## Licensing and Examinations

<table>
<thead>
<tr>
<th>Licensee Population</th>
<th>This Month</th>
<th>Last Month</th>
<th>Last Year</th>
<th>2 yrs ago</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Brokers</td>
<td>142,640</td>
<td>142,969</td>
<td>146,240</td>
<td>150,757</td>
</tr>
<tr>
<td>Current Salespersons</td>
<td>292,464</td>
<td>293,566</td>
<td>308,524</td>
<td>339,189</td>
</tr>
<tr>
<td>Total Licensees</td>
<td>425,104</td>
<td>426,535</td>
<td>454,764</td>
<td>489,946</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Real Estate Licenses Issued</th>
<th>This Month</th>
<th>Last Month</th>
<th>This Month</th>
<th>Last Year</th>
<th>FY To Date</th>
<th>Last FY To Date</th>
<th>FY to Date 2 Yrs, Ago</th>
</tr>
</thead>
<tbody>
<tr>
<td>Original Broker</td>
<td>537</td>
<td>554</td>
<td>500</td>
<td>5,060</td>
<td>5,430</td>
<td>6,120</td>
<td></td>
</tr>
<tr>
<td>Original Salesperson</td>
<td>1,029</td>
<td>1,049</td>
<td>1,013</td>
<td>9,654</td>
<td>10,953</td>
<td>11,214</td>
<td></td>
</tr>
<tr>
<td>Broker Renewal</td>
<td>2,522</td>
<td>2,644</td>
<td>3,153</td>
<td>22,101</td>
<td>24,760</td>
<td>25,300</td>
<td></td>
</tr>
<tr>
<td>% Renewal Rate</td>
<td>73.5%</td>
<td>83.4%</td>
<td>94.1%</td>
<td>77.4%</td>
<td>78.3%</td>
<td>78.0%</td>
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</tr>
<tr>
<td>Salesperson Renewal</td>
<td>4,441</td>
<td>4,744</td>
<td>5,551</td>
<td>41,072</td>
<td>48,181</td>
<td>52,573</td>
<td></td>
</tr>
<tr>
<td>Potential Salesperson Renewal</td>
<td>6,198</td>
<td>6,625</td>
<td>8,649</td>
<td>65,843</td>
<td>79,703</td>
<td>87,462</td>
<td></td>
</tr>
<tr>
<td>% Renewal Rate</td>
<td>71.7%</td>
<td>71.6%</td>
<td>62.1%</td>
<td>62.4%</td>
<td>60.5%</td>
<td>62.1%</td>
<td></td>
</tr>
</tbody>
</table>

| Services | Transfers, Changes, misc. (inc branches) | 4,559 | 5,257 | 4,712 | 44,704 | 55,801 | 74,826 |

<table>
<thead>
<tr>
<th>Examinations</th>
<th>Broker Scheduled</th>
<th>700</th>
<th>768</th>
<th>902</th>
<th>7,689</th>
<th>8,969</th>
<th>10,885</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Broker Administered</td>
<td>570</td>
<td>610</td>
<td>723</td>
<td>6,171</td>
<td>7,298</td>
<td>8,376</td>
</tr>
<tr>
<td></td>
<td>% Passed</td>
<td>49%</td>
<td>56%</td>
<td>45%</td>
<td>51%</td>
<td>48%</td>
<td>46%</td>
</tr>
<tr>
<td></td>
<td>Salesperson Scheduled</td>
<td>1,000</td>
<td>2,021</td>
<td>2,046</td>
<td>18,423</td>
<td>21,760</td>
<td>24,518</td>
</tr>
<tr>
<td></td>
<td>Salesperson Administered</td>
<td>1,372</td>
<td>1,691</td>
<td>1,702</td>
<td>15,355</td>
<td>18,411</td>
<td>20,775</td>
</tr>
<tr>
<td></td>
<td>% Passed</td>
<td>61%</td>
<td>62%</td>
<td>59%</td>
<td>63%</td>
<td>60%</td>
<td>59%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Investigations</th>
<th>Misc. Cases Assigned</th>
<th>272</th>
<th>298</th>
<th>374</th>
<th>2,656</th>
<th>3,721</th>
<th>2,894</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Consumer Investigations Assigned</td>
<td>179</td>
<td>285</td>
<td>437</td>
<td>2,055</td>
<td>3,589</td>
<td>3,395</td>
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<tr>
<td></td>
<td>Total</td>
<td>451</td>
<td>563</td>
<td>811</td>
<td>4,712</td>
<td>7,310</td>
<td>6,289</td>
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</table>

<table>
<thead>
<tr>
<th>Audit Activities</th>
<th>Investigative Audits</th>
<th>53</th>
<th>70</th>
<th>42</th>
<th>529</th>
<th>396</th>
<th>482</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Other Audit Examinations</td>
<td>16</td>
<td>28</td>
<td>19</td>
<td>112</td>
<td>143</td>
<td>54</td>
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</table>

<table>
<thead>
<tr>
<th>Legal Activities</th>
<th>Desist &amp; Refrain Orders</th>
<th>9</th>
<th>20</th>
<th>12</th>
<th>164</th>
<th>160</th>
<th>136</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Licenses Surrendered</td>
<td>22</td>
<td>11</td>
<td>5</td>
<td>115</td>
<td>93</td>
<td>68</td>
</tr>
</tbody>
</table>

| Accusations - Hearings | Licenses Suspended | 16 | 13 | 6  | 149 | 90  | 133  |
|                        | Licenses Revoked       | 96 | 61 | 43 | 683 | 555 | 512  |
|                        | Dismissals             | 4  | 3  | 4  | 88  | 50  | 45   |
|                        | Public Revocations     | 2  | 2  | 0  | 21  | 15  | 14   |
|                        | Miscellaneous Orders   | 25 | 42 | 31 | 316 | 319 | 422  |

<table>
<thead>
<tr>
<th>Statement of Issues - Hearings</th>
<th>Denials</th>
<th>16</th>
<th>17</th>
<th>12</th>
<th>147</th>
<th>127</th>
<th>168</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Denials, Restricted Licenses</td>
<td>11</td>
<td>10</td>
<td>6</td>
<td>78</td>
<td>73</td>
<td>102</td>
</tr>
<tr>
<td></td>
<td>Dissmissals</td>
<td>3</td>
<td>8</td>
<td>3</td>
<td>23</td>
<td>24</td>
<td>16</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Subdivisions - In State</th>
<th>Filings, Notice of Intentions</th>
<th>152</th>
<th>143</th>
<th>119</th>
<th>1,199</th>
<th>1,184</th>
<th>1,189</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Final Reports Issued</td>
<td>121</td>
<td>120</td>
<td>129</td>
<td>1,148</td>
<td>1,188</td>
<td>1,258</td>
</tr>
<tr>
<td></td>
<td>Time-Share Applications Received</td>
<td>16</td>
<td>11</td>
<td>0</td>
<td>57</td>
<td>41</td>
<td>65</td>
</tr>
<tr>
<td></td>
<td>Time-Share Reports Issued</td>
<td>1</td>
<td>7</td>
<td>4</td>
<td>37</td>
<td>41</td>
<td>53</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Subdivisions - Out of State</th>
<th>Registration Applications Received</th>
<th>3</th>
<th>15</th>
<th>9</th>
<th>91</th>
<th>101</th>
<th>127</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Registrations Issued</td>
<td>6</td>
<td>9</td>
<td>3</td>
<td>88</td>
<td>96</td>
<td>118</td>
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<tr>
<td></td>
<td>Time-Shares Applications Received</td>
<td>1</td>
<td>21</td>
<td>11</td>
<td>164</td>
<td>195</td>
<td>118</td>
</tr>
<tr>
<td></td>
<td>Time-Share Permits Issued</td>
<td>7</td>
<td>16</td>
<td>1</td>
<td>93</td>
<td>78</td>
<td>97</td>
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</tbody>
</table>

6/6/2012