

## Comparative Production Statistics

RE 149 (Rev. 1/16)

Oct-24

### LICENSING AND EXAMINATIONS

| Licensee Population  | This month | Last month | Last year | 2 yrs ago |
|----------------------|------------|------------|-----------|-----------|
| Current Brokers      | 122,836    | 123,107    | 125,143   | 127,187   |
| Current Salespersons | 308,731    | 309,152    | 308,549   | 310,024   |
| Total Licensees      | 431,567    | 432,259    | 433,692   | 437,211   |

| 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               | 358        | 336        | 259                  | 1,246      | 1,222           | 1,304                |
| Original Salesperson          | 1,535      | 1,513      | 1,800                | 5,952      | 7,565           | 9,964                |
| Broker Renewal                | 1,956      | 2,172      | 2,170                | 8,401      | 8,475           | 8,973                |
| Potential Broker Renewal      | 2,319      | 2,364      | 2,314                | 9,175      | 9,246           | 9,773                |
| % <i>Renewal rate</i>         | 84.0%      | 92.0%      | 94.0%                | 92.0%      | 92.0%           | 92.0%                |
| Salesperson Renewal           | 4,109      | 4,343      | 4,300                | 17,251     | 17,735          | 18,962               |
| Potential Salesperson Renewal | 6,021      | 5,647      | 6,119                | 23,197     | 24,091          | 25,313               |
| % <i>Renewal rate</i>         | 68.0%      | 77.0%      | 70.0%                | 74.0%      | 74.0%           | 75.0%                |
| <b>Examinations</b>           |            |            |                      |            |                 |                      |
| Broker Scheduled              | 373        | 364        | 345                  | 1,293      | 1,904           | 1,500                |
| Broker Administered           | 313        | 306        | 272                  | 1,071      | 1,522           | 1,206                |
| % <i>Passed</i>               | 51%        | 49%        | 46%                  | 47%        | 50%             | 50%                  |
| Salesperson Scheduled         | 3,748      | 3,504      | 5,498                | 14,612     | 23,421          | 23,432               |
| Salesperson Administered      | 3,165      | 2,935      | 4,715                | 12,300     | 19,308          | 19,355               |
| % <i>Passed</i>               | 51%        | 57%        | 49%                  | 53%        | 49%             | 51%                  |

|                                       |     |     |     |       |       |       |
|---------------------------------------|-----|-----|-----|-------|-------|-------|
| <b>Investigations</b>                 |     |     |     |       |       |       |
| Misc. Cases Assigned                  | 138 | 130 | 128 | 401   | 572   | 555   |
| Consumer Investigations Assigned      | 152 | 95  | 149 | 608   | 556   | 604   |
| <i>Total</i>                          | 290 | 225 | 277 | 1,009 | 1,128 | 1,159 |
| <b>Audit Activities</b>               |     |     |     |       |       |       |
| Investigative Audits                  | 23  | 16  | 23  | 70    | 50    | 60    |
| Other Audit Examinations              | 16  | 13  | 19  | 54    | 63    | 94    |
| <b>Legal Activities</b>               |     |     |     |       |       |       |
| Desist & Refrain Orders               | 1   | 0   | 5   | 4     | 10    | 19    |
| Licenses Surrendered                  | 7   | 3   | 9   | 17    | 18    | 19    |
| <b>Accusations - Hearings</b>         |     |     |     |       |       |       |
| Licenses Suspended                    | 6   | 6   | 9   | 26    | 65    | 49    |
| Licenses Revoked                      | 16  | 12  | 21  | 64    | 88    | 73    |
| Dismissals                            | 0   | 3   | 5   | 14    | 27    | 41    |
| Public Reprovals                      | 0   | 1   | 1   | 2     | 3     | 10    |
| Miscellaneous Orders                  | 9   | 7   | 1   | 18    | 15    | 18    |
| <b>Statement of Issues - Hearings</b> |     |     |     |       |       |       |
| Denials                               | 7   | 13  | 20  | 32    | 33    | 24    |
| Denials, Restricted Licenses          | 4   | 4   | 5   | 13    | 28    | 25    |
| Dismissals                            | 1   | 6   | 5   | 9     | 10    | 3     |

|                                    |     |     |     |       |       |       |
|------------------------------------|-----|-----|-----|-------|-------|-------|
| <b>Subdivisions - In State</b>     |     |     |     |       |       |       |
| Filings, Notice of Intentions      | 155 | 140 | 212 | 658   | 826   | 757   |
| Final Reports Issued               | 321 | 254 | 287 | 1,141 | 1,013 | 1,152 |
| Time-Share Applications Received   | 9   | 0   | 22  | 9     | 24    | 8     |
| Time-Share Reports Issued          | 0   | 0   | 5   | 1     | 6     | 3     |
| <b>Subdivisions - Out of State</b> |     |     |     |       |       |       |
| Registration Applications Received | 18  | 23  | 15  | 71    | 69    | 77    |
| Registrations Issued               | 24  | 23  | 14  | 79    | 73    | 84    |
| Time-Shares Applications Received  | 0   | 0   | 19  | 139   | 29    | 26    |
| Time-Share Permits Issued          | 119 | 8   | 79  | 200   | 135   | 96    |