

Comparative Production Statistics

Jan 11 - REVISION

RE 149 (Rev. 11/95)

LICENSING AND EXAMINATIONS

Licensee Population	This month	Last month	Last year	2 yrs ago
Current Brokers	147,241	147,629	151,831	152,863
Current Salespersons	315,568	318,262	347,600	377,116
Total Licensees	462,809	465,891	499,431	529,979

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	516	553	3,814	4,248	4,464
Original Salesperson	941	1,113	935	7,599	7,731	7,752
Broker Renewal	2,402	2,557	2,198	16,351	16,613	14,814
Potential Broker Renewal	3,508	2,776	3,849	21,835	21,759	18,754
% Renewal rate	68.0%	92.1%	57.1%	68.0%	76.4%	79.0%
Salesperson Renewal	5,017	4,193	4,592	32,094	35,200	31,721
Potential Salesperson Renewal	8,590	6,229	9,315	54,651	60,073	50,450
% Renewal rate	59.0%	67.3%	49.3%	59.0%	58.6%	62.9%
Services						
Transfers, Changes, misc. (inc branches)	5,017	4,522	6,756	39,833	50,463	67,195
Examinations						
Broker Scheduled	899	941	1,017	6,312	7,852	8,811
Broker Administered	739	770	781	5,147	6,132	6,694
% Passed	49%	47%	50%	4900%	48%	41%
Salesperson Scheduled	2,000	2,012	1,999	15,694	17,764	14,301
Salesperson Administered	1,699	1,662	1,681	13,310	15,000	11,326
% Passed	59%	57%	59%	59%	58%	55%

Investigations						
Misc. Cases Assigned	261	266	210	2,749	1,713	2,236
Consumer Investigations Assigned	279	309	264	2,450	2,386	1,885
Total	540	575	474	5,199	4,099	4,121
Audit Activities						
Investigative Audits	53	27	44	287	331	341
Other Audit Examinations	11	9	5	57	45	41
Legal Activities						
Desist & Refrain Orders	22	9	9	126	88	51
Licenses Surrendered	7	10	3	56	43	55
Accusations - Hearings						
Licenses Suspended	7	16	19	63	86	97
Licenses Revoked	28	37	41	391	369	374
Dismissals	6	5	8	35	28	17
Public Reprovals	0	2	0	7	13	7
Miscellaneous Orders	36	32	21	232	242	247
Statement of Issues - Hearings						
Denials	16	11	6	75	124	272
Denials, Restricted Licenses	9	9	6	53	62	216
Dismissals	2	2	1	17	15	36

Subdivisions - In State						
Filings, Notice of Intentions	103	110	85	831	708	736
Final Reports Issued	104	90	113	868	871	833
Time-Share Applications Received	2	1	2	32	21	40
Time-Share Reports Issued	1	6	8	34	25	38
Subdivisions - Out of State						
Registration Applications Received	12	9	12	75	85	126
Registrations Issued	13	13	7	74	66	124
Time-Shares Applications Received	26	24	3	132	90	79
Time-Share Permits Issued	8	18	34	65	58	101