

## Comparative Production Statistics

RE 149 (Rev. 11/95)

Sep-11

## LICENSING AND EXAMINATIONS

Licensee Population	This month	Last month	Last year	2 yrs ago
Current Brokers	144,588	144,909	148,060	153,045
Current Salespersons	295,060	297,290	324,809	358,731
Total Licensees	439,648	442,199	472,869	511,776

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	505	595	527	1,651	1,634	1,898
Original Salesperson	1,035	1,138	1,124	3,080	3,486	3,223
Broker Renewal	1,883	2,175	2,038	6,049	6,419	7,375
Potential Broker Renewal	2,582	2,792	2,867	8,102	9,717	8,907
% Renewal rate	72.9%	77.9%	71.1%	74.7%	66.1%	82.8%
Salesperson Renewal	4,435	4,494	4,734	12,843	13,927	16,260
Potential Salesperson Renewal	7,551	7,526	7,527	21,938	24,660	25,838
% Renewal rate	58.7%	59.7%	62.9%	58.5%	56.5%	62.9%
<b>Services</b>						
Transfers, Changes, misc. (inc branches)	5,053	5,309	6,370	15,936	19,668	23,153
<b>Examinations</b>						
Broker Scheduled	844	1,017	858	2,653	2,760	3,437
Broker Administered	693	790	714	2,120	2,276	2,698
% Passed	49%	49%	49%	49%	49%	47%
Salesperson Scheduled	1,847	2,420	2,334	6,271	7,276	7,379
Salesperson Administered	1,555	2,000	2,009	5,256	6,276	6,153
% Passed	62%	62%	59%	64%	60%	55%

Investigations						
Misc. Cases Assigned	435	324	583	987	1,573	718
Consumer Investigations Assigned	213	239	354	695	1,028	1,013
Total	648	563	937	1,682	2,601	1,731
<b>Audit Activities</b>						
Investigative Audits	61	53	48	151	139	150
Other Audit Examinations	6	11	7	28	16	23
<b>Legal Activities</b>						
Desist & Refrain Orders	35	11	9	57	54	58
Licenses Surrendered	7	4	8	15	16	17
<b>Accusations - Hearings</b>						
Licenses Suspended	12	4	6	20	23	32
Licenses Revoked	89	42	78	173	220	152
Dismissals	25	13	2	51	16	10
Public Repeals	0	0	0	0	1	1
Miscellaneous Orders	32	37	36	101	100	116
<b>Statement of Issues - Hearings</b>						
Denials	30	8	11	46	30	63
Denials, Restricted Licenses	11	6	6	23	24	29
Dismissals	4	1	1	5	9	6

Subdivisions - In State						
Filings, Notice of Intentions	90	140	124	343	389	327
Final Reports Issued	91	162	143	387	457	353
Time-Share Applications Received	1	1	12	7	18	9
Time-Share Reports Issued	3	7	6	20	17	15
<b>Subdivisions - Out of State</b>						
Registration Applications Received	13	7	6	32	35	36
Registrations Issued	15	9	12	36	35	33
Time-Shares Applications Received	2	13	32	16	68	41
Time-Share Permits Issued	12	42	15	58	30	10