

Comparative Production Statistics

Nov-21

RE 149 (Rev. 1/16)

LICENSING AND EXAMINATIONS

Licensee Population	This month	Last month	Last year	2 yrs ago
Current Brokers	128,511	128,604	133,890	131,315
Current Salespersons	302,505	301,843	307,063	294,167
Total Licensees	431,016	430,447	440,953	425,482

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	348	396	259	1,864	1,512	2,017
Original Salesperson	2,368	2,990	1,291	13,583	7,809	9,229
Broker Renewal	2,116	2,489	1,575	12,030	9,040	10,253
Potential Broker Renewal	2,265	2,655	2,224	12,393	11,728	11,466
<i>% Renewal rate</i>	93.0%	94.0%	70.0%	97.0%	77.0%	89.0%
Salesperson Renewal	4,222	4,718	2,694	24,756	19,405	25,435
Potential Salesperson Renewal	5,516	6,534	4,827	30,229	32,436	32,360
<i>% Renewal rate</i>	77.0%	72.0%	56.0%	82.0%	60.0%	79.0%
Examinations						
Broker Scheduled	538	496	466	2,704	2,079	2,276
Broker Administered	454	410	345	2,224	1,736	1,937
<i>% Passed</i>	48%	52%	43%	47%	54%	50%
Salesperson Scheduled	6,146	6,932	3,255	33,019	17,098	20,100
Salesperson Administered	5,102	5,854	2,629	27,313	13,992	17,415
<i>% Passed</i>	51%	54%	59%	52%	61%	54%

Investigations						
Misc. Cases Assigned	276	282	202	1,294	1,069	1,465
Consumer Investigations Assigned	210	108	118	654	729	1,006
<i>Total</i>	486	390	320	1,948	1,798	2,471
Audit Activities						
Investigative Audits	11	6	12	63	100	133
Other Audit Examinations	29	23	15	117	92	77
Legal Activities						
Desist & Refrain Orders	1	0	0	10	4	10
Licenses Surrendered	6	6	5	17	17	35
Accusations - Hearings						
Licenses Suspended	13	7	11	53	42	36
Licenses Revoked	13	8	30	78	81	75
Dismissals	1	6	5	16	21	10
Public Reprovals	2	0	0	4	0	2
Miscellaneous Orders	2	1	0	15	7	19
Statement of Issues - Hearings						
Denials	2	4	4	14	33	28
Denials, Restricted Licenses	9	13	18	69	67	102
Dismissals	1	2	2	6	20	13

Subdivisions - In State						
Filings, Notice of Intentions	241	287	264	1,338	1,277	1,133
Final Reports Issued	239	231	211	1,275	1,075	1,290
Time-Share Applications Received	0	3	0	13	23	10
Time-Share Reports Issued	0	0	0	8	2	27
Subdivisions - Out of State						
Registration Applications Received	16	19	7	76	73	80
Registrations Issued	28	10	10	82	83	78
Time-Shares Applications Received	20	43	71	130	158	233
Time-Share Permits Issued	55	42	59	187	126	213