**Sample Cost Breakdown**

Provide prospective users with a membership dues estimate. Breaking down the program costs to an annual per unit expenditure helps our prospective members get acclimated with the value of the NAA Click & Lease program. Following is a sample of how you can break down the total costs to give potential users an example of the average costs associated with the NAA Click & Lease program.

Cost breakdowns will allow your organization to draw comparisons with other common property management expenditures. For example, the annual cost of NAA Click & Lease per unit is far below the average $5 monthly per unit utility metering charges paid by most managers/owners. Just like utility metering, access to accurate lease forms is also an indispensable asset to multifamily housing manager and owners.

1. Membership dues estimate: each property must become a member of their local NAA affiliate or NAA Direct in any area where there is not an affiliate. Dues include full membership benefits.
   1. Cost Estimates: Contact [emily@naahq.org](mailto:emily@naahq.org) for assistance completing any estimates involving multiple affiliates or with any questions on cost estimates.
2. Each property must obtain an annual software site license from Blue Moon.
   1. Cost Estimate: States outside of Texas: $175 x 50= $8,750
   2. Cost Estimate: Texas: (includes TAA Legal Guide) $225 x 6= $1,350
3. Properties must purchase “clicks.” One click equals one page of forms for your use. Several forms are free of charge. Click cost will depend on two variables: (1) how many clicks you use per lease transaction, and (2) how many clicks the property orders at one time. There is a volume discount on click orders. The more clicks the property orders at one time, the more cost effective the per click rate.

Click Cost Estimate (“transaction”: lease + addenda of your choosing)

Using 25 clicks per transaction / property ordering clicks 500 at a time = $1.75

Using 25 clicks per transaction / property ordering clicks 1,000 at a time = $1.58

Using 25 clicks per transaction / property ordering clicks 2,500 at a time = $1.50

Using 25 clicks per transaction / property ordering clicks 5,000 at a time = $1.43

Using 30 clicks per transaction / property ordering clicks 500 at a time = $2.10

Using 30 clicks per transaction / property ordering clicks 1,000 at a time = $1.89

Using 30 clicks per transaction / property ordering clicks 2,500 at a time = $1.80

Using 30 clicks per transaction / property ordering clicks 5,000 at a time = $1.71

Using 35 clicks per transaction / property ordering clicks 500 at a time = $2.45

Using 35 clicks per transaction / property ordering clicks 1,000 at a time = $2.21

Using 35 clicks per transaction / property ordering clicks 2,500 at a time = $2.10

Using 35 clicks per transaction / property ordering clicks 5,000 at a time = $2.00