

## Comparative Production Statistics

Jun-11

RE 149 (Rev. 11/95)

## LICENSING AND EXAMINATIONS

Licensee Population	This month	Last month	Last year	2 yrs ago
Current Brokers	145,393	145,730	149,920	147,171
Current Salespersons	302,249	305,274	333,330	389,867
Total Licensees	447,642	451,004	483,250	537,038

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	612	464	545	6,506	7,227	8,065
Original Salesperson	1,111	967	1,212	13,031	13,667	13,237
Broker Renewal	2,298	2,468	2,759	29,526	31,024	26,795
Potential Broker Renewal	3,321	3,358	3,496	38,314	39,703	33,462
% Renewal rate	69.2%	73.5%	78.9%	77.1%	78.1%	80.1%
Salesperson Renewal	5,138	4,758	5,633	58,077	64,249	59,824
Potential Salesperson Renewal	8,802	8,794	8,733	97,299	107,136	92,418
% Renewal rate	58.4%	54.1%	64.5%	59.7%	60.0%	64.7%
<b>Services</b>						
Transfers, Changes, misc. (inc branches)	7,420	6,583	7,297	69,604	88,252	109,994
<b>Examinations</b>						
Broker Scheduled	934	871	960	10,774	12,509	14,626
Broker Administered	752	727	769	8,777	9,837	11,248
% Passed	51%	49%	47%	51%	49%	43%
Salesperson Scheduled	2,209	1,861	2,339	25,830	29,243	25,425
Salesperson Administered	1,883	1,578	1,995	21,872	24,813	20,531
% Passed	64%	63%	64%	64%	60%	56%

Investigations						
Misc. Cases Assigned	410	332	478	4,463	3,919	4,186
Consumer Investigations Assigned	492	378	479	4,459	4,068	3,627
Total	902	710	957	8,922	7,987	7,813
<b>Audit Activities</b>						
Investigative Audits	62	47	55	505	574	615
Other Audit Examinations	96	16	0	255	55	76
<b>Legal Activities</b>						
Desist & Refrain Orders	13	28	9	201	156	144
Licenses Surrendered	11	10	12	114	85	104
<b>Accusations - Hearings</b>						
Licenses Suspended	10	14	8	114	163	159
Licenses Revoked	83	49	84	687	630	672
Dismissals	15	2	6	67	56	31
Public Reprimands	3	0	0	18	16	10
Miscellaneous Orders	32	42	30	393	499	411
<b>Statement of Issues - Hearings</b>						
Denials	9	15	22	151	208	436
Denials, Restricted Licenses	9	8	16	90	132	336
Dismissals	3	5	1	32	21	61

Subdivisions - In State						
Filings, Notice of Intentions	126	144	146	1,454	1,475	1,249
Final Reports Issued	147	149	157	1,484	1,515	1,309
Time-Share Applications Received	10	5	10	56	75	66
Time-Share Reports Issued	3	2	9	46	65	58
<b>Subdivisions - Out of State</b>						
Registration Applications Received	12	9	13	122	149	213
Registrations Issued	16	6	14	118	141	216
Time-Shares Applications Received	1	4	8	200	139	142
Time-Share Permits Issued	34	20	2	133	123	151