

Comparative Production Statistics

Jul-10

RE 149 (Rev. 11/95)

LICENSING AND EXAMINATIONS

Licensee Population	This month	Last month	Last year	2 yrs. ago
Current Brokers	149,153	149,920	152,990	152,786
Current Salespersons	330,365	333,330	363,704	387,949
Total Licensees	479,518	483,250	516,694	540,735

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	593	545	601	593	601	726
Original Salesperson	1,206	1,212	1,189	1,206	1,189	1,280
Broker Renewal	2,527	2,759	2,615	2,527	2,615	2,259
Potential Broker Renewal	3,644	3,496	3,263	3,644	3,263	2,685
% Renewal rate	69.3%	78.9%	80.1%	69.3%	80.1%	84.1%
Salesperson Renewal	4,683	5,633	5,473	4,683	5,473	4,879
Potential Salesperson Renewal	8,710	8,733	9,557	8,710	9,557	7,496
% Renewal rate	53.8%	64.5%	57.3%	53.8%	57.3%	65.1%
Services						
Transfers, Changes, misc. (Inc branches)	7,606	7,297	5,898	7,606	5,898	13,195
Examinations						
Broker Scheduled	952	960	1,159	952	1,159	1,392
Broker Administered	776	769	897	776	897	1,062
% Passed	48%	47%	47%	48%	47%	47%
Salesperson Scheduled	2,354	2,339	2,350	2,354	2,350	2,125
Salesperson Administered	2,048	1,995	1,930	2,048	1,930	1,702
% Passed	59%	64%	53%	59%	53%	63%

Investigations						
Misc. Cases Assigned	279	478	164	279	164	357
Consumer Investigations Assigned	234	479	300	234	300	281
Total	513	957	464	513	464	638
Audit Activities						
Investigative Audits	47	55	44	47	44	39
Other Audit Examinations	4	0	4	4	4	15
Legal Activities						
Desist & Refrain Orders	8	9	23	8	23	12
Licenses Surrendered	2	12	6	2	6	9
Accusations - Hearings						
Licenses Suspended	12	8	17	12	17	14
Licenses Revoked	67	84	49	67	49	61
Dismissals	3	6	2	3	2	2
Public Repeals	0	0	0	0	0	0
Miscellaneous Orders	33	30	32	33	32	55
Statement of Issues - Hearings						
Denials	8	22	25	8	25	28
Denials, Restricted Licenses	9	16	9	9	9	41
Dismissals	4	1	1	4	1	7

Subdivisions - In State						
Filings, Notice of Intentions	123	146	91	123	91	127
Final Reports Issued	184	157	112	184	112	155
Time-Share Applications Received	4	10	2	4	2	5
Time-Share Reports Issued	9	9	7	9	7	5
Subdivisions - Out of State						
Registration Applications Received	15	13	11	15	11	12
Registrations Issued	15	14	10	15	10	13
Time-Shares Applications Received	24	8	5	24	5	12
Time-Share Permits Issued	3	2	1	3	1	14

Comparative Production Statistics

RE 149 (Rev. /95)

Sandra Knau
SAC Licensing

Department of Real Estate

Aug-10

LICENSING AND EXAMINATIONS

Licensee Population	This month	Last month	Last year	2 yrs. ago		
Current Brokers	148,373	149,153	153,117	152,854		
Current Salespersons	327,341	330,365	361,203	386,510		
Total Licensees	475,714	479,518	514,320	539,364		

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	514	593	625	1,107	1,226	1,454
Original Salesperson	1,156	1,206	946	2,362	2,135	2,520
Broker Renewal	1,854	2,527	2,592	4,381	5,207	4,455
Potential Broker Renewal	3,206	3,644	2,822	6,850	6,085	5,615
% Renewal rate	57.8%	69.3%	91.8%	64.0%	85.6%	79.3%
Salesperson Renewal	4,510	4,683	5,635	9,193	11,108	9,475
Potential Salesperson Renewal	8,423	8,710	8,274	17,133	17,831	14,866
% Renewal rate	53.5%	53.8%	68.1%	53.7%	62.3%	63.7%
Services						
Transfers, Changes, misc. (Inc branches)	5,692	7,606	9,575	13,298	15,473	23,545
Examinations						
Broker Scheduled	950	952	1,157	1,902	2,316	2,608
Broker Administered	786	776	920	1,562	1,817	1,976
% Passed	48%	48%	47%	48%	47%	45%
Salesperson Scheduled	2,588	2,354	2,293	4,942	4,643	4,519
Salesperson Administered	2,219	2,048	1,953	4,267	3,883	3,557
% Passed	60%	59%	55%	60%	54%	60%

Investigations						
Misc. Cases Assigned	711	279	129	990	293	639
Consumer Investigations Assigned	440	234	303	674	603	570
Total	1,151	513	432	1,664	896	1,209
Audit Activities						
Investigative Audits	44	47	54	91	98	88
Other Audit Examinations	5	4	11	9	15	22
Legal Activities						
Desist & Refrain Orders	37	8	27	45	50	21
Licenses Surrendered	6	2	8	8	14	15
Accusations - Hearings						
Licenses Suspended	5	12	4	17	21	24
Licenses Revoked	75	67	41	142	90	96
Dismissals	11	3	5	14	7	5
Public Reprimands	1	0	1	1	1	0
Miscellaneous Orders	31	33	36	64	68	96
Statement of Issues - Hearings						
Denials	11	8	26	19	51	97
Denials, Restricted Licenses	9	9	8	18	17	86
Dismissals	4	4	3	8	4	15

Subdivisions - In State						
Filings, Notice of Intentions	142	123	101	265	192	230
Final Reports Issued	130	184	127	314	239	318
Time-Share Applications Received	2	4	6	6	8	11
Time-Share Reports Issued	2	9	1	11	8	5
Subdivisions - Out of State						
Registration Applications Received	14	15	7	29	18	38
Registrations Issued	8	15	7	23	17	36
Time-Shares Applications Received	12	24	35	36	40	15
Time-Share Permits Issued	12	3	6	15	7	34

Comparative Production Statistics

September-10

RE 149 (Rev. 11/95)

LICENSING AND EXAMINATIONS

Licensee Population	This month	Last month	Last year
Current Brokers	148,060	148,373	153,045
Current Salespersons	324,809	327,341	358,731
Total Licensees	472,869	475,714	511,776

2 yrs ago
152,832
384,753
537,585

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	527	514	672	1,634	1,898	2,025
Original Salesperson	1,124	1,156	1,088	3,486	3,223	3,680
Broker Renewal	2,038	1,854	2,168	6,419	7,375	6,467
Potential Broker Renewal	2,867	3,206	2,822	9,717	8,907	8,169
% Renewal rate	71.1%	57.8%	76.8%	66.1%	82.8%	79.2%
Salesperson Renewal	4,734	4,510	5,152	13,927	16,260	14,019
Potential Salesperson Renewal	7,527	8,423	8,007	24,660	25,838	22,084
% Renewal rate	62.9%	53.5%	64.3%	56.5%	62.9%	63.5%
Services						
Transfers, Changes, misc. (inc branches)	6,370	5,692	7,680	19,668	23,153	33,010
Examinations						
Broker Scheduled	858	950	1,121	2,760	3,437	3,920
Broker Administered	714	786	881	2,276	2,698	2,975
% Passed	49%	48%	48%	49%	47%	43%
Salesperson Scheduled	2,334	2,588	2,736	7,276	7,379	6,554
Salesperson Administered	2,009	2,219	2,270	6,276	6,153	5,147
% Passed	59%	60%	58%	60%	55%	59%

Investigations						
Misc. Cases Assigned	583	711	425	1,573	718	891
Consumer Investigations Assigned	354	440	410	1,028	1,013	748
Total	937	1,151	835	2,601	1,731	1,639
Audit Activities						
Investigative Audits	48	44	52	139	150	146
Other Audit Examinations	7	5	8	16	23	28
Legal Activities						
Desist & Refrain Orders	9	37	8	54	58	26
Licenses Surrendered	8	6	3	16	17	26
Accusations - Hearings						
Licenses Suspended	6	5	11	23	32	56
Licenses Revoked	78	75	62	220	152	169
Dismissals	2	11	3	16	10	8
Public Reprimands	0	1	0	1	1	3
Miscellaneous Orders	36	31	48	100	116	138
Statement of Issues - Hearings						
Denials	11	11	12	30	63	129
Denials, Restricted Licenses	6	9	12	24	29	118
Dismissals	1	4	2	9	6	18

Subdivisions - In State						
Filings, Notice of Intentions	124	142	135	389	327	350
Final Reports Issued	143	130	114	457	353	429
Time-Share Applications Received	12	2	1	18	9	20
Time-Share Reports Issued	6	2	7	17	15	10
Subdivisions - Out of State						
Registration Applications Received	6	14	18	35	36	50
Registrations Issued	12	8	16	35	33	48
Time-Shares Applications Received	32	12	1	68	41	30
Time-Share Permits Issued	15	12	3	30	10	48

Comparative Production Statistics

Date: October 2010

RE 149 (Rev. 11/95)

LICENSING AND EXAMINATIONS

Licensee Population	This month	Last month	Last year	2 yrs ago
Current Brokers	148,066	148,060	153,015	152,704
Current Salespersons	322,009	324,809	356,199	383,118
Total Licensees	470,075	472,869	509,214	535,822

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	596	527	698	2,230	2,596	2,608
Original Salesperson	1,082	1,124	1,287	4,568	4,510	4,950
Broker Renewal	2,826	2,038	2,584	9,245	9,959	8,574
Potential Broker Renewal	3,008	2,867	3,027	12,725	11,934	10,884
% Renewal rate	93.9%	71.1%	85.4%	72.7%	83.5%	78.8%
Salesperson Renewal	4,536	4,734	5,286	18,463	21,546	18,828
Potential Salesperson Renewal	8,586	7,527	9,007	33,246	34,845	29,314
% Renewal rate	52.8%	62.9%	58.7%	55.5%	61.8%	64.2%
Services						
Transfers, Changes, misc. (inc branches)	5,578	6,370	7,040	25,246	30,193	41,867
Examinations						
Broker Scheduled	793	858	1,150	3,553	4,587	5,058
Broker Administered	626	714	901	2,902	3,599	3,841
% Passed	51%	49%	47%	49%	47%	42%
Salesperson Scheduled	2,141	2,334	3,011	9,417	10,390	8,436
Salesperson Administered	1,789	2,009	2,564	8,065	8,717	6,627
% Passed	61%	59%	62%	60%	57%	57%

Investigations						
Misc. Cases Assigned	188	583	260	1,761	978	1,159
Consumer Investigations Assigned	401	354	387	1,429	1,400	1,081
Total	589	937	647	3,190	2,378	2,240
Audit Activities						
Investigative Audits	47	48	58	186	208	190
Other Audit Examinations	12	7	6	28	29	32
Legal Activities						
Desist & Refrain Orders	23	9	8	77	66	34
Licenses Surrendered	8	8	3	24	20	35
Accusations - Hearings						
Licenses Suspended	9	6	11	32	43	76
Licenses Revoked	47	78	61	267	213	244
Dismissals	4	2	3	20	13	10
Public Reprimands	1	0	0	2	1	3
Miscellaneous Orders	30	36	48	130	164	174
Statement of Issues - Hearings						
Denials	16	11	11	46	74	187
Denials, Restricted Licenses	6	6	13	30	42	151
Dismissals	2	1	2	11	8	23

Subdivisions - In State						
Filings, Notice of Intentions	122	124	110	511	437	494
Final Reports Issued	126	143	157	583	510	571
Time-Share Applications Received	10	12	1	28	10	30
Time-Share Reports Issued	7	6	1	24	16	13
Subdivisions - Out of State						
Registration Applications Received	4	6	13	39	49	71
Registrations Issued	3	12	11	38	44	69
Time-Shares Applications Received	10	32	8	78	49	49
Time-Share Permits Issued	9	15	4	39	14	70

Comparative Production Statistics

Nov-10

RE 149 (Rev. 11/95)

LICENSING AND EXAMINATIONS

Licensee Population	This month	Last month	Last year	2 yrs ago
Current Brokers	147,827	148,066	152,531	152,640
Current Salespersons	320,320	322,009	353,505	381,283
Total Licensees	468,147	470,075	506,036	533,923

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	534	596	405	2,764	3,001	3,077
Original Salesperson	977	1,082	1,073	5,545	5,583	5,799
Broker Renewal	2,147	2,826	2,117	11,392	12,076	10,349
Potential Broker Renewal	2,826	3,008	2,940	15,551	14,874	13,222
% Renewal rate	76.0%	93.9%	72.0%	73.3%	81.2%	78.3%
Salesperson Renewal	4,421	4,536	4,318	22,884	25,864	22,706
Potential Salesperson Renewal	6,586	8,586	7,821	39,832	42,666	35,714
% Renewal rate	67.1%	52.8%	55.2%	57.5%	60.6%	63.6%
Services						
Transfers, Changes, misc. (inc branches)	5,048	5,578	5,454	30,294	35,647	48,204
Examinations						
Broker Scheduled	919	793	1,091	4,472	5,678	6,386
Broker Administered	736	626	839	3,638	4,438	4,829
% Passed	50%	51%	49%	49%	48%	41%
Salesperson Scheduled	2,265	2,141	2,606	11,682	12,996	10,263
Salesperson Administered	1,884	1,789	2,261	9,949	10,978	8,078
% Passed	60%	61%	61%	60%	58%	56%

Investigations						
Misc. Cases Assigned	461	188	251	2,222	1,229	1,334
Consumer Investigations Assigned	433	401	386	1,862	1,786	1,306
Total	894	589	637	4,084	3,015	2,640
Audit Activities						
Investigative Audits	21	47	43	207	251	249
Other Audit Examinations	9	12	7	37	36	35
Legal Activities						
Desist & Refrain Orders	18	23	7	95	73	40
Licenses Surrendered	15	8	6	39	26	44
Accusations - Hearings						
Licenses Suspended	8	9	14	40	57	88
Licenses Revoked	59	47	65	326	278	269
Dismissals	4	4	5	24	18	12
Public Reprimands	3	1	12	5	13	6
Miscellaneous Orders	34	30	27	164	191	203
Statement of Issues - Hearings						
Denials	2	16	27	48	101	209
Denials, Restricted Licenses	5	6	7	35	49	175
Dismissals	2	2	4	13	12	25

Subdivisions - In State						
Filings, Notice of Intentions	107	122	97	618	534	575
Final Reports Issued	91	126	85	674	595	634
Time-Share Applications Received	1	10	7	29	17	31
Time-Share Reports Issued	3	7	1	27	17	18
Subdivisions - Out of State						
Registration Applications Received	15	4	7	54	56	88
Registrations Issued	10	3	5	48	49	92
Time-Shares Applications Received	4	10	36	82	85	55
Time-Share Permits Issued	0	9	2	39	16	76