| State of California<br>Bureau of Real Estate   |  |   |  |   |   |   |
|--|--|---|--|---|---|---|
| Comparative Production Statistics  |  |   |  |   |   |   |
|  |  |   |  |   | Jul-  | -22   |
| RE 149 (Rev. 1/16)   |  |   |  |   |   |   |
|  |  | G AND EXAMI   |  |   |   | -   |
| Licensee Population  | Thismonth  | Last month  | Last year  |   | L   | 2 yrsago  |
| Current Brokers  | 127,529  |   |  |   |   |   |
| Current Salespersons<br>Total Licensees  | 308,086<br><b>435,615</b>  |   | 407 226  |   |   | 420.080   |
| Total Licensees  | 435,015  |   | 427,336  |   | L   | 420,980   |
| Real Estate Licenses Issued  | This<br>Month  | Last<br>Month   | This Month<br>Last Year                                  | FY<br>To Date   | Last FY<br>To Date  | FY to Date<br>2 Yrs, Ago  |
| Original Broker  | 300  | 385   | 380  | 300   | 380   | 231   |
| Original Salesperson   | 2,432  | 1,961   | 2,991  | 2,432   | 2,991   | 1,463   |
| Broker Renewal   | 2,241  | 2,300   | 2,569  | 2,241   | 2,569   | 1,906   |
| Potential Broker Renewal   | 2,655  | 2,644   | 2,667  | 2,655   | 2,667   | 2,467   |
| % Renewal rate   | 84.0%  | 87.0%   | 96.0%  | 84.0%   | 96.0%   | 77.0%   |
| Salesperson Renewal  | 4,644  | 4,822   | 6,111  | 4,644   | 6,111   | 3,702   |
| Potential Salesperson Renewal  | 6,435  | 6,397   | 6,360  | 6,435   | 6,360   | 5,431   |
| % Renewal rate   | 72.0%  | 75.0%   | 96.0%  | 72.0%   | 96.0%   | 68.0%   |
| Examinations   |  |   |  |   |   |   |
| Broker Scheduled   | 342  | 377   | 583  | 342   | 583   | 302   |
| Broker Administered  | 272  | 292   | 486  | 272   | 486   | 263   |
| % Passed   | 48%  | 48%   | 45%  | 48%   | 45%   | 55%   |
| Salesperson Scheduled  | 6,224  | 4,846   | 7,154  | 6,224   | 7,154   | 3,415   |
| Salesperson Administered   | 5,255  | 3,864   | 5,995  | 5,255   | 5,995   | 2,934   |
| % Passed   | 52%  | 48%   | 53%  | 52%   | 53%   | 61%   |
|  |  |   |  |   |   |   |
| Investigations   |  |   |  |   |   |   |
| Misc. Cases Assigned   | 198  | 245   | 245  | 198   | 245   | 175   |
| Consumer Investigations Assigned   | 130  | 173   | 146  | 130   | 146   | 143   |
| Total  | 328  | 418   | 391  | 328   | 319   |   |
| Audit Activities   | 10   |   | 10   | 10  | 10  | <b>a</b> 4  |
| Investigative Audits   | 10   | 26  | 16   | 10  | 16  | 24  |
| Other Audit Examinations   | 14   | 37  | 15   | 14  | 15  | 16  |
| Legal Activities   |  |   |  |   |   |   |
| Desist & Refrain Orders  | 0  | 5   | 8  | 0   | 8   | 1   |
| Licenses Surrendered   | 1  | 3   | 1  | 1   | 1   | 6   |
| Accusations - Hearings   |  |   | 40   |   |   |   |
| Licenses Suspended   | 14   | 6   | 13   | 14  | 14  | 8   |
| Licenses Revoked   | 7  | 18  | 17   | 7   | 17  | 9   |
| I Jismissais   |  |   | E  | 10  | E .   |   |
| Dismissals   | 12   | 5   | 5  | 12  | 5   | 3   |
| Public Reprovals   | 12   | 3   | 2  | 12<br>0<br>1  | 2   |   |
| Public Reprovals<br>Miscellaneous Orders   |  |   |  |   |   | 3   |
| Public Reprovals<br>Miscellaneous Orders<br><b>Statement of Issues - Hearings</b>  | 0  | 3<br>6  | 2  | 0<br>1  | 2   | 3<br>0<br>3   |
| Public Reprovals<br>Miscellaneous Orders<br><b>Statement of Issues - Hearings</b><br>Denials   | 0<br>1<br>4  | 3<br>6<br>2   | 2<br>2<br>4  | 0<br>1<br>4   | 2<br>1<br>4   | 3   |
| Public Reprovals<br>Miscellaneous Orders<br><b>Statement of Issues - Hearings</b><br>Denials<br>Denials,Restricted Licenses  | 0<br>1<br>4<br>5   | 3<br>6<br>2<br>6  | 2<br>2<br>4<br>1   | 0<br>1<br>4<br>5  | 2<br>1<br>4<br>0  | 3<br>0<br>3   |
| Public Reprovals<br>Miscellaneous Orders<br><b>Statement of Issues - Hearings</b><br>Denials   | 0<br>1<br>4  | 3<br>6<br>2   | 2<br>2<br>4  | 0<br>1<br>4   | 2<br>1<br>4   | 3<br>0<br>3   |
| Public Reprovals<br>Miscellaneous Orders<br><b>Statement of Issues - Hearings</b><br>Denials<br>Denials,Restricted Licenses<br>Dismissals  | 0<br>1<br>4<br>5   | 3<br>6<br>2<br>6  | 2<br>2<br>4<br>1   | 0<br>1<br>4<br>5  | 2<br>1<br>4<br>0  | 3<br>0<br>3   |
| Public Reprovals<br>Miscellaneous Orders<br>Statement of Issues - Hearings<br>Denials<br>Denials,Restricted Licenses<br>Dismissals<br>Subdivisions - In State  | 0<br>1<br>4<br>5<br>0  | 3<br>6<br>2<br>6<br>3                                     | 2<br>2<br>4<br>1<br>0                                    | 0<br>1<br>4<br>5<br>0   | 2<br>1<br>4<br>0<br>0   | 3<br>0<br>3<br>3<br>4<br>2                                      |
| Public Reprovals<br>Miscellaneous Orders<br>Statement of Issues - Hearings<br>Denials<br>Denials,Restricted Licenses<br>Dismissals<br>Subdivisions - In State<br>Filings, Notice of Intentions   | 0<br>1<br>4<br>5<br>0  | 3<br>6<br>2<br>6<br>3<br>2<br>81                          | 2<br>2<br>4<br>1<br>0<br>297                             | 0<br>1<br>4<br>5<br>0<br>200  | 2<br>1<br>4<br>0<br>0<br>0<br>297                             | 3<br>0<br>3<br>3<br>4<br>2<br>273                               |
| Public Reprovals<br>Miscellaneous Orders<br><b>Statement of Issues - Hearings</b><br>Denials<br>Denials,Restricted Licenses<br>Dismissals<br><b>Subdivisions - In State</b><br>Filings, Notice of Intentions<br>Final Reports Issued   | 0<br>1<br>4<br>5<br>0<br>200<br>281                                  | 3<br>6<br>2<br>6<br>3<br>3<br>281<br>312                  | 2<br>2<br>4<br>1<br>0                                    | 0<br>1<br>4<br>5<br>0<br>200<br>281                                   | 2<br>1<br>4<br>0<br>0<br>0<br>297<br>289                      | 3<br>0<br>3<br>3<br>4<br>2                                      |
| Public Reprovals<br>Miscellaneous Orders<br>Statement of Issues - Hearings<br>Denials<br>Denials,Restricted Licenses<br>Dismissals<br>Subdivisions - In State<br>Filings, Notice of Intentions<br>Final Reports Issued<br>Time-Share Applications Received   | 0<br>1<br>4<br>5<br>0<br>0<br>200<br>281<br>5                        | 3<br>6<br>2<br>6<br>3<br>3<br>281<br>312<br>0             | 2<br>2<br>4<br>1<br>0<br>297<br>289<br>7                 | 0<br>1<br>4<br>5<br>0<br>200<br>281<br>5                              | 2<br>1<br>4<br>0<br>0<br>0<br>297<br>289<br>7                 | 3<br>0<br>3<br>3<br>4<br>2<br>273                               |
| Public Reprovals<br>Miscellaneous Orders<br>Statement of Issues - Hearings<br>Denials<br>Denials,Restricted Licenses<br>Dismissals<br>Subdivisions - In State<br>Filings, Notice of Intentions<br>Final Reports Issued<br>Time-Share Applications Received<br>Time-Share Reports Issued  | 0<br>1<br>4<br>5<br>0<br>200<br>281                                  | 3<br>6<br>2<br>6<br>3<br>3<br>281<br>312                  | 2<br>2<br>4<br>1<br>0<br>297                             | 0<br>1<br>4<br>5<br>0<br>200<br>281                                   | 2<br>1<br>4<br>0<br>0<br>0<br>297<br>289                      | 3<br>0<br>3<br>4<br>2<br>273<br>201<br>1                        |
| Public Reprovals<br>Miscellaneous Orders<br>Statement of Issues - Hearings<br>Denials<br>Denials,Restricted Licenses<br>Dismissals<br>Subdivisions - In State<br>Filings, Notice of Intentions<br>Final Reports Issued<br>Time-Share Applications Received<br>Time-Share Reports Issued<br>Subdivisions - Out of State                                       | 0<br>1<br>4<br>5<br>0<br>0<br>200<br>281<br>5<br>0                   | 3<br>6<br>2<br>6<br>3<br>3<br>281<br>312<br>0<br>22       | 2<br>2<br>4<br>1<br>0<br>297<br>289<br>7<br>0            | 0<br>1<br>4<br>5<br>0<br>200<br>281<br>5<br>0                         | 2<br>1<br>4<br>0<br>0<br>0<br>297<br>289<br>7<br>0            | 3<br>0<br>3<br>3<br>4<br>2<br>2<br>7<br>3<br>201<br>1<br>0      |
| Public Reprovals<br>Miscellaneous Orders<br>Statement of Issues - Hearings<br>Denials<br>Denials,Restricted Licenses<br>Dismissals<br>Subdivisions - In State<br>Filings, Notice of Intentions<br>Final Reports Issued<br>Time-Share Applications Received<br>Time-Share Reports Issued<br>Subdivisions - Out of State<br>Registration Applications Received | 0<br>1<br>4<br>5<br>0<br>0<br>200<br>281<br>5<br>0<br>0<br>281<br>20 | 3<br>6<br>2<br>6<br>3<br>3<br>281<br>312<br>0<br>22<br>18 | 2<br>2<br>4<br>1<br>0<br>297<br>289<br>7<br>0<br>0<br>20 | 0<br>1<br>4<br>5<br>0<br>200<br>281<br>5<br>0<br>200<br>281<br>5<br>0 | 2<br>1<br>4<br>0<br>0<br>0<br>297<br>289<br>7<br>0<br>0<br>20 | 3<br>0<br>3<br>4<br>2<br>2<br>7<br>3<br>201<br>1<br>0<br>2<br>7 |
| Public Reprovals<br>Miscellaneous Orders<br>Statement of Issues - Hearings<br>Denials<br>Denials,Restricted Licenses<br>Dismissals<br>Subdivisions - In State<br>Filings, Notice of Intentions<br>Final Reports Issued<br>Time-Share Applications Received<br>Time-Share Reports Issued<br>Subdivisions - Out of State                                       | 0<br>1<br>4<br>5<br>0<br>0<br>200<br>281<br>5<br>0                   | 3<br>6<br>2<br>6<br>3<br>3<br>281<br>312<br>0<br>22       | 2<br>2<br>4<br>1<br>0<br>297<br>289<br>7<br>0            | 0<br>1<br>4<br>5<br>0<br>200<br>281<br>5<br>0                         | 2<br>1<br>4<br>0<br>0<br>0<br>297<br>289<br>7<br>0            | 3<br>0<br>3<br>3<br>4<br>2<br>2<br>7<br>3<br>201<br>1<br>0      |