,342