

Comparative Production Statistics

Oct-21

RE 149 (Rev. 1/16)

LICENSING AND EXAMINATIONS

Licensee Population	This month	Last month	Last year	2 yrs ago
Current Brokers	128,604	128,639	133,598	131,521
Current Salespersons	301,843	300,747	305,685	293,944
Total Licensees	430,447	429,386	439,283	425,465

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	396	358	404	1,516	1,253	1,713
Original Salesperson	2,990	2,706	2,070	11,215	6,518	7,681
Broker Renewal	2,489	2,436	2,150	9,914	7,465	8,490
Potential Broker Renewal	2,655	2,313	2,369	10,128	9,484	9,261
<i>% Renewal rate</i>	94.0%	105.0%	91.0%	98.0%	79.0%	92.0%
Salesperson Renewal	4,718	4,676	3,222	20,534	16,711	22,199
Potential Salesperson Renewal	6,534	5,537	5,521	24,713	27,609	27,732
<i>% Renewal rate</i>	72.0%	84.0%	58.0%	83.0%	61.0%	80.0%
Examinations						
Broker Scheduled	496	575	470	2,166	1,613	1,835
Broker Administered	410	463	415	1,770	1,391	1,568
<i>% Passed</i>	52%	45%	63%	47%	57%	51%
Salesperson Scheduled	6,932	6,264	3,754	26,873	13,843	16,614
Salesperson Administered	5,854	4,998	3,114	22,211	11,363	14,415
<i>% Passed</i>	54%	52%	61%	53%	61%	54%

Investigations						
Misc. Cases Assigned	282	288	222	1,062	893	483
Consumer Investigations Assigned	108	116	159	444	614	600
<i>Total</i>	390	404	381	1,506	1,507	1,083
Audit Activities						
Investigative Audits	6	17	25	52	88	109
Other Audit Examinations	23	22	22	88	77	63
Legal Activities						
Desist & Refrain Orders	0	0	1	7	4	8
Licenses Surrendered	6	3	2	11	12	24
Accusations - Hearings						
Licenses Suspended	7	13	13	40	31	32
Licenses Revoked	8	17	17	64	51	56
Dismissals	6	1	6	15	47	58
Public Reprovals	0	0	0	2	0	1
Miscellaneous Orders	1	3	2	13	6	18
Statement of Issues - Hearings						
Denials	4	2	7	12	29	22
Denials, Restricted Licenses	13	22	14	59	49	89
Dismissals	2	1	1	4	46	48

Subdivisions - In State						
Filings, Notice of Intentions	255	279	284	1,065	1,013	921
Final Reports Issued	231	277	257	1,036	864	1,053
Time-Share Applications Received	3	0	7	13	23	10
Time-Share Reports Issued	0	1	1	8	2	17
Subdivisions - Out of State						
Registration Applications Received	10	12	10	51	66	66
Registrations Issued	10	8	8	54	73	61
Time-Shares Applications Received	35	61	19	102	87	178
Time-Share Permits Issued	42	2	3	132	67	135