

Comparative Production Statistics

RE 149 (Rev. 1/16)

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| Nov-23 |
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LICENSING AND EXAMINATIONS

| Licensee Population | This month | Last month | Last year | 2 yrs ago |
|----------------------|------------|------------|-----------|-----------|
| Current Brokers | 125,055 | 125,143 | 127,174 | 128,511 |
| Current Salespersons | 309,091 | 308,549 | 310,330 | 302,505 |
| Total Licensees | 434,146 | 433,692 | 437,504 | 431,016 |

| Real Estate Licenses Issued | This Month | Last Month | This Month Last Year | FY To Date | Last FY To Date | FY to Date 2 Yrs Ago |
|-------------------------------|------------|------------|----------------------|------------|-----------------|----------------------|
| Original Broker | 270 | 259 | 348 | 1,492 | 1,652 | 1,775 |
| Original Salesperson | 1,980 | 1,800 | 1,821 | 9,545 | 11,785 | 13,583 |
| Broker Renewal | 1,870 | 2,170 | 1,877 | 10,345 | 10,850 | 12,030 |
| Potential Broker Renewal | 2,066 | 2,314 | 2,077 | 11,312 | 11,850 | 12,393 |
| % Renewal rate | 91.0% | 94.0% | 90.0% | 91.0% | 92.0% | 97.0% |
| Salesperson Renewal | 3,613 | 4,300 | 3,676 | 21,348 | 22,638 | 24,756 |
| Potential Salesperson Renewal | 4,821 | 6,119 | 5,062 | 28,912 | 30,375 | 30,229 |
| % Renewal rate | 75.0% | 70.0% | 73.0% | 74.0% | 75.0% | 82.0% |
| Examinations | | | | | | |
| Broker Scheduled | 388 | 345 | 414 | 2,292 | 1,914 | 2,704 |
| Broker Administered | 335 | 272 | 348 | 1,857 | 1,554 | 2,224 |
| % Passed | 44% | 46% | 53% | 48% | 50% | 47% |
| Salesperson Scheduled | 4,631 | 5,498 | 4,737 | 28,052 | 28,169 | 33,019 |
| Salesperson Administered | 4,027 | 4,715 | 3,982 | 23,335 | 23,337 | 27,313 |
| % Passed | 52% | 49% | 49% | 49% | 50% | 52% |

| | | | | | | |
|---------------------------------------|-----|-----|-----|-------|-------|-------|
| Investigations | | | | | | |
| Misc. Cases Assigned | 81 | 128 | 124 | 518 | 790 | 1,294 |
| Consumer Investigations Assigned | 141 | 149 | 115 | 724 | 707 | 654 |
| Total | 222 | 277 | 239 | 1,242 | 1,497 | 1,948 |
| Audit Activities | | | | | | |
| Investigative Audits | 10 | 23 | 9 | 60 | 69 | 63 |
| Other Audit Examinations | 24 | 19 | 18 | 87 | 112 | 117 |
| Legal Activities | | | | | | |
| Desist & Refrain Orders | 1 | -0- | 1 | 10 | 15 | 14 |
| Licenses Surrendered | 4 | 9 | 6 | 22 | 23 | 18 |
| Accusations - Hearings | | | | | | |
| Licenses Suspended | 16 | 9 | 9 | 80 | 58 | 52 |
| Licenses Revoked | 15 | 22 | 28 | 105 | 101 | 112 |
| Dismissals | 2 | 5 | -0- | 29 | 41 | 18 |
| Public Reprorals | -0- | 1 | 2 | 5 | 12 | 4 |
| Miscellaneous Orders | 9 | 2 | 3 | 26 | 22 | 14 |
| Statement of Issues - Hearings | | | | | | |
| Denials | 3 | 10 | 4 | 29 | 29 | 15 |
| Denials, Restricted Licenses | 3 | 4 | 2 | 31 | 26 | 19 |
| Dismissals | 1 | 4 | 1 | 10 | 4 | 6 |

| | | | | | | |
|------------------------------------|-----|-----|-----|-------|-------|-------|
| Subdivisions - In State | | | | | | |
| Filings, Notice of Intentions | 189 | 212 | 161 | 1,015 | 918 | 1,383 |
| Final Reports Issued | 223 | 287 | 260 | 1,233 | 1,412 | 1,275 |
| Time-Share Applications Received | 0 | 22 | 0 | 24 | 8 | 13 |
| Time-Share Reports Issued | 22 | 5 | 2 | 28 | 5 | 8 |
| Subdivisions - Out of State | | | | | | |
| Registration Applications Received | 7 | 15 | 6 | 76 | 83 | 76 |
| Registrations Issued | 8 | 14 | 3 | 81 | 87 | 82 |
| Time-Shares Applications Received | 3 | 19 | 167 | 32 | 193 | 130 |
| Time-Share Permits Issued | 15 | 79 | 7 | 150 | 103 | 187 |