

## Comparative Production Statistics

Feb-22

RE 149 (Rev. 1/16)

### LICENSING AND EXAMINATIONS

Licensee Population	This month	Last month	Last year	2 yrs ago
Current Brokers	128,331	128,390		131,185
Current Salespersons	305,577	304,642		294,827
Total Licensees	433,908	433,032	445,014	426,012

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	336	384	266	3,008	2,243	2,936
Original Salesperson	2,359	2,211	1,709	20,963	10,936	13,612
Broker Renewal	2,471	2,622	2,020	19,438	14,922	17,641
Potential Broker Renewal	2,528	2,892	2,471	20,205	19,131	18,618
<i>% Renewal rate</i>	98.0%	91.0%	88.0%	96.0%	78.0%	95.0%
Salesperson Renewal	4,505	4,980	3,103	38,445	25,039	33,325
Potential Salesperson Renewal	5,597	5,859	4,867	46,976	41,894	41,305
<i>% Renewal rate</i>	80.0%	85.0%	64.0%	82.0%	60.0%	81.0%
<b>Examinations</b>						
Broker Scheduled	404	434	379	3,961	2,604	3,507
Broker Administered	341	325	339	3,245	2,157	3,027
<i>% Passed</i>	45%	46%	47%	47%	51%	50%
Salesperson Scheduled	6,114	6,141	3,992	51,762	22,417	30,880
Salesperson Administered	5,036	4,889	3,646	42,394	18,592	26,565
<i>% Passed</i>	47%	49%	62%	51%	60%	54%

<b>Investigations</b>						
Misc. Cases Assigned	202	131	99	1,147	924	1,645
Consumer Investigations Assigned	166	156	132	1,156	1,099	1,488
<i>Total</i>	368	287	231	2,303	2,023	3,133
<b>Audit Activities</b>						
Investigative Audits	13	6	15	95	152	200
Other Audit Examinations	24	28	19	187	152	157
<b>Legal Activities</b>						
Desist & Refrain Orders	0	3	0	13	4	19
Licenses Surrendered	2	4	2	27	27	51
<b>Accusations - Hearings</b>						
Licenses Suspended	4	7	8	67	68	58
Licenses Revoked	5	12	22	103	132	116
Dismissals	6	5	0	30	23	23
Public Reprovls	0	0	5	5	7	4
Miscellaneous Orders	0	0	0	1	1	5
<b>Statement of Issues - Hearings</b>						
Denials	5	3	4	23	47	50
Denials, Restricted Licenses	17	12	12	104	112	147
Dismissals	2	4	2	13	25	25

<b>Subdivisions - In State</b>						
Filings, Notice of Intentions	235	236	301	2,127	2,013	1,835
Final Reports Issued	293	165	267	1,962	1,771	1,909
Time-Share Applications Received	1	1	1	41	26	20
Time-Share Reports Issued	1	3	16	14	20	34
<b>Subdivisions - Out of State</b>						
Registration Applications Received	14	7	11	111	134	120
Registrations Issued	12	8	11	115	146	115
Time-Shares Applications Received	36	9	27	176	198	447
Time-Share Permits Issued	14	0	1	203	149	323