

STATE OF CALIFORNIA
DEPARTMENT OF REAL ESTATE



Real Estate MATTERS!

*Winter 2011 Real Estate Educators' Conference
Hilton San Diego Mission Valley
February 25, 2011*

Presented are the Licensing statistics for the period from July 1st through January 31st for Fiscal Years 2008/09, 2009/10 and 2010/11. The figures in 2008/09 and 2009/10 have been compared to the corresponding figures for 2010/11, and the percentage of increase or decrease is included in the chart. The licensee population figures are also included for the same time period.

	<u>2010/11</u>	<u>2009/10</u>	<u>% Change</u>	<u>2008/09</u>	<u>% Change</u>
Exams Administered					
Salesperson	13,310	15,000	-11%	11,326	18%
Broker	5,147	6,132	-16%	6,694	-23%
Original Licenses Issued					
Salesperson	7,599	7,731	-2%	7,752	-2%
Broker	3,804	4,248	-10%	4,464	-15%
Renewals					
Salesperson	32,094 (59%)	35,199 (59%)	-9%	31,720 (63%)	1%
Broker	16,351 (75%)	16,614 (76%)	-2%	14,813 (79%)	10%
Total Licensees	462,809	499,431	-7%	529,979	-13%

As of January 2011, the total licensee population is:

Brokers	147,241
Salespersons	<u>315,568</u>
Total	462,809

*Total number of Approved NMLS Endorsements: **22,379** (as of 2/13/2011)*

Comparative Production Statistics

Dec-10

RE 149 (Rev. 11/95)

LICENSING AND EXAMINATIONS

Licensee Population	This month	Last month	Last year	2 yrs ago
Current Brokers	147,629	147,827	152,414	152,862
Current Salespersons	318,262	320,320	350,870	379,669
Total Licensees	465,891	468,147	503,284	532,531

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	516	534	694	3,280	3,695	3,755
Original Salesperson	1,113	977	1,213	6,658	6,796	6,810
Broker Renewal	2,557	2,147	2,339	13,949	14,415	12,487
Potential Broker Renewal	2,776	2,826	3,036	18,327	17,910	15,763
% Renewal rate	92.1%	76.0%	77.0%	76.1%	80.5%	79.2%
Salesperson Renewal	4,193	4,421	4,744	27,077	30,608	26,851
Potential Salesperson Renewal	6,229	6,586	8,092	46,061	50,758	41,888
% Renewal rate	67.3%	67.1%	58.6%	58.8%	60.3%	64.1%
Services						
Transfers, Changes, misc. (inc branches)	4,522	5,048	8,060	34,816	43,707	58,910
Examinations						
Broker Scheduled	941	919	1,157	5,413	6,835	7,645
Broker Administered	770	736	913	4,408	5,351	5,810
% Passed	47%	50%	51%	49%	48%	40%
Salesperson Scheduled	2,012	2,265	2,769	13,694	15,765	12,385
Salesperson Administered	1,662	1,884	2,341	11,611	13,319	9,739
% Passed	57%	60%	55%	60%	57%	55%

Investigations						
Misc. Cases Assigned	266	461	274	2,488	1,503	1,764
Consumer Investigations Assigned	309	433	336	2,171	2,122	1,612
Total	575	894	610	4,659	3,625	3,376
Audit Activities						
Investigative Audits	27	21	36	234	287	288
Other Audit Examinations	9	9	4	46	40	39
Legal Activities						
Desist & Refrain Orders	9	18	6	104	79	42
Licenses Surrendered	10	15	14	49	40	44
Accusations - Hearings						
Licenses Suspended	16	8	10	56	67	95
Licenses Revoked	37	59	50	363	328	329
Dismissals	5	4	2	29	20	12
Public Reprovals	2	3	0	7	13	6
Miscellaneous Orders	32	34	30	196	221	221
Statement of Issues - Hearings						
Denials	11	2	17	59	118	231
Denials, Restricted Licenses	9	5	7	44	56	192
Dismissals	2	2	2	15	14	31

Subdivisions - In State						
Filings, Notice of Intentions	110	107	89	728	623	663
Final Reports Issued	90	91	163	764	758	759
Time-Share Applications Received	1	1	2	30	19	35
Time-Share Reports Issued	6	3	0	33	17	29
Subdivisions - Out of State						
Registration Applications Received	9	15	17	63	73	102
Registrations Issued	13	10	10	61	59	104
Time-Shares Applications Received	24	4	2	106	87	67
Time-Share Permits Issued	18	0	8	57	24	88