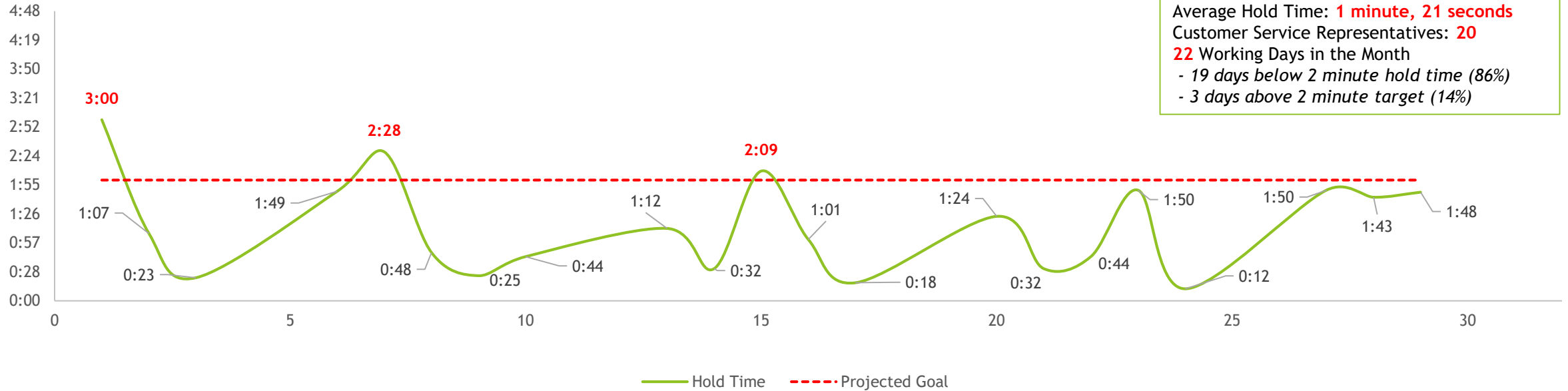


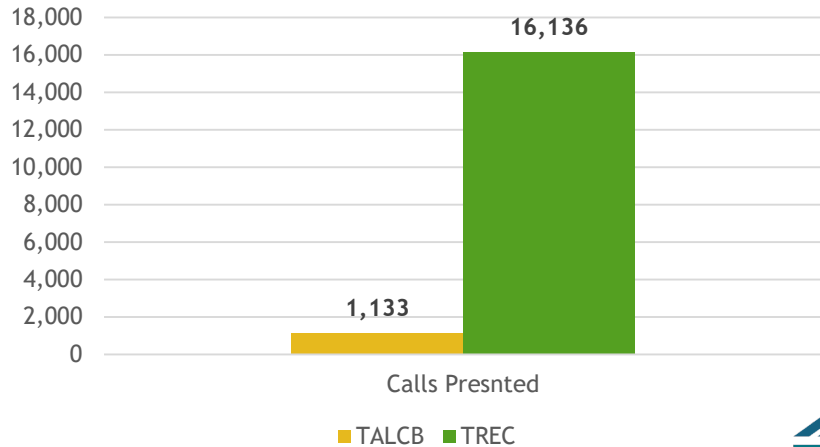


June 2022 Staff Reports

June, 2022 Hold Time per Day



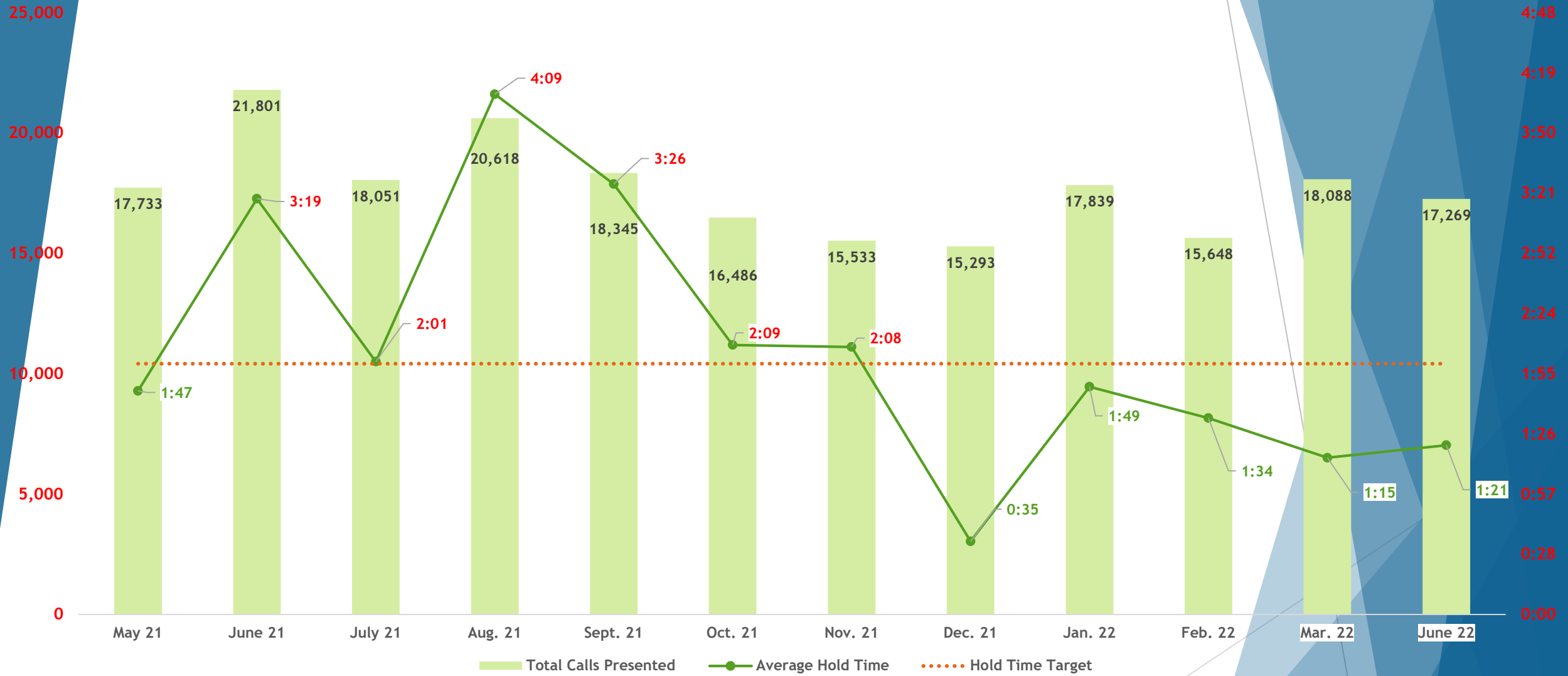
June, 2022 TALCB vs TREC



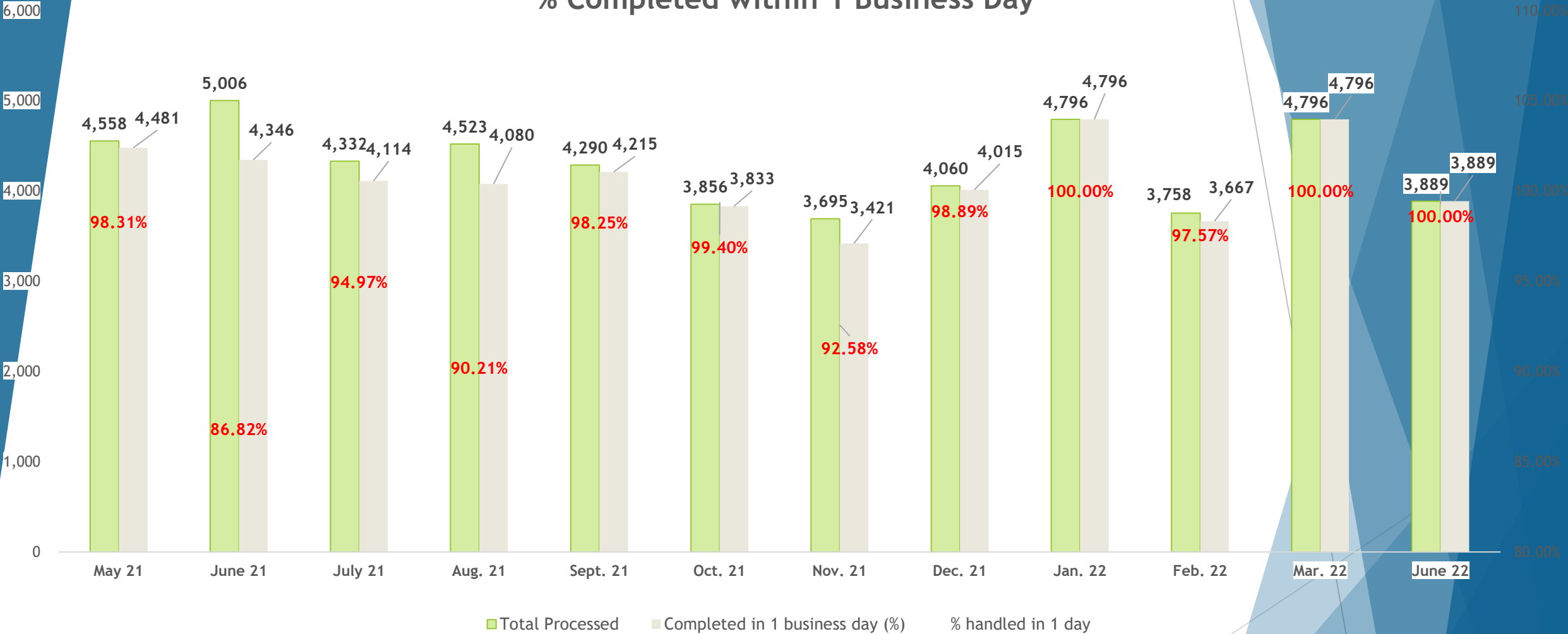
TALCB - 1,133 Calls (6.56%) **48 second hold time**
 TREC - 16,136 Calls (93.44%) **1 minute, 23 second hold time**



Last 12 Months Calls Presented vs. Hold Time

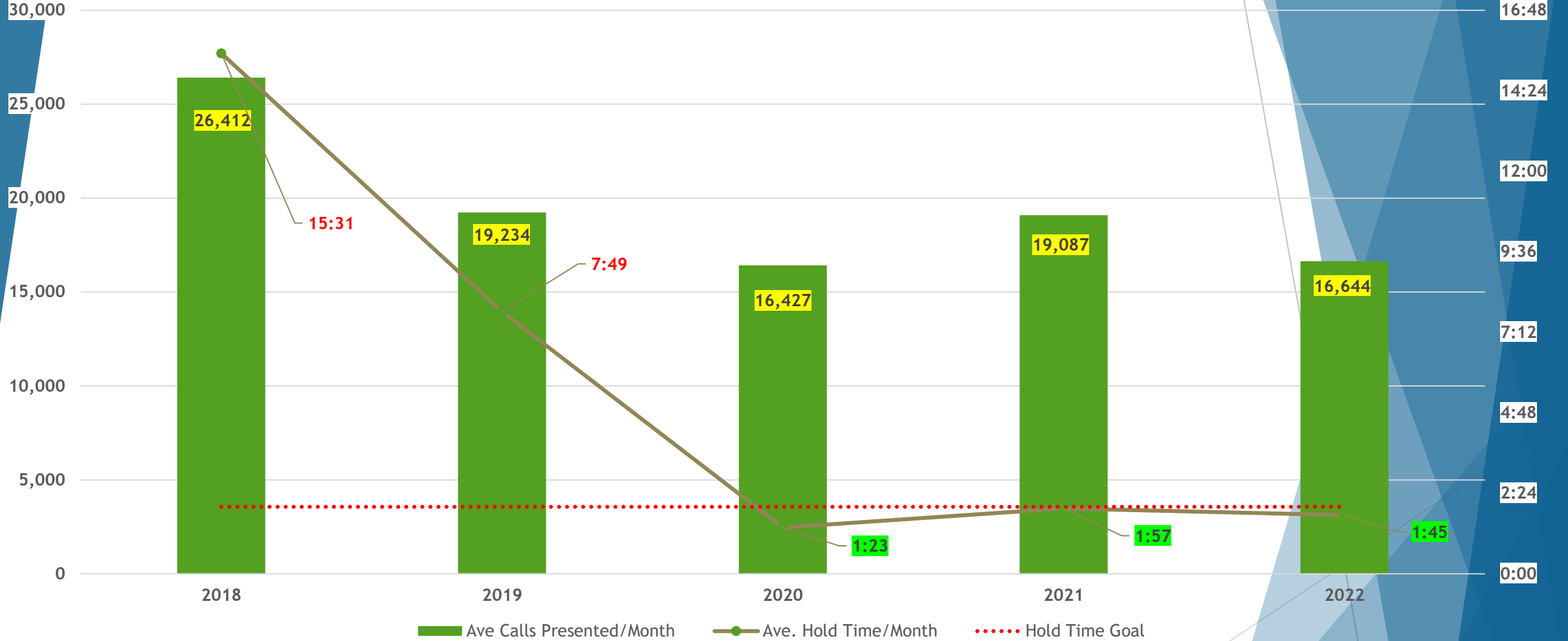


Last 12 Months Emails Processed and % Completed within 1 Business Day



Fiscal Year Comparison

Ave. Calls Presented/Month vs. Ave. Hold Time/Month

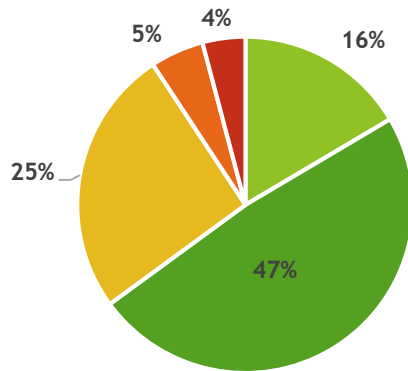


June, 2022 Customer Satisfaction Results

Customer Demographics

76 - respondents

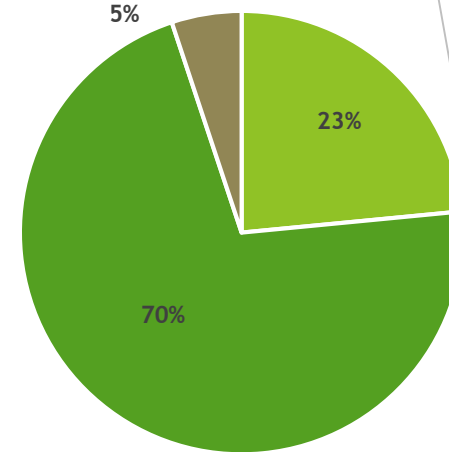
- Consumers
- Real Estate Agents
- Real Estate Brokers
- Real Estate Appraisers
- Real Estate Inspectors



How Do Customers Contact Us?

77 respondents

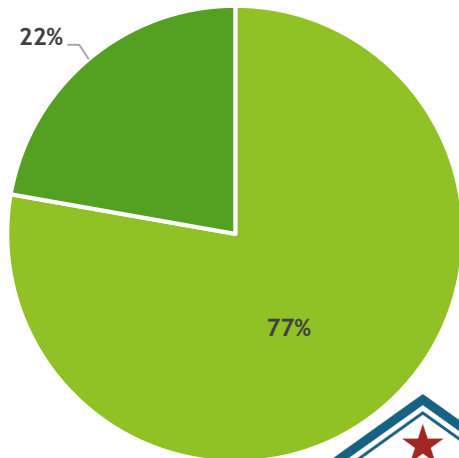
- Email
- Telephone
- Online Services



Email Rating

18 responses

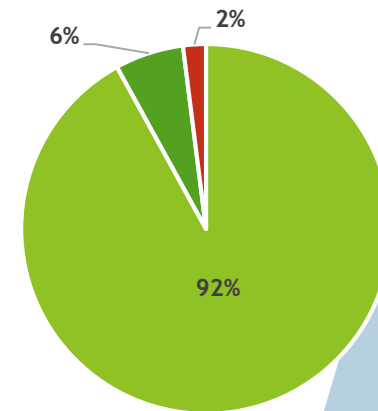
- Excellent
- Poor



Telephone Service Rating

50 responses

- Excellent
- Above Average
- Below Average



Education & Examinations Division - EE1 Report

TREC Qualifying Education Provider and Course Applications

FY2022

| | Sep-21 | Oct-21 | Nov-21 | Dec-21 | Jan-22 | Feb-22 | Mar-22 | Apr-22 | May-22 | Jun-22 | Jul-22 | Aug-22 | YTD |
|------------------------------------|----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|-----------|-----------|----------|----------|------------|
| Applications Received | | | | | | | | | | | | | |
| Providers | | | | | | | | | | | | | |
| Initial Provider | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | | | 2 |
| 4-year Renewal Provider | 1 | 0 | 2 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | | | 5 |
| Annual Fee for Provider | 2 | 9 | 0 | 3 | 1 | 3 | 4 | 1 | 6 | 7 | | | 36 |
| Real Estate Courses | 0 | 16 | 35 | 13 | 9 | 8 | 7 | 4 | 31 | 36 | | | 159 |
| Initial | 0 | 13 | 22 | 4 | 9 | 8 | 6 | 2 | 28 | 28 | | | 120 |
| Renewal | 0 | 3 | 13 | 9 | 0 | 0 | 1 | 2 | 3 | 8 | | | 39 |
| Inspector Courses | 1 | 8 | 4 | 1 | 2 | 0 | 0 | 0 | 0 | 0 | | | 16 |
| Initial | 1 | 8 | 4 | 1 | 2 | 0 | 0 | 0 | 0 | 0 | | | 16 |
| Renewal | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | 0 |
| Total Applications Received | 4 | 34 | 41 | 19 | 12 | 11 | 11 | 5 | 37 | 44 | 0 | 0 | 218 |

| | Sep-21 | Oct-21 | Nov-21 | Dec-21 | Jan-22 | Feb-22 | Mar-22 | Apr-22 | May-22 | Jun-22 | Jul-22 | Aug-22 | YTD |
|------------------------------------|----------|-----------|----------|-----------|-----------|-----------|----------|----------|-----------|-----------|----------|----------|------------|
| Application Approved | | | | | | | | | | | | | |
| Providers | | | | | | | | | | | | | |
| Initial Provider | 2 | 2 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | | | 6 |
| 4-year Renewal Provider | 0 | 0 | 1 | 0 | 3 | 0 | 2 | 0 | 0 | 1 | | | 7 |
| Annual Fee for Provider | 2 | 1 | 2 | 4 | 4 | 0 | 0 | 3 | 3 | 3 | | | 22 |
| Real Estate Courses | 0 | 8 | 1 | 36 | 11 | 20 | 7 | 6 | 34 | 37 | | | 160 |
| Initial | 0 | 8 | 0 | 15 | 8 | 20 | 6 | 6 | 31 | 33 | | | 127 |
| Renewal | 0 | 0 | 1 | 21 | 3 | 0 | 1 | 0 | 3 | 4 | | | 33 |
| Inspector Courses | 1 | 4 | 0 | 4 | 6 | 11 | 0 | 0 | 0 | 0 | | | 26 |
| Initial | 1 | 4 | 0 | 4 | 6 | 11 | 0 | 0 | 0 | 0 | | | 26 |
| Renewal | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | 0 |
| Total Applications Approved | 5 | 15 | 4 | 44 | 25 | 31 | 9 | 9 | 37 | 42 | 0 | 0 | 221 |

Education & Examinations Division - EE2 Report

TREC Continuing Education Provider and Course Applications

FY2022

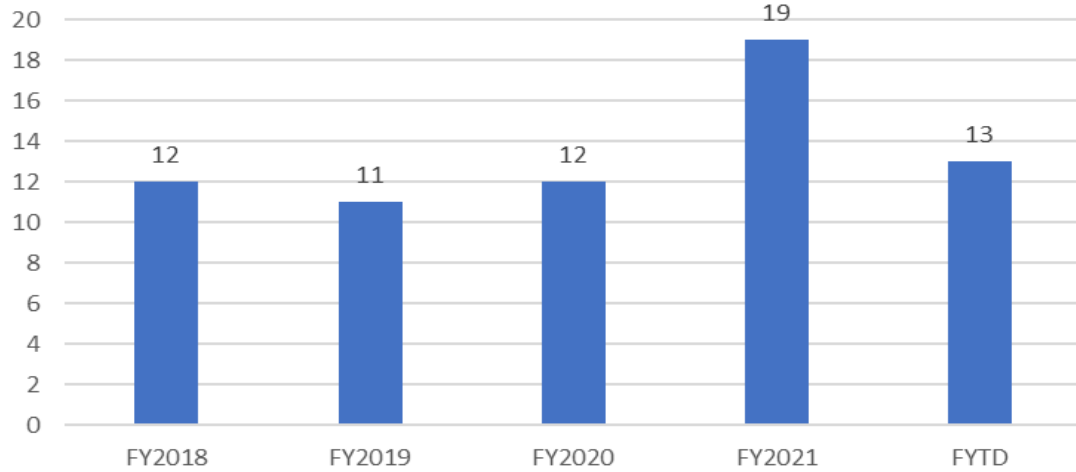
| | Sep-21 | Oct-21 | Nov-21 | Dec-21 | Jan-22 | Feb-22 | Mar-22 | Apr-22 | May-22 | Jun-22 | Jul-22 | Aug-22 | YTD |
|------------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|--------|--------|-------------|
| Applications Received | | | | | | | | | | | | | |
| Providers | 31 | 28 | 15 | 24 | 48 | 51 | 40 | 23 | 20 | 18 | | | 298 |
| Initial Provider | 12 | 13 | 7 | 13 | 22 | 12 | 16 | 14 | 14 | 10 | | | 133 |
| Renewal Provider | 19 | 15 | 8 | 11 | 26 | 39 | 24 | 9 | 6 | 8 | | | 165 |
| Real Estate CE Courses | 167 | 179 | 260 | 222 | 255 | 299 | 242 | 226 | 172 | 176 | | | 2198 |
| Inspector CE (ICE) Courses | 10 | 4 | 15 | 7 | 6 | 2 | 17 | 25 | 27 | 10 | | | 123 |
| Total Applications Received | 208 | 211 | 290 | 253 | 309 | 352 | 299 | 274 | 219 | 204 | | | 2619 |

| | Sep-21 | Oct-21 | Nov-21 | Dec-21 | Jan-22 | Feb-22 | Mar-22 | Apr-22 | May-22 | Jun-22 | Jul-22 | Aug-22 | YTD |
|------------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|--------|--------|-------------|
| Applications Approved | | | | | | | | | | | | | |
| Providers | 28 | 20 | 17 | 19 | 23 | 13 | 32 | 17 | 18 | 27 | | | 214 |
| Initial Provider | 10 | 7 | 7 | 9 | 12 | 9 | 16 | 9 | 11 | 12 | | | 102 |
| Renewal Provider | 18 | 13 | 10 | 10 | 11 | 4 | 16 | 8 | 7 | 15 | | | 112 |
| Real Estate CE Courses | 133 | 111 | 183 | 236 | 220 | 292 | 265 | 197 | 140 | 225 | | | 2002 |
| Inspector CE (ICE) Courses | 21 | 14 | 14 | 11 | 8 | 4 | 4 | 22 | 43 | 4 | | | 145 |
| Total Applications Approved | 182 | 145 | 214 | 266 | 251 | 309 | 301 | 236 | 201 | 256 | | | 2361 |

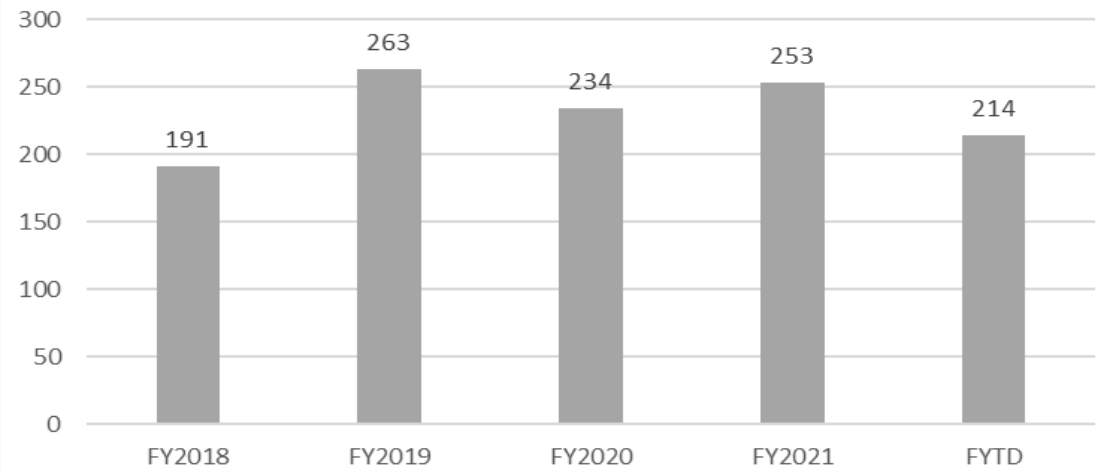
Education & Examinations Division

TREC Total Applications Approved - Fiscal Year

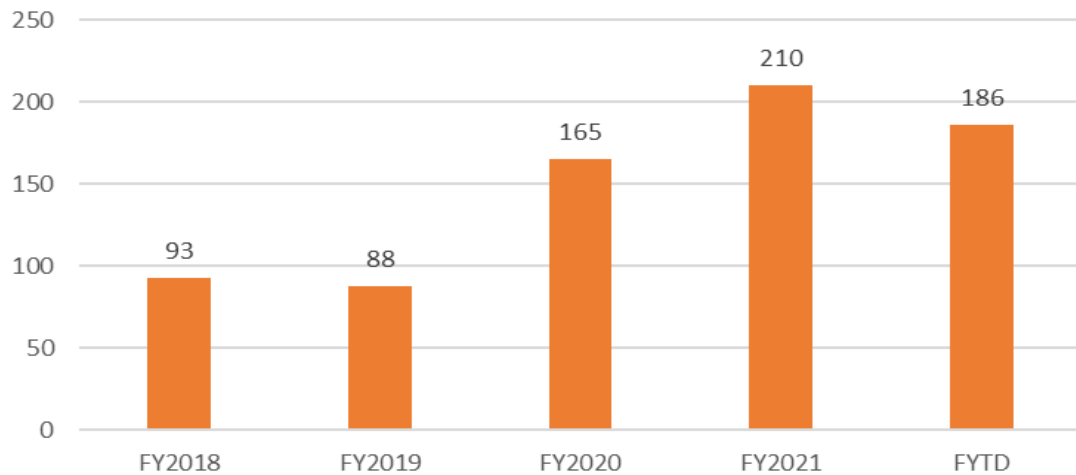
QE Providers Approved



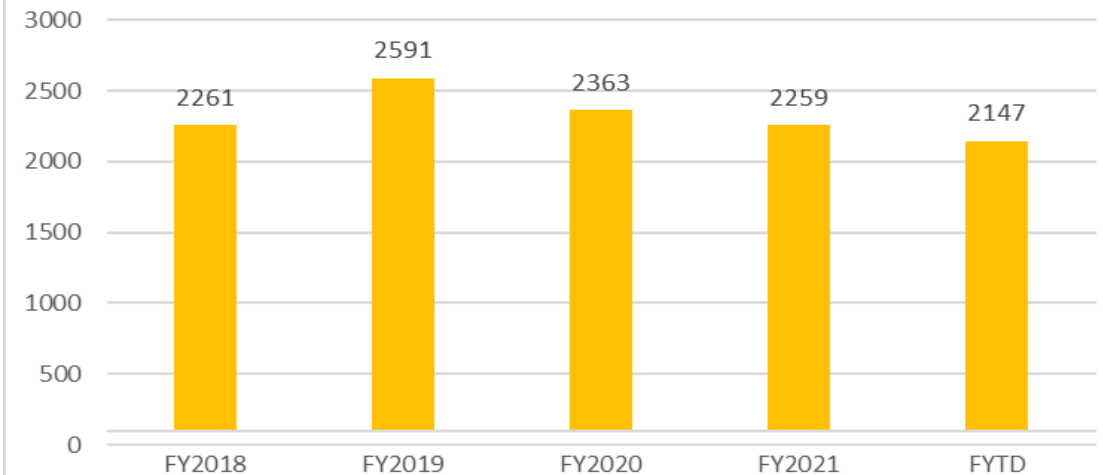
CE Providers Approved



Qualifying Courses Approved



CE Courses Approved



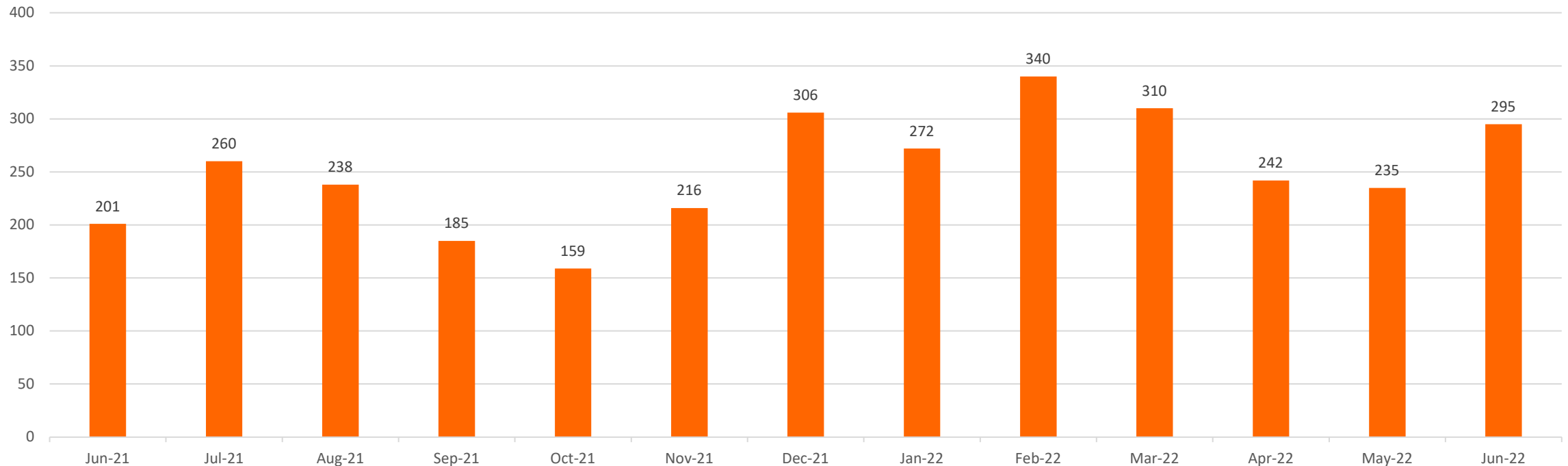
Education & Examinations Division

TREC Applications Approved 13-Month Comparison

| | Jun-21 | Jul-21 | Aug-21 | Sep-21 | Oct-21 | Nov-21 | Dec-21 | Jan-22 | Feb-22 | Mar-22 | Apr-22 | May-22 | Jun-22 |
|------------------------------------|-----------|-----------|-----------|----------|-----------|----------|-----------|-----------|-----------|----------|----------|-----------|-----------|
| Qualifying Provider | 7 | 1 | 5 | 2 | 2 | 1 | 0 | 4 | 0 | 2 | 0 | 0 | 2 |
| Qualifying Real Estate Courses | 15 | 12 | 43 | 0 | 8 | 1 | 36 | 11 | 20 | 7 | 6 | 34 | 37 |
| Qualifying Inspector Courses | 0 | 0 | 0 | 1 | 4 | 0 | 4 | 6 | 11 | 0 | 0 | 0 | 0 |
| All Qualifying Applications | 22 | 13 | 48 | 3 | 14 | 2 | 40 | 21 | 31 | 9 | 6 | 34 | 39 |

| | | | | | | | | | | | | | |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Continuing Education Provider | 32 | 19 | 29 | 28 | 20 | 17 | 19 | 23 | 13 | 32 | 17 | 18 | 27 |
| Continuing Real Estate Courses | 132 | 204 | 151 | 133 | 111 | 183 | 236 | 220 | 292 | 265 | 197 | 140 | 225 |
| Continuing Education Inspector Courses | 15 | 24 | 10 | 21 | 14 | 14 | 11 | 8 | 4 | 4 | 22 | 43 | 4 |
| All Continuing Education Applications | 179 | 247 | 190 | 182 | 145 | 214 | 266 | 251 | 309 | 301 | 236 | 201 | 256 |

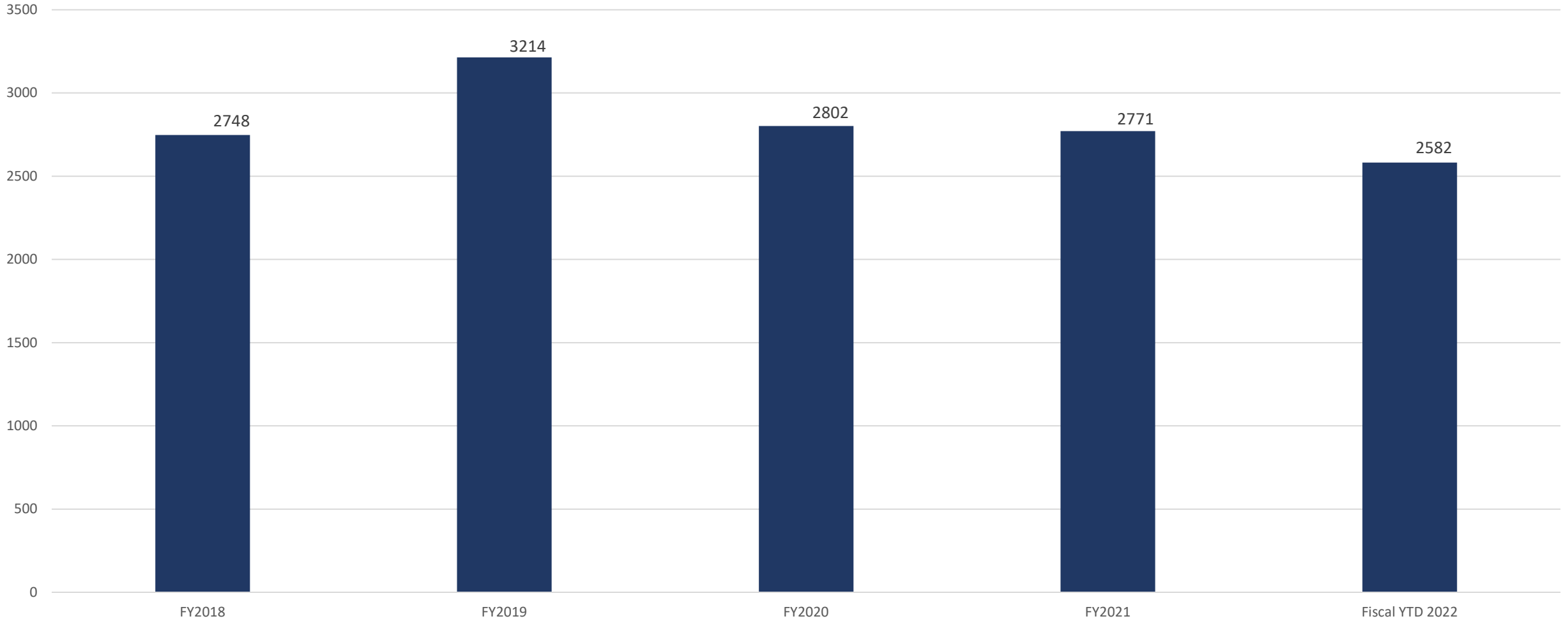
| | | | | | | | | | | | | | |
|----------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| All Applications Approved | 201 | 260 | 238 | 185 | 159 | 216 | 306 | 272 | 340 | 310 | 242 | 235 | 295 |
|----------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|



Education & Examinations Division

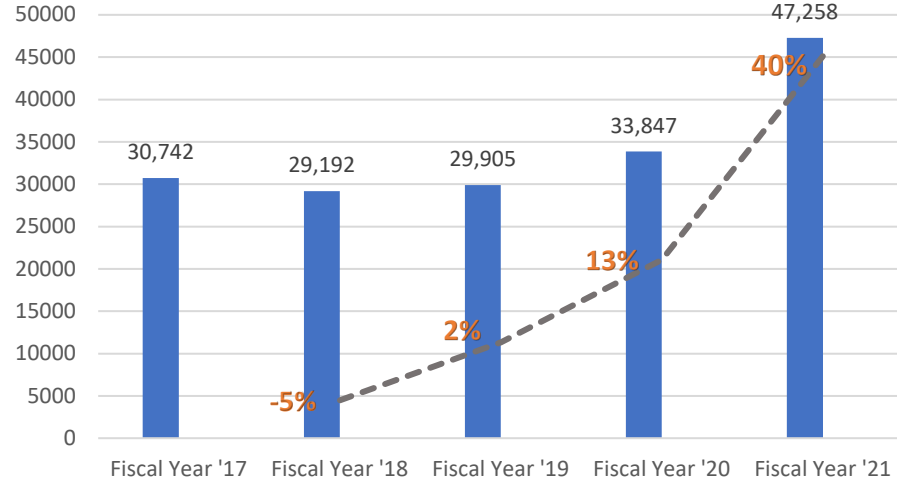
All TREC Applications Approved

Year-Over-Year Comparison

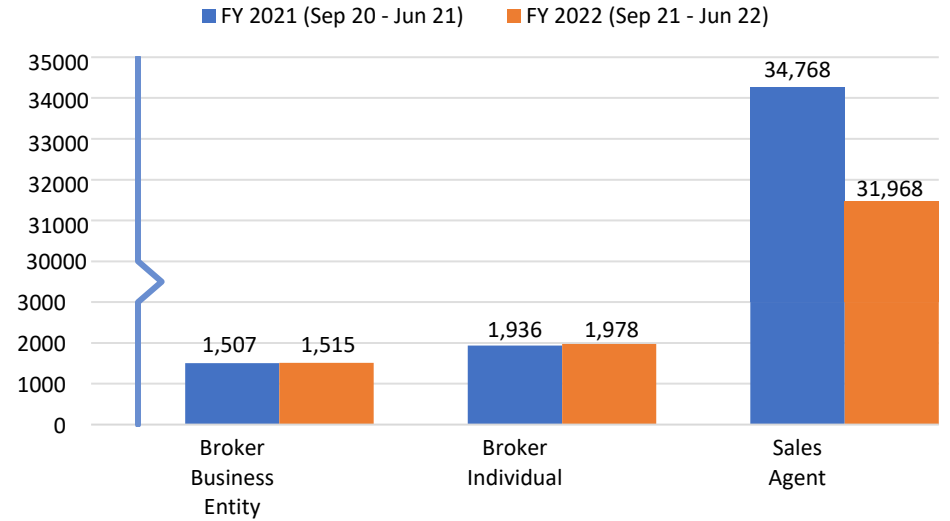


Applications Received

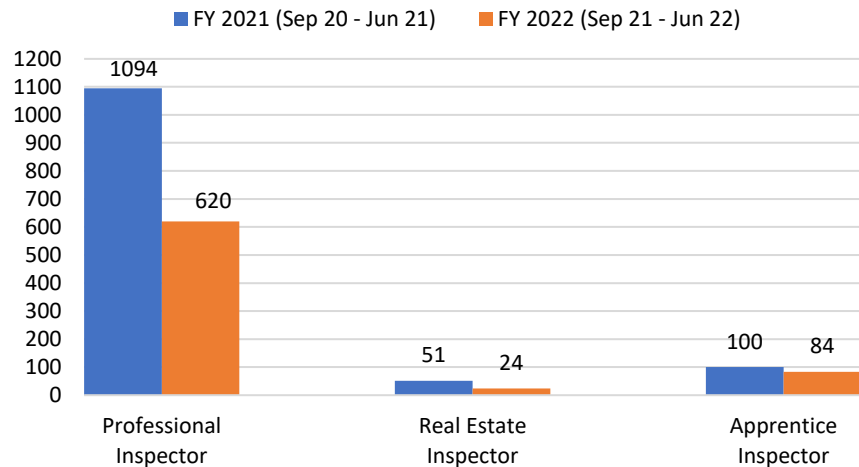
Year-Over-Year Comparison – All License Types



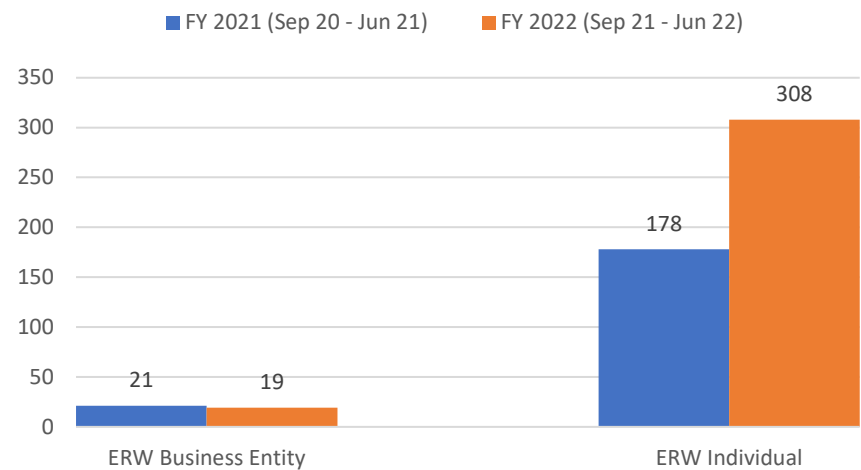
Year-to-Date Comparison – Broker and Sales Agent



Year-to-Date Comparison – Inspector

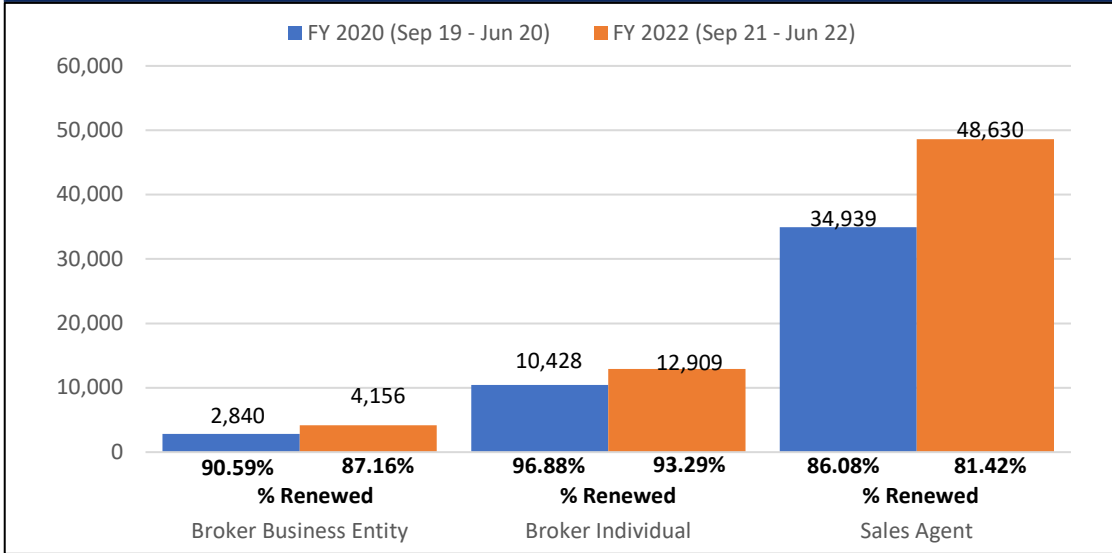


Year-to-Date Comparison – Easement or Right-of-Way (ERW)

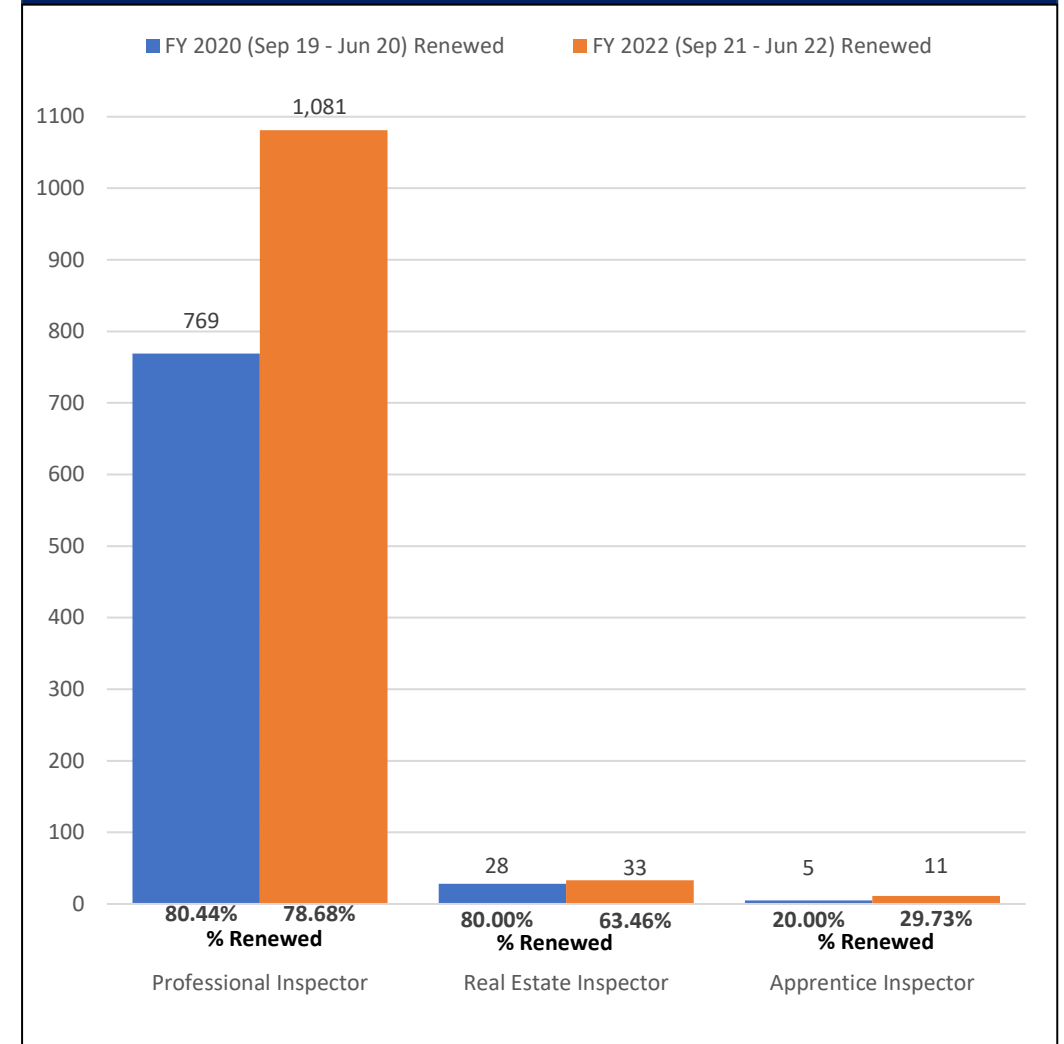


Renewal Activity

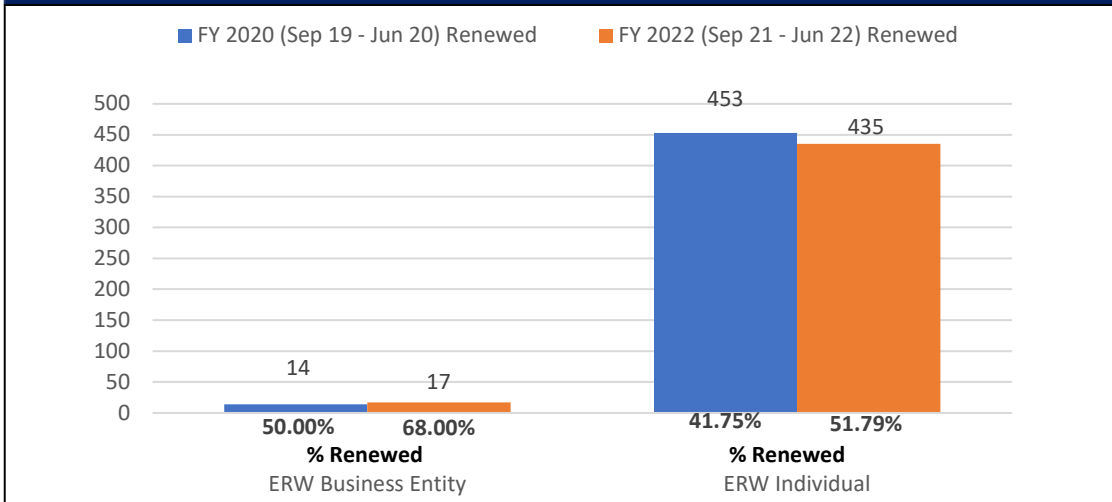
Year-to-Date Comparison – Broker & Sales Agent



Year-to-Date Comparison – Inspector



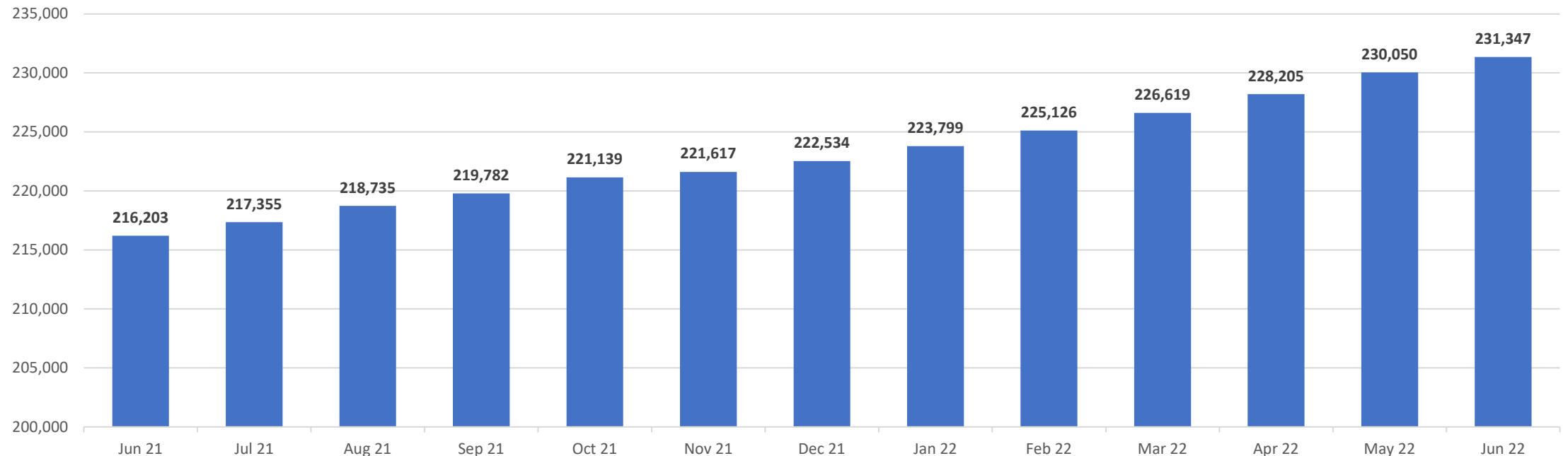
Year-to-Date Comparison – Easement or Right-of-Way Registrant



License Holder Counts

Total License Holders and Registrants 13-Month Comparison

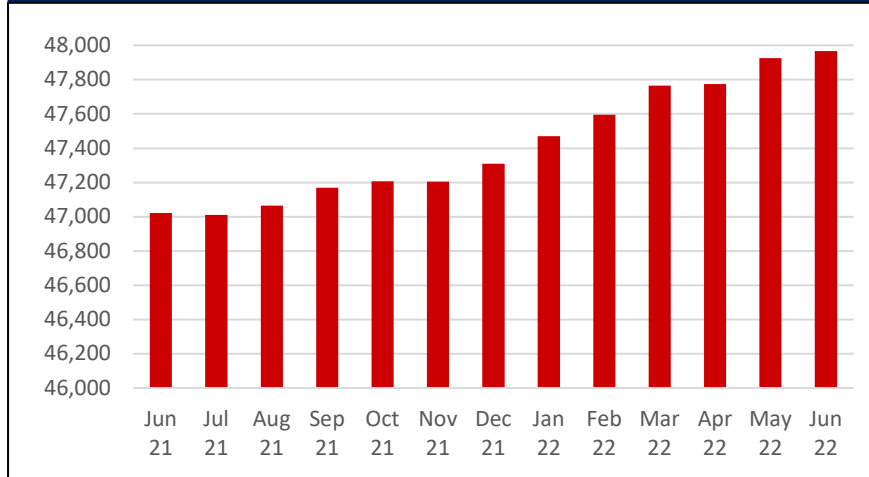
| | Jun 21 | Jul 21 | Aug 21 | Sep 21 | Oct 21 | Nov 21 | Dec 21 | Jan 22 | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 |
|-------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Brokers | 47,021 | 47,010 | 47,064 | 47,169 | 47,207 | 47,204 | 47,309 | 47,471 | 47,595 | 47,765 | 47,775 | 47,926 | 47,968 |
| Sales Agents | 162,683 | 163,890 | 165,127 | 166,121 | 167,464 | 167,894 | 168,767 | 169,862 | 170,989 | 172,314 | 173,859 | 175,524 | 176,719 |
| Brokers & Sales Agents | 209,704 | 210,900 | 212,191 | 213,290 | 214,671 | 215,098 | 216,076 | 217,333 | 218,584 | 220,079 | 221,634 | 223,450 | 224,687 |
| Inspectors | 4,468 | 4,500 | 4,561 | 4,614 | 4,642 | 4,663 | 4,699 | 4,720 | 4,760 | 4,817 | 4,855 | 4,893 | 4,938 |
| Easement & Right-of-Way Registrants | 2,031 | 1,955 | 1,983 | 1,878 | 1,826 | 1,856 | 1,759 | 1,746 | 1,782 | 1,723 | 1,716 | 1,707 | 1,722 |
| All License Holders | 216,203 | 217,355 | 218,735 | 219,782 | 221,139 | 221,617 | 222,534 | 223,799 | 225,126 | 226,619 | 228,205 | 230,050 | 231,347 |
| <i>% Change</i> | | 0.53% | 0.63% | 0.48% | 0.62% | 0.22% | 0.41% | 0.57% | 0.59% | 0.66% | 0.70% | 0.81% | 0.56% |



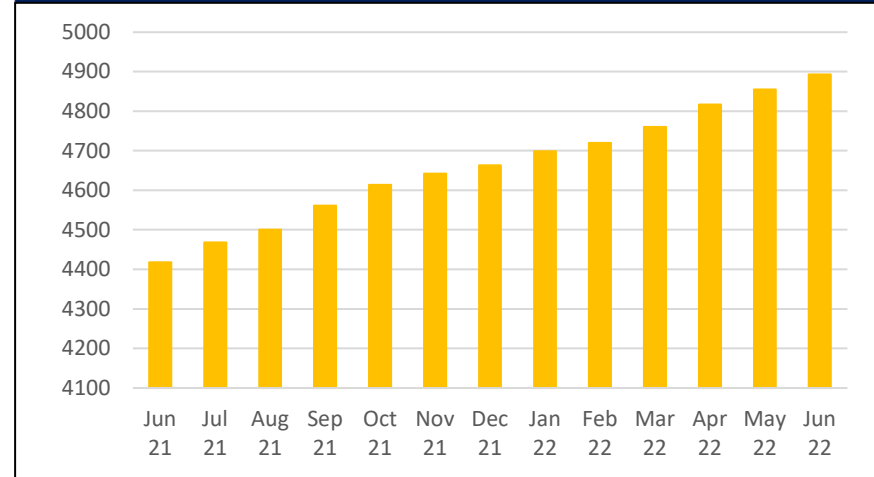
License Holder Counts

13-Month Comparisons by License Type

Broker – Business Entity & Individual



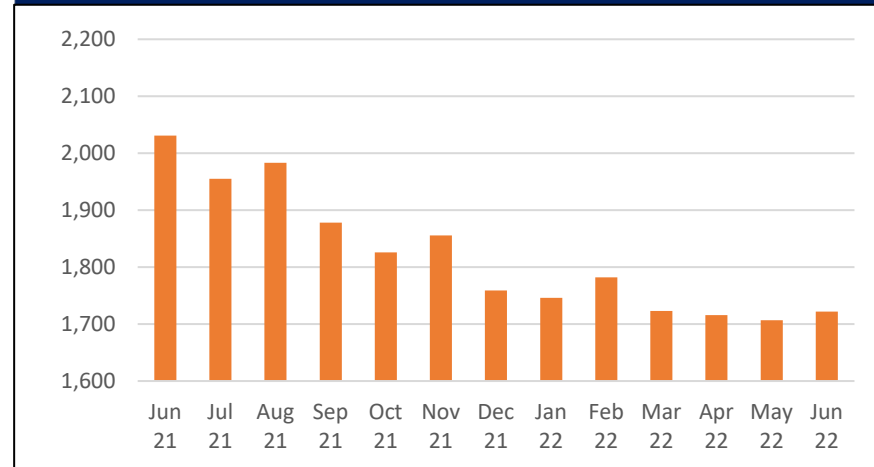
Inspectors



Sales Agents



Easement or Right-of-Way Registrants



Application Processing Time

Average Number of Calendar Days to Process a License Application

13-Month Comparison - Goal: 14 days

| | June 21 | July 21 | Aug 21 | Sept 21 | Oct 21 | Nov 21 | Dec 21 | Jan 22 | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 |
|--|---------|---------|--------|---------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Broker Business Entity | 8.51 | 4.96 | 4.22 | 7.05 | 4.12 | 5.23 | 6.83 | 4.76 | 13.47 | 4.76 | 4.41 | 4.22 | 4.72 |
| Broker Individual | 8.25 | 8.89 | 9.88 | 11.48 | 8.03 | 9.51 | 9.68 | 7.74 | 8.45 | 8.39 | 8.83 | 9.83 | 11.38 |
| Sales Agent | 9.72 | 9.58 | 8.81 | 7.51 | 4.55 | 5.49 | 4.38 | 5.73 | 4.09 | 5.36 | 3.40 | 3.61 | 3.71 |
| Professional Inspector | 7.90 | 15.37 | 23.44 | 27.97 | 10.91 | 14.5 | 2.49 | 7.38 | 8.45 | 6.42 | 6.17 | 4.45 | 4.27 |
| Real Estate Inspector | 7.96 | 12.56 | 24.11 | 12.14 | 5.54 | 6.94 | n/a | 4.45 | 4.45 | 3.49 | 8.00 | 8.40 | 15.94 |
| Apprentice Inspector | 7.71 | 11.67 | 20.36 | 5.66 | 17.33 | 7.00 | 4.65 | 5.41 | 5.41 | 2.00 | 4.56 | 2.64 | 4.02 |
| Easement or Right-of-Way Business Entity | 11.67 | 11.34 | n/a | 12.45 | 7.34 | n/a | n/a | 4.35 | 16.60 | 1.32 | 3.35 | 1.43 | 4.47 |
| Easement or Right-of-Way Individual | 7.25 | 8.27 | 4.85 | 5.12 | 4.18 | 5.48 | 5.58 | 3.59 | 3.65 | 3.73 | 3.25 | 1.89 | 1.76 |

Applications Received Month-Over-Month Comparison

| | June 21 | July 21 | Aug 21 | Sept 21 | Oct 21 | Nov 21 | Dec 21 | Jan 22 | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 |
|--|---------|---------|--------|---------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Broker Business Entity | 136 | 115 | 130 | 120 | 126 | 149 | 173 | 175 | 148 | 178 | 146 | 152 | 149 |
| Broker Individual | 205 | 179 | 233 | 177 | 175 | 208 | 204 | 242 | 215 | 194 | 213 | 182 | 196 |
| Sales Agent | 3,757 | 3,668 | 3,432 | 3,237 | 3,044 | 2,966 | 2,780 | 3,660 | 3,221 | 3,840 | 3,475 | 3,423 | 3,322 |
| Professional Inspector | 295 | 108 | 7 | 44 | 50 | 66 | 66 | 72 | 47 | 81 | 65 | 68 | 63 |
| Real Estate Inspector | 10 | 6 | 0 | 3 | 1 | 3 | 4 | 2 | 13.03 | 3 | 2 | 4 | 1 |
| Apprentice Inspector | 17 | 9 | 17 | 8 | 19 | 9 | 7 | 8 | 0 | 9 | 13 | 8 | 4 |
| Easement or Right-of-Way Business Entity | 4 | 2 | 9 | 2 | 2 | 1 | 1 | 2 | 3 | 0 | 4 | 1 | 3 |
| Easement or Right-of-Way Individual | 20 | 24 | 26 | 22 | 30 | 27 | 17 | 29 | 34 | 34 | 40 | 39 | 34 |

TREC Enforcement Division: E1 Report

Case Status

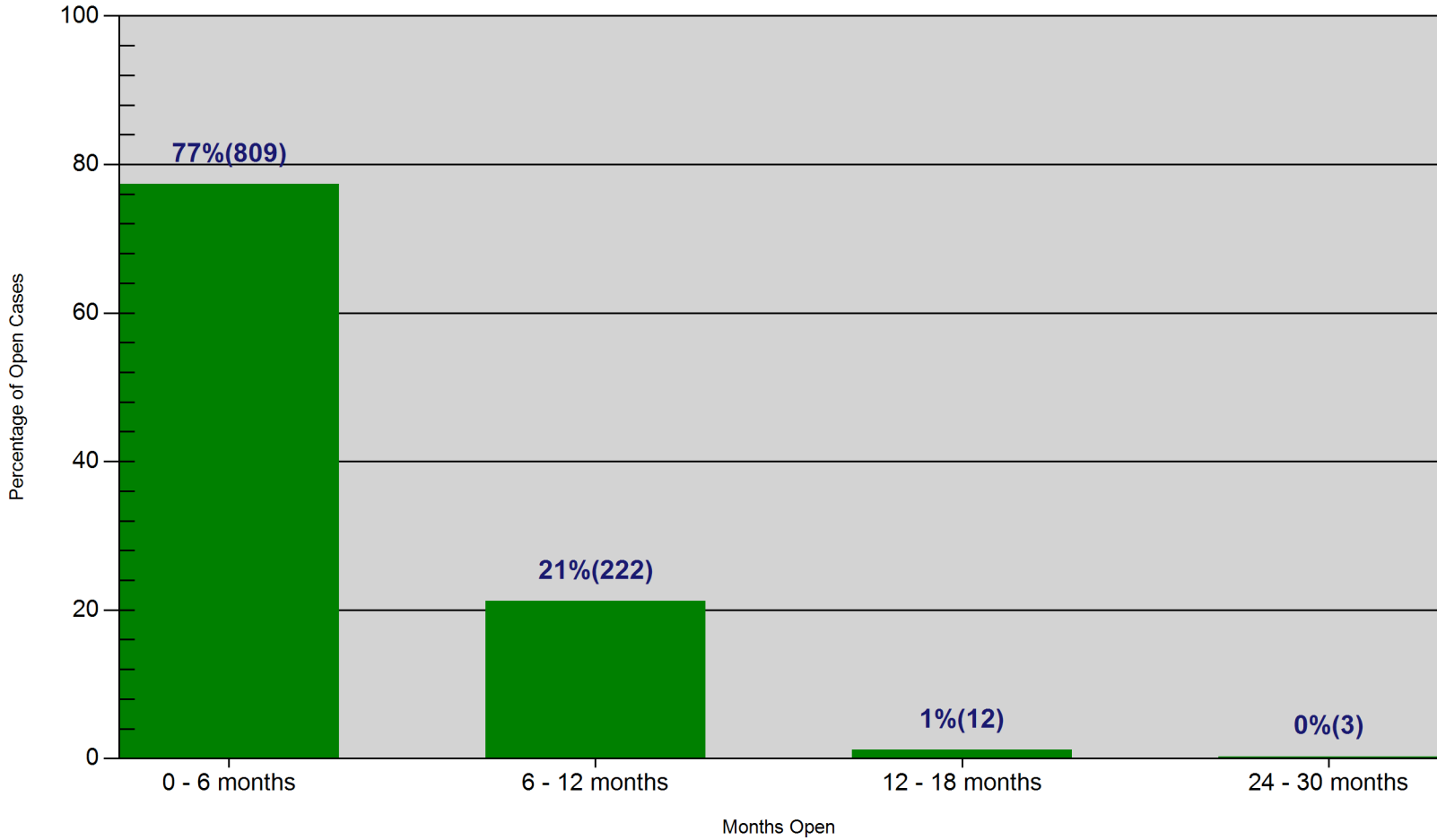
FY 2022

| | Sep 21 | Oct 21 | Nov 21 | Dec 21 | Jan 22 | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | Aug 22 | YTD |
|------------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|--------|--------|-------------|
| Received During Month | 517 | 483 | 431 | 456 | 490 | 497 | 610 | 588 | 607 | 614 | | | 5293 |
| Broker/Sales | 134 | 135 | 115 | 99 | 133 | 138 | 142 | 144 | 167 | 151 | | | 1358 |
| Inspector | 9 | 9 | 4 | 2 | 12 | 8 | 7 | 7 | 9 | 14 | | | 81 |
| Timeshare | 3 | 3 | 3 | 3 | 1 | 3 | 4 | 2 | 1 | 0 | | | 23 |
| Unlicensed Activity | 4 | 6 | 6 | 4 | 3 | 3 | 3 | 6 | 6 | 6 | | | 47 |
| No Jurisdiction | 13 | 20 | 10 | 18 | 13 | 20 | 20 | 9 | 14 | 14 | | | 151 |
| Application Investigation | 252 | 243 | 203 | 217 | 210 | 205 | 254 | 255 | 258 | 265 | | | 2362 |
| Fitness Inquiry | 102 | 66 | 88 | 111 | 117 | 118 | 177 | 163 | 148 | 161 | | | 1251 |
| Education Related | 0 | 0 | 1 | 1 | 0 | 1 | 1 | 2 | 2 | 2 | | | 10 |
| Easement ROW | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 2 | 1 | | | 6 |
| Other | 0 | 0 | 0 | 1 | 0 | 1 | 2 | 0 | 0 | 0 | | | 4 |
| | Sep 21 | Oct 21 | Nov 21 | Dec 21 | Jan 22 | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | Aug 22 | YTD |
| Closed During Month | 575 | 504 | 456 | 457 | 483 | 546 | 644 | 570 | 654 | 644 | | | 5533 |
| Complaint Withdrawn | 3 | 7 | 6 | 7 | 4 | 4 | 7 | 10 | 7 | 3 | | | 58 |
| Cease & Desist Issued | 0 | 0 | 2 | 0 | 0 | 0 | 2 | 2 | 4 | 1 | | | 11 |
| Disciplinary Action | 55 | 42 | 42 | 36 | 54 | 55 | 45 | 38 | 55 | 53 | | | 475 |
| Failure to Go Forward | 40 | 25 | 30 | 33 | 19 | 28 | 37 | 31 | 38 | 45 | | | 326 |
| Insufficient Evidence | 54 | 49 | 47 | 42 | 57 | 78 | 61 | 57 | 48 | 45 | | | 538 |
| Matter Settled | 14 | 7 | 8 | 11 | 15 | 11 | 16 | 17 | 13 | 17 | | | 129 |
| No Jurisdiction | 41 | 42 | 39 | 44 | 47 | 38 | 64 | 35 | 52 | 43 | | | 445 |
| No Violation | 11 | 9 | 3 | 10 | 8 | 14 | 10 | 6 | 9 | 6 | | | 86 |
| Application Investigation | 226 | 228 | 173 | 180 | 167 | 188 | 239 | 210 | 243 | 228 | | | 2082 |
| Fitness Inquiries | 118 | 87 | 101 | 81 | 106 | 121 | 148 | 127 | 139 | 143 | | | 1171 |
| Other | 6 | 1 | 2 | 5 | 1 | 2 | 7 | 12 | 12 | 17 | | | 65 |
| Open at Beginning of Month | | | | | | | | | | | | | 1076 |
| Received During Month | | | | | | | | | | | | | 614 |
| Closed During Month | | | | | | | | | | | | | 644 |
| Open at End of Month | | | | | | | | | | | | | 1046 |
| Received During Fiscal Year | | | | | | | | | | | | | 5293 |
| Closed During Fiscal Year | | | | | | | | | | | | | 5533 |

TREC Enforcement Division: E2 Report

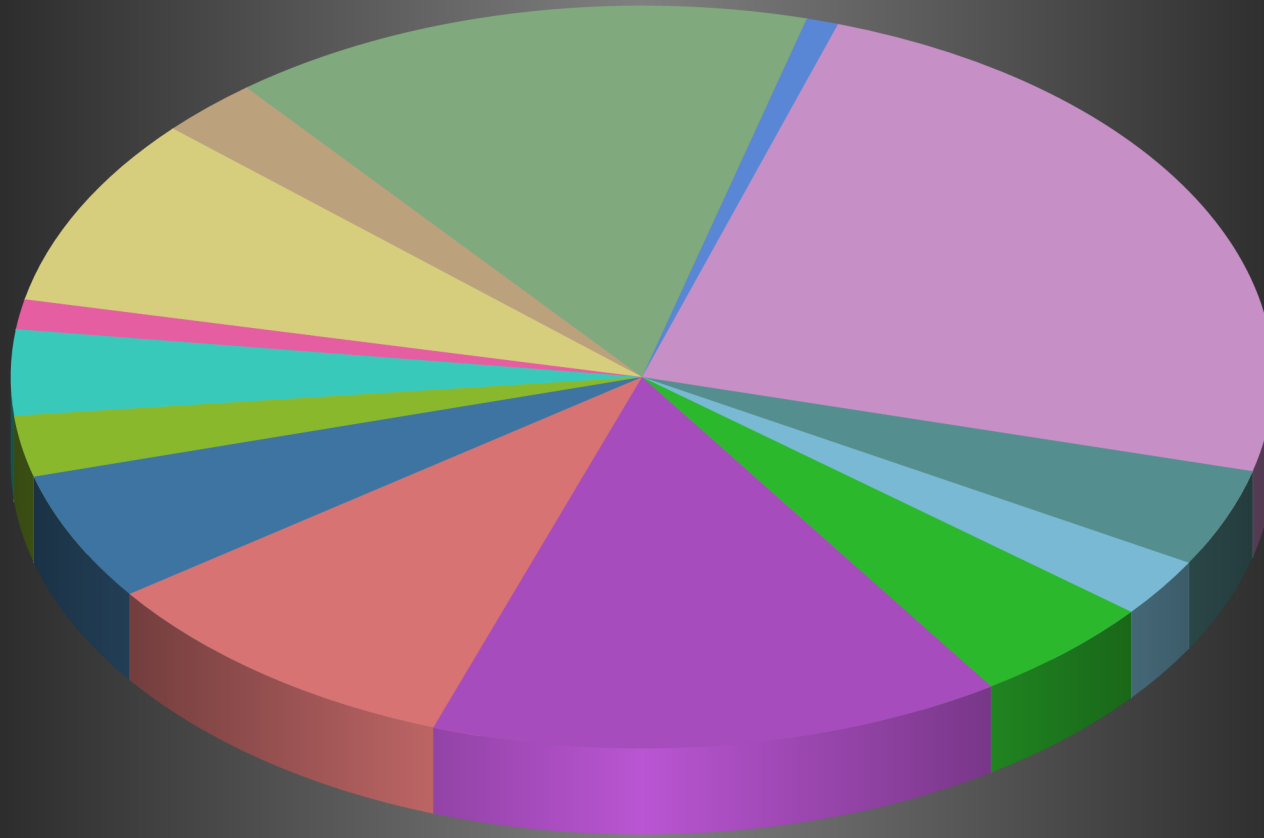
Open Case Aging Report

as of 6/30/2022



Complaint Subject Categories for June 2021 through June 2022

2070 Total Allegations



| | |
|--|--|
| Administrative 2.56 % (53) | Leasing/Property Management - Misappropriation 1.30 % (27) |
| Advertising 4.78 % (99) | Leasing/Property Management - Other 8.31 % (172) |
| Breach of Fiduciary Duties 14.69 % (304) | License Holder Acting as Principal 2.56 % (53) |
| Broker Supervision 9.71 % (201) | Licensure Issues 14.98 % (310) |
| Failure to Disclose 5.60 % (116) | Sales Misappropriation 0.82 % (17) |
| Improper Contract/Seller Disclosure form usage 2.66 % (55) | Sales Other 24.06 % (498) |
| Intermediary/IABS 3.72 % (77) | Unlicensed Activity 4.25 % (88) |

Complaint Subject Categories by Month

| Subject Matter Categories | Jun-21 | Jul-21 | Aug-21 | Sep-21 | Oct-21 | Nov-21 | Dec-21 | Jan-22 | Feb-22 | Mar-22 | Apr-22 | May-22 | Jun-22 | Total | YTD |
|--|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-------------|--------|
| Administrative <i>Bad check, contact information, uncooperative, etc.</i> | 3 | 1 | 5 | 1 | 11 | 3 | 1 | 1 | 9 | 1 | 2 | 7 | 8 | 53 | 2.56% |
| Advertising <i>Includes misleading & dba</i> | 10 | 5 | 7 | 7 | 3 | 8 | 6 | 17 | 13 | 8 | 6 | 5 | 4 | 99 | 4.78% |
| Breach of Fiduciary Duty <i>Including false promise</i> | 15 | 14 | 23 | 17 | 20 | 17 | 27 | 23 | 30 | 32 | 34 | 26 | 26 | 304 | 14.69% |
| Broker Supervision | 8 | 10 | 9 | 13 | 22 | 13 | 9 | 19 | 23 | 16 | 27 | 15 | 17 | 201 | 9.71% |
| Failure to Disclose | 4 | 3 | 6 | 9 | 4 | 9 | 5 | 15 | 15 | 11 | 8 | 14 | 13 | 116 | 5.60% |
| Improper contract/Seller Disclosure form usage <i>Including false promise</i> | 2 | 0 | 1 | 1 | 1 | 1 | 5 | 12 | 11 | 4 | 2 | 11 | 4 | 55 | 2.66% |
| Intermediary/IABS | 7 | 3 | 6 | 8 | 8 | 3 | 1 | 7 | 9 | 6 | 6 | 8 | 5 | 77 | 3.72% |
| Leasing/Property Management - Misappropriation | 2 | 1 | 3 | 1 | 0 | 4 | 1 | 0 | 8 | 5 | 0 | 0 | 2 | 27 | 1.30% |
| Leasing/Property Management - Other <i>Includes negligence, referral, etc.</i> | 8 | 16 | 12 | 19 | 6 | 11 | 8 | 11 | 19 | 11 | 19 | 19 | 13 | 172 | 8.31% |
| License Holder Acting as Principal | 2 | 6 | 5 | 8 | 5 | 2 | 3 | 7 | 9 | 3 | 1 | 0 | 2 | 53 | 2.56% |
| Licensure Issues <i>Criminal background check, denials, probationary license, etc.</i> | 24 | 28 | 31 | 27 | 15 | 23 | 20 | 21 | 16 | 23 | 28 | 27 | 27 | 310 | 14.98% |
| Sales Misappropriation <i>Other than Leasing/Property Management - Misappropriation</i> | 0 | 1 | 2 | 1 | 2 | 1 | 2 | 2 | 3 | 1 | 0 | 1 | 1 | 17 | 0.82% |
| Sales Other <i>Includes negligence, rebate, referral, earnest money, etc. (other than Leasing/Property Management - Other)</i> | 39 | 24 | 56 | 44 | 43 | 33 | 34 | 38 | 44 | 35 | 38 | 37 | 33 | 498 | 24.06% |
| Unlicensed Activity | 5 | 6 | 8 | 4 | 10 | 5 | 3 | 11 | 9 | 8 | 7 | 8 | 4 | 88 | 4.25% |
| Total | 129 | 118 | 174 | 160 | 150 | 133 | 125 | 184 | 218 | 164 | 178 | 178 | 159 | 2070 | |

Information & Technology Division
Electronic Information Outlet Statistics

June 2022

| Website | Current Month | FYTD Total | Prior FYTD Total |
|------------------------|----------------------|-------------------|-------------------------|
| Total Pages Viewed | 1,975,986 | 19,409,677 | 20,861,940 |
| Total Monthly Sessions | 548,393 | 5,506,094 | 6,030,131 |

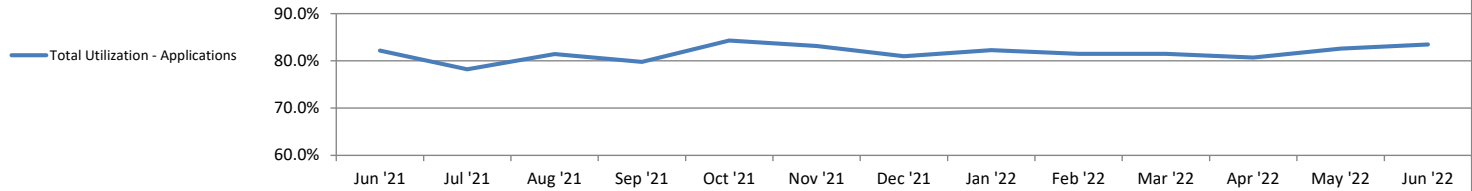
| Online Transactions | Total | Online | Online Percent | FYTD Online Percent | Prior FYTD Percent |
|----------------------------------|--------------|---------------|-----------------------|----------------------------|---------------------------|
| Applications | 2330 | 1945 | 83.5% | 82.0% | 82.2% |
| Broker Application | 111 | 92 | 82.9% | 78.9% | 78.3% |
| Sales Agent Application | 2205 | 1842 | 83.5% | 82.1% | 82.4% |
| Corporate Broker Application | 14 | 11 | 78.6% | 87.8% | 82.9% |
| Renewals | 8042 | 7916 | 98.4% | 98.1% | 98.2% |
| Broker Renewals | 1378 | 1346 | 97.7% | 97.2% | 97.6% |
| Sales Agent Renewal | 6344 | 6261 | 98.7% | 98.4% | 98.5% |
| Corporate Broker Renewals | 121 | 116 | 95.9% | 95.4% | 96.3% |
| Professional Inspector Renewals | 172 | 167 | 97.1% | 96.2% | 96.3% |
| Real Estate Inspector Renewals | 1 | 1 | 100.0% | 94.7% | 96.1% |
| Apprentice Inspector Renewals | 1 | 1 | 100.0% | 100.0% | 100.0% |
| Easement ROW Business Renewals | 0 | 0 | N/A | 81.3% | 93.3% |
| Easement ROW Individual Renewals | 25 | 24 | 96.0% | 96.3% | 96.1% |

Information & Technology Division
Electronic Information Outlet Statistics

June 2022

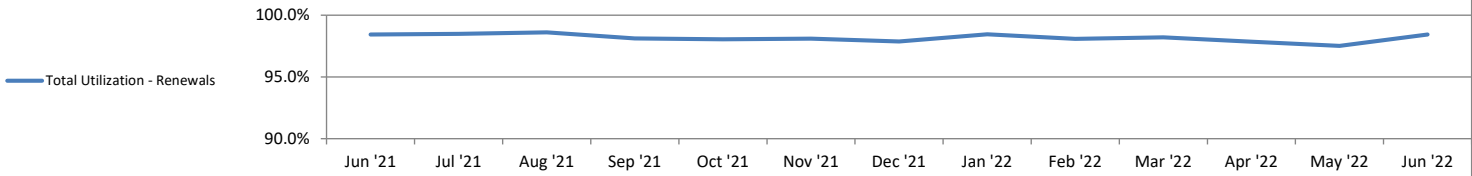
| Applications | Jun '21 | Jul '21 | Aug '21 | Sep '21 | Oct '21 | Nov '21 | Dec '21 | Jan '22 | Feb '22 | Mar '22 | Apr '22 | May '22 | Jun '22 |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Broker Application | 72.1% | 76.1% | 87.2% | 77.3% | 82.9% | 85.6% | 78.0% | 78.2% | 78.7% | 75.9% | 75.6% | 76.9% | 82.9% |
| Sales Agent Application | 83.9% | 78.3% | 81.8% | 79.9% | 84.3% | 82.9% | 81.2% | 82.4% | 81.5% | 81.8% | 81.0% | 82.9% | 83.5% |
| Broker Organization Applications | 65.9% | 79.2% | 60.0% | 86.7% | 94.1% | 88.2% | 81.0% | 100.0% | 100.0% | 92.3% | 62.5% | 87.5% | 78.6% |
| Total Utilization - Applications | 82.2% | 78.2% | 81.5% | 79.8% | 84.3% | 83.1% | 81.0% | 82.2% | 81.5% | 81.5% | 80.7% | 82.6% | 83.5% |

Utilization Online Application Services



| Renewals | Jun '21 | Jul '21 | Aug '21 | Sep '21 | Oct '21 | Nov '21 | Dec '21 | Jan '22 | Feb '22 | Mar '22 | Apr '22 | May '22 | Jun '22 |
|-------------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Broker Renewals | 97.6% | 97.6% | 97.9% | 96.9% | 96.5% | 97.5% | 97.2% | 98.4% | 96.7% | 97.4% | 97.0% | 96.5% | 97.7% |
| Sales Agent Renewal | 99.2% | 98.9% | 99.1% | 98.5% | 98.5% | 98.4% | 98.4% | 98.7% | 98.5% | 98.5% | 98.2% | 98.0% | 98.7% |
| Broker Organization Renewal | 95.3% | 97.3% | 95.6% | 94.6% | 98.5% | 93.7% | 94.8% | 94.0% | 96.8% | 97.1% | 95.9% | 92.3% | 95.9% |
| Professional Inspector Renewals | 93.4% | 97.9% | 93.6% | 99.1% | 97.3% | 95.7% | 91.3% | 95.7% | 98.0% | 98.2% | 95.5% | 94.7% | 97.1% |
| Real Estate Inspector Renewals | 100.0% | 100.0% | 80.0% | 100.0% | 100.0% | 100.0% | 80.0% | 100.0% | N/A | 83.3% | 100.0% | 100.0% | 100.0% |
| Apprentice Inspector Renewals | 100.0% | 50.0% | 100.0% | 100.0% | N/A | N/A | 100.0% | 100.0% | 100.0% | N/A | 100.0% | 100.0% | 100.0% |
| Easement ROW Business Renewals | N/A | N/A | 50.0% | 50.0% | 100.0% | 50.0% | N/A | 100.0% | 100.0% | 80.0% | 100.0% | N/A | N/A |
| Easement ROW Individual Renewals | 91.1% | 93.2% | 96.3% | 100.0% | 94.0% | 100.0% | 93.5% | 96.2% | 93.3% | 95.8% | 98.1% | 95.9% | 96.0% |
| Total Utilization - Renewals | 98.4% | 98.5% | 98.6% | 98.1% | 98.0% | 98.1% | 97.9% | 98.5% | 98.1% | 98.2% | 97.8% | 97.5% | 98.4% |

Utilization Online Renewal Services





FY 2022 Quarterly Budget Analysis

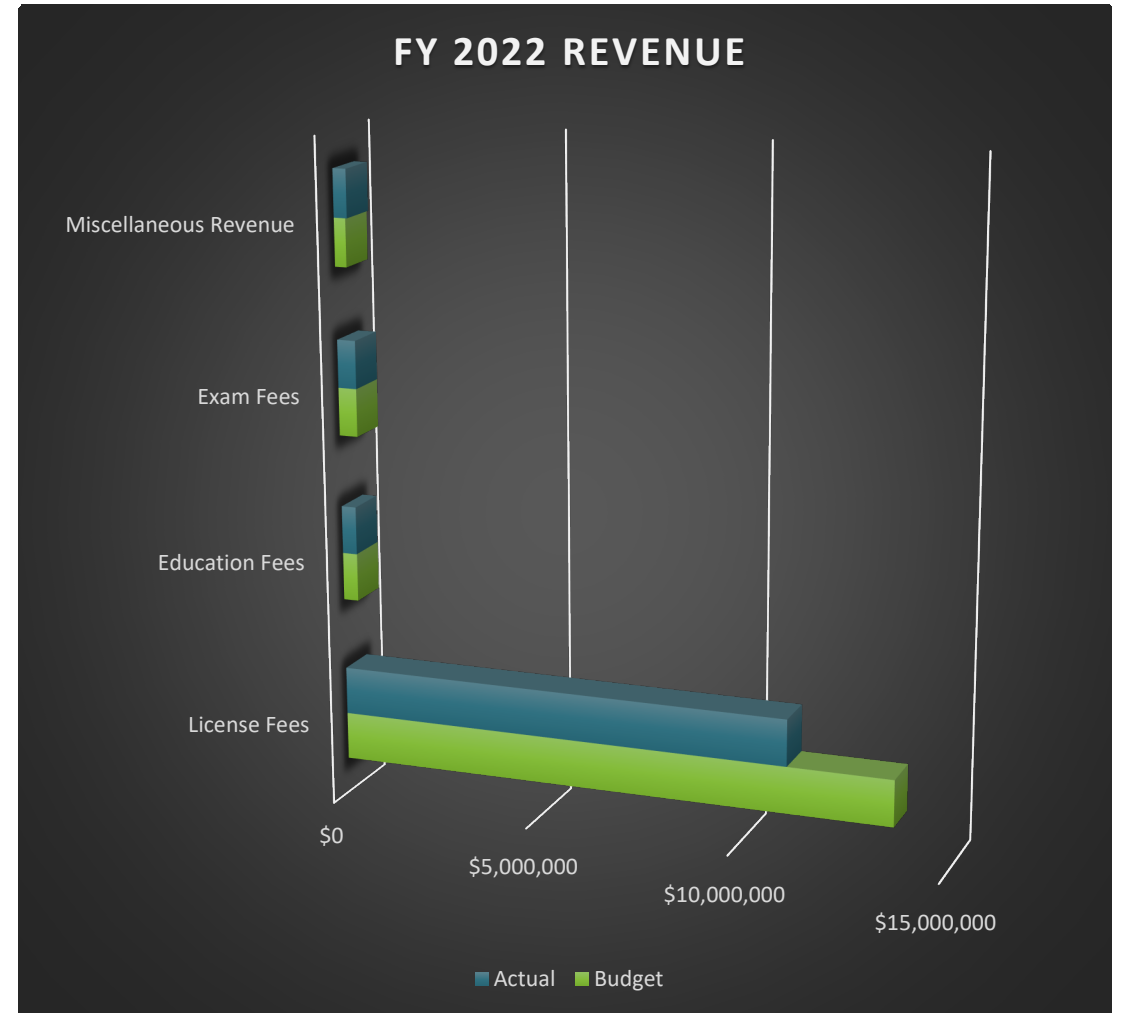


| Budget Item | Q3 FY22 (Mar-May) | | FY22 Year-to-Date | | |
|-----------------------|--------------------|--------------------|---------------------|---------------------|-------------|
| | Budget | Actual | Budget | Actual | % Collected |
| License Fees | \$3,424,218 | \$3,625,519 | \$13,696,875 | \$11,130,259 | 81% |
| Education Fees | \$92,037 | 105,772 | 368,150 | 363,368 | 99% |
| Exam Fees | \$114,729 | \$195,411 | \$458,910 | \$461,480 | 101% |
| Miscellaneous Revenue | \$73,554 | \$78,903 | \$294,217 | \$334,256 | 114% |
| Total Revenue | \$3,704,538 | \$4,005,605 | \$14,818,152 | \$12,289,363 | 83% |

**Data is as of 30 June 2022.*

**83% of projected revenue has been collected, we are on target based on our projections.*

FY 2022 REVENUE

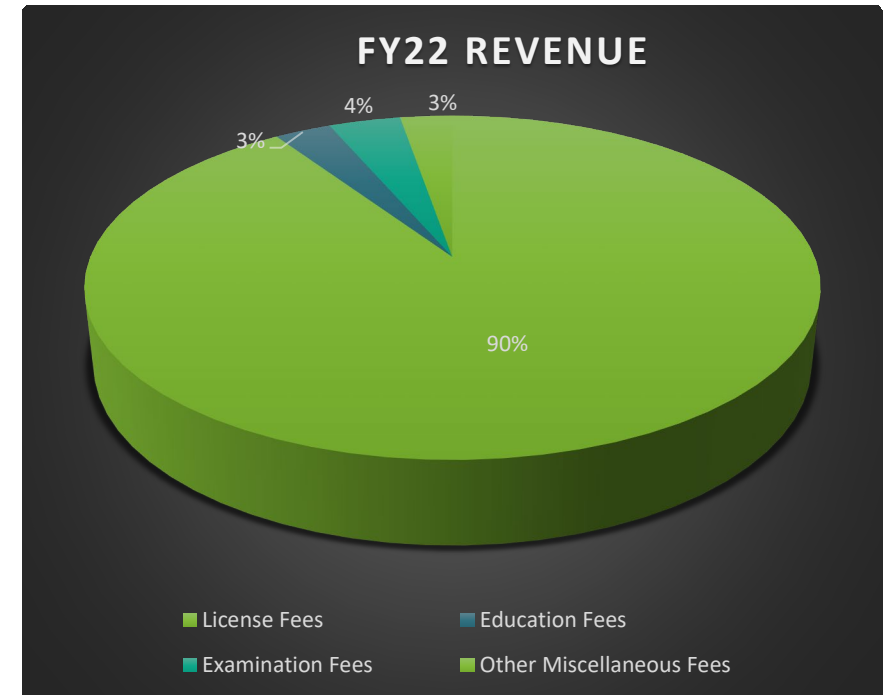




FY 2022 Budget Status Report-Revenue



| Budget Status Report June 2022 | Budget | Actual Revenue Collected (cumulative) | Remaining Revenue to be Collected | % of Revenue Remaining to be Collected | Comments |
|-----------------------------------|-------------------|---|---|--|---|
| License Fees | 13,696,875 | 11,130,259 | 2,566,616 | 18.7% | 30,524 total applications and 80,976 total renewals |
| Education Fees | 368,150 | 363,368 | 4,782 | 1.3% | Education Courses/Providers |
| Examination Fees | 458,910 | 461,480 | -2,570 | -0.6% | 46,148 test administered |
| Other Miscellaneous Fees | 294,217 | 334,256 | -40,039 | -13.6% | YTD Interest earned and public info fees |
| Total Revenue Collected | 14,818,152 | 12,289,363 | 2,528,789 | 17.1% | |





FY 2022 Quarterly Budget Analysis

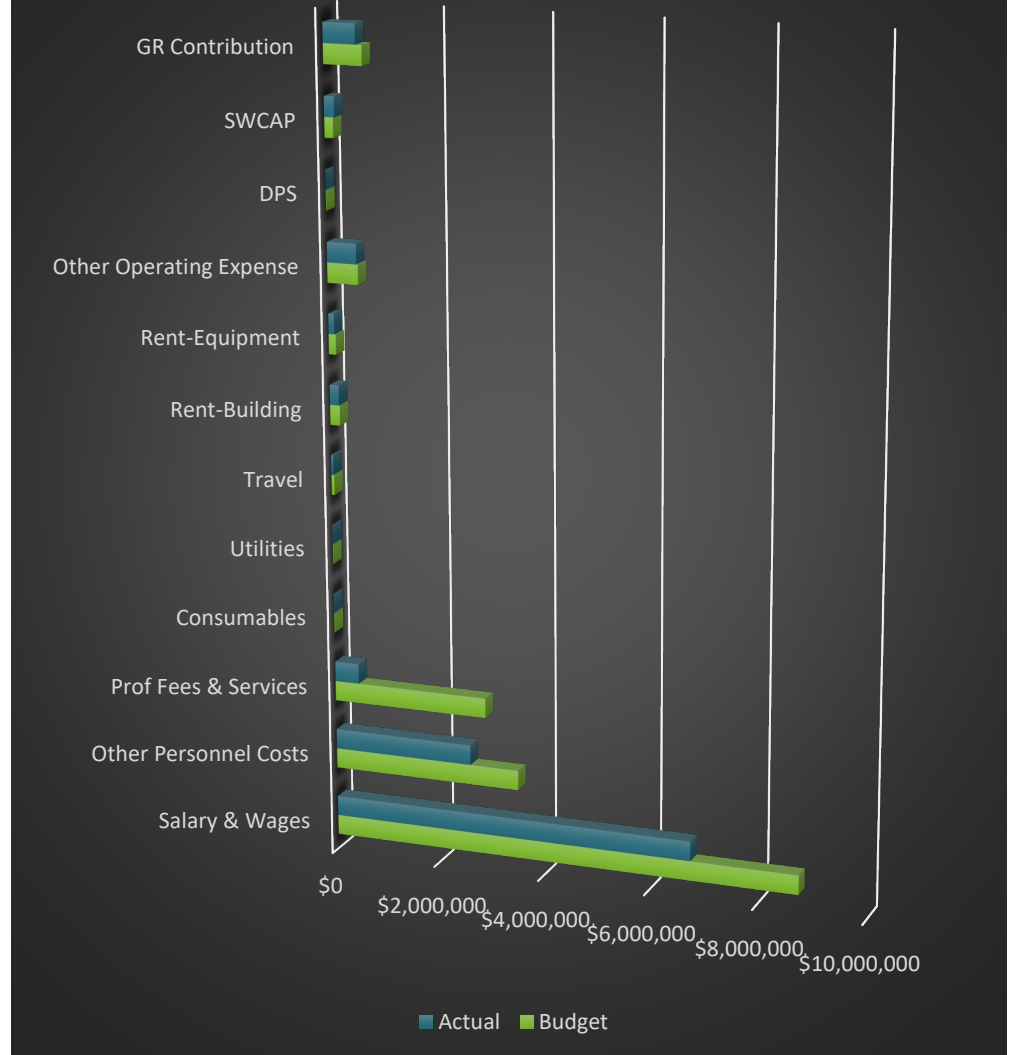


| Budget Item | Q3 FY22 (Mar-May) | | FY 22 Year-to-Date | | |
|---------------------------|--------------------|--------------------|---------------------|---------------------|------------|
| | Budget | Actual | Budget | Actual | % Expended |
| Salary & Wages | \$2,189,935 | \$2,052,483 | \$8,759,738 | \$6,764,189 | 77% |
| Other Personnel Costs | \$880,960 | 814,427 | 3,523,840 | 2,608,659 | 74% |
| Prof Fees & Services | \$792,910 | \$188,654 | \$2,907,336 | \$457,466 | 16% |
| Consumables | \$2,500 | \$1,808 | \$10,000 | \$6,051 | 61% |
| Utilities | \$1,987 | \$1,519 | \$7,974 | \$6,434 | 81% |
| Travel | \$13,875 | \$16,112 | \$55,500 | \$40,874 | 74% |
| Rent-Building | \$680 | \$40 | \$188,991 | \$175,455 | 93% |
| Rent-Equipment | \$34,450 | \$44,883 | \$137,798 | \$109,209 | 79% |
| Other Operating Expense | \$145,836 | \$126,674 | \$583,345 | \$554,459 | 95% |
| DPS | \$2,185 | \$0 | \$8,740 | \$0 | 0% |
| SWCAP | \$82,385 | \$127,554 | \$164,769 | \$191,331 | 116% |
| GR Contribution | \$181,875 | \$181,875 | \$727,500 | \$606,250 | 83% |
| Total Expenditures | \$4,329,578 | \$3,556,029 | \$17,075,531 | \$11,520,377 | 67% |

**Data is as of 30 June 2022.*

**67% of budgeted expenditures have been expended, we are below our target of 83.3%*

FY 2022 EXPENSES

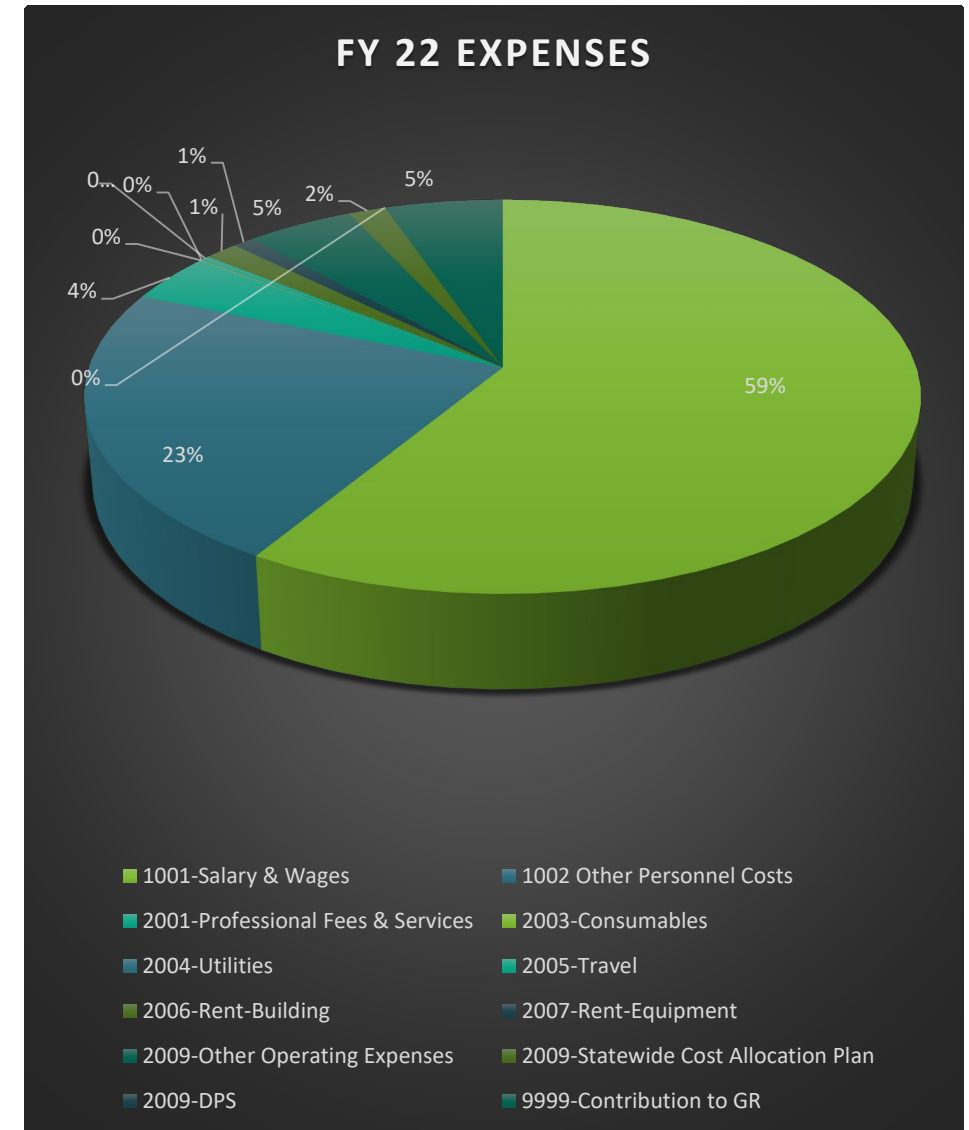




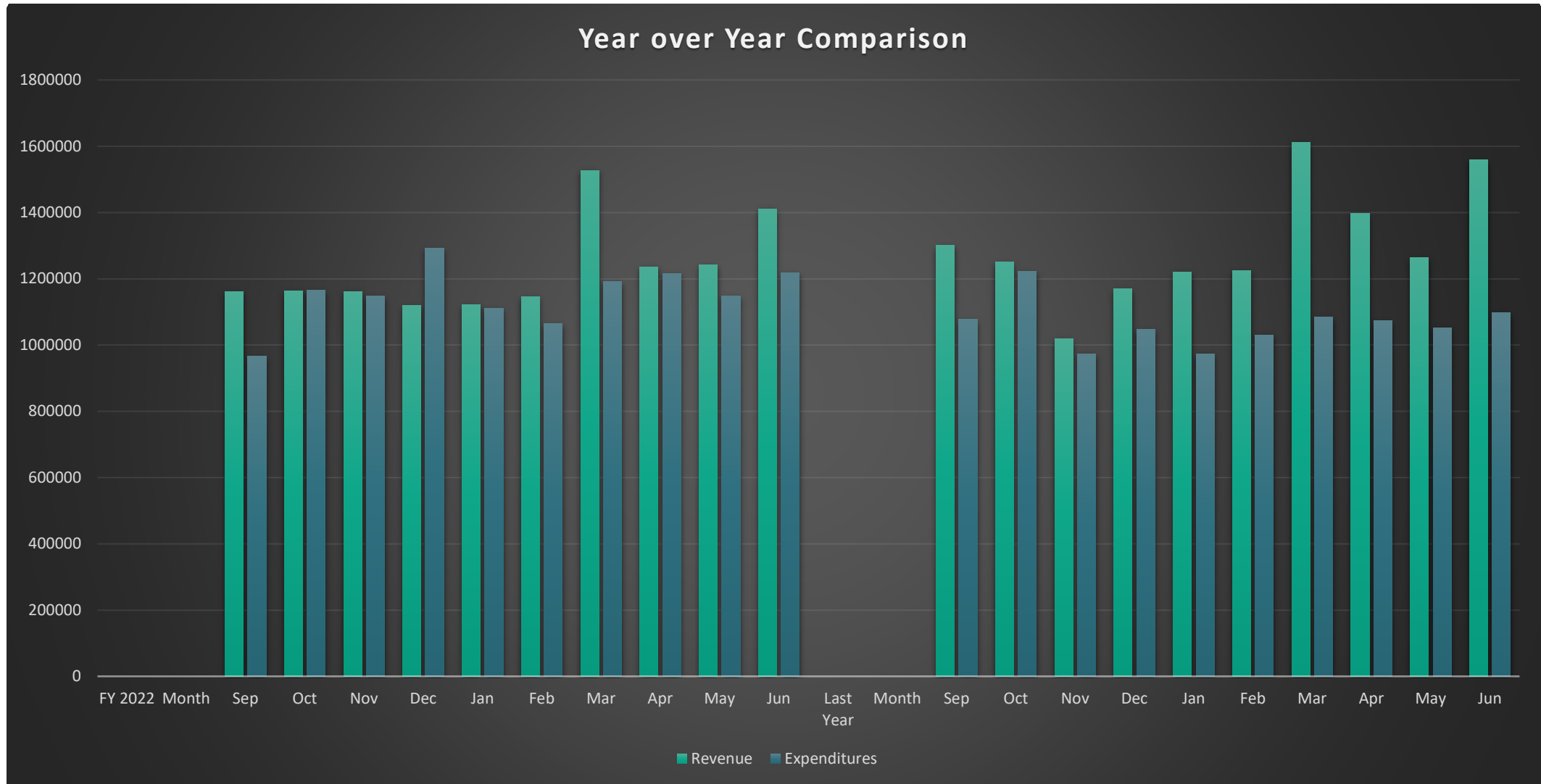
FY 2022 Budget Status Report-Expenses



| Budget Status Report June 2022 | Budget | Actual Expenses (cumulative) | Amount Budget Remaining | % Budget Remaining | Comments |
|-------------------------------------|-------------------|---------------------------------|----------------------------|-----------------------|---|
| 1001-Salary & Wages | 8,759,738 | 6,764,189 | 1,995,549 | 23% | Salary, merit raises |
| 1002 Other Personnel Costs | 3,523,840 | 2,608,659 | 915,181 | 26% | Longevity, Commissioner Per Diem, Unemployment |
| 2001-Professional Fees & Services | 2,907,336 | 457,466 | 2,449,870 | 84% | Licensing Database Project Expenditures are significantly less than projected |
| 2003-Consumables | 10,000 | 6,051 | 3,949 | 39% | |
| 2004-Utilities | 7,947 | 6,434 | 1,513 | 19% | |
| 2005-Travel | 55,500 | 40,874 | 14,626 | 26% | ARELLO and Qtrly Commission Meeting |
| 2006-Rent-Building | 188,991 | 175,455 | 13,536 | 7% | SFA Building Lease |
| 2007-Rent-Equipment | 137,798 | 109,209 | 28,589 | 21% | PC Refresh related expenses, and Canon Copiers |
| 2009-Other Operating Expenses | 583,345 | 554,459 | 28,886 | 5% | VERSA annual maintenance contract, Gov Delivery subscription, DIR, SORM |
| 2009-Statewide Cost Allocation Plan | 164,769 | 191,331 | -26,562 | -16% | Varies from year to year based on data from Comptroller, we will receive data in Jan. |
| 2009-DPS | 8,740 | - | 8,740 | 100% | DPS recently submitted invoices and they were processed in July. |
| 9999-Contribution to GR | 727,500 | 606,250 | 121,250 | 17% | We contribute 60,625 monthly |
| TOTAL EXPENDITURES | 17,075,504 | 11,520,377 | 5,555,127 | 33% | We've expended 67% of our budget, with 33% of the budget remaining for expenditures |



FY 2022 Monthly Operating Activity





Investments Holding Report

Financial Services Division

Texas Real Estate Commission Operating Account No. 3055 Investments Holdings Report

June 2022

| Purchase Date | Par Value | Purchase Price | Beginning Market Value | Additions Changes | Ending Market Value | Accrued Interest | Description | Maturity Date |
|---------------|-------------------------|-------------------------|-------------------------|------------------------|-------------------------|---------------------|----------------------|---------------|
| 03/15/2022 | 3,755,000.00 | 3,724,445.99 | 3,714,663.08 | (16,134.75) | 3,698,528.33 | 5,510.05 | U.S. T-Notes, .500% | 03/15/2023 |
| 06/17/2021 | 4,671,000.00 | 4,748,910.82 | 4,673,736.93 | (4,673,736.93) | | | U.S. T-Notes, 1.75% | 06/15/2022 |
| 06/15/2022 | 4,620,000.00 | 4,494,064.37 | | 4,505,402.33 | 4,505,402.33 | 504.92 | U.S. T-Notes, .250% | 06/15/2023 |
| 09/16/2021 | 2,460,000.00 | 2,494,978.13 | 2,462,210.16 | (2,017.96) | 2,460,192.20 | 10,829.35 | U.S. T-Notes, 1.5% | 09/15/2022 |
| 12/15/2021 | 5,428,000.00 | 5,499,454.53 | 5,431,816.59 | (20,142.98) | 5,411,673.61 | 3,855.96 | U.S. T-Notes, 1.625% | 12/15/2022 |
| Totals | \$ 20,934,000.00 | \$ 20,961,853.84 | \$ 16,282,426.76 | \$ (206,630.29) | \$ 16,075,796.47 | \$ 20,700.28 | | |

Monthly Activity

| Beginning Balance | Current Month | Cumulative Totals |
|-------------------|---------------|-------------------|
|-------------------|---------------|-------------------|

Beginning Cash Available Balance \$ 5,559,858.31

Current Month Receipts \$ 6,095,555.24

Current Month Disbursements \$ (5,641,562.08)

| | |
|---|------------------|
| Total Cash | \$ 6,013,851.47 |
| Investment Ending Market Value | 16,075,796.47 |
| Total Account Balance | 22,089,647.94 |
| Operating Reserves | (8,174,002.00) |
| Ending Balance Available for Operations | \$ 13,915,645.94 |

Investment Compliance: These investments have been made in compliance with the Commission's Investment Policy.

Ranada O. Williams

Ranada Williams, Investment Officer

Melissa Huerta

Melissa Huerta, Alternate Investment Officer



Investments Holding Report

Financial Services Division
Real Estate Recovery Trust Account No. 3058 Investments
Current Securities
June 2022

| Purchase Date | Par Value | Purchase Price | Beginning Market Value | Additions Changes | Ending Market Value | Accrued Interest | Description | Maturity Date |
|---------------|------------------------|------------------------|------------------------|----------------------|------------------------|--------------------|--------------------|---------------|
| 03/15/2022 | 806,000.00 | 799,536.12 | 797,341.79 | (3,463.27) | 793,878.52 | 1,182.72 | U.S. T-Notes 2.375 | 03/15/2023 |
| 06/15/2021 | 835,900.00 | 849,777.25 | 836,389.79 | (836,389.79) | | | U.S. T-Notes, 1.75 | 06/15/2022 |
| 06/15/2022 | 1,140,000.00 | 1,108,791.38 | | 1,111,722.65 | 1,111,722.65 | 124.59 | U.S. T-Notes, .250 | 06/15/2023 |
| 09/15/2021 | 985,800.00 | 999,739.83 | 986,685.68 | (808.66) | 985,877.02 | 4,339.66 | U.S. T-Notes 1.5 | 09/15/2022 |
| 12/15/2021 | 937,500.00 | 949,804.69 | 938,159.18 | (3,479.00) | 934,680.18 | 665.98 | U.S. T-Notes 1.625 | 12/15/2022 |
| Totals | \$ 4,705,200.00 | \$ 4,707,649.27 | \$ 3,558,576.44 | \$ 267,581.93 | \$ 3,826,158.37 | \$ 6,312.95 | | |

| | Beginning Balance | Current Month | Ending Balance |
|--|----------------------|------------------------|------------------------|
| Receipts: | | | |
| Licenses' Remittances to Recovery Fund | | \$ 35,544.00 | |
| Interest Realized | | 15,375.53 | |
| Repayments to Recovery Fund (Principal and Interest) | | 1,360.00 | |
| Administrative Penalties | | 14,150.00 | |
| Investments Matured | | 835,900.00 | |
| Prior Month Correction | | 0.00 | |
| Total Received | \$ 612,040.34 | \$ 902,329.53 | \$ 1,514,369.87 |
| Disbursements: | | | |
| Investments Purchased | | \$ 1,108,791.38 | |
| Accrued Interest Purchased | | 0.00 | |
| Disbursement to Treasury | | 0.00 | |
| Payments from Recovery Fund | | 0.00 | |
| Administrative Costs | | 99.03 | |
| Total Disbursed | | \$ 1,108,890.41 | (1,108,890.41) |
| Cash Balance | | | 405,479.46 |
| Investment Ending Market Value | | | 3,826,158.37 |
| Total Portfolio | | | 4,231,637.83 |
| Treasury Cash Balance | | | 0.00 |
| Reserved for Potential Payments Within 90 Days | | | (524,161.49) |
| Balance | | | \$ 3,707,476.34 |

Investment Position: The Fund is capable of meeting all known obligations.

Investment Compliance: The Investment Policy of the Commission has been followed.

Ranada O. Williams

Ranada Williams, Investment Officer

Melissa Huerta

Melissa Huerta, Alternate Investment Officer

Texas Occ Code, Sec 1101.803(e): On a determination by the commission at any time that the balance in the trust account is less than \$1 million, each license holder at the next license renewal must pay, in addition to the renewal fee, a fee that is equal to the lesser of \$10 or a pro rata share of the amount necessary to obtain a balance in the trust account of \$1.7 million.



Investments Holding Report

Financial Services Division
Real Estate Inspection Recovery Fund No. 0889 (3059)
June 2022

| Purchase Date | Par Value | Purchase Price | Beginning Market Value | Additions Changes | Ending Market Value | Accrued Interest | Description | Maturity Date |
|---------------|----------------------|----------------------|------------------------|----------------------|---------------------|------------------|---------------------|---------------|
| 12/15/2021 | 567,500.00 | 574,948.44 | 567,899.03 | (2,105.96) | 565,793.07 | 403.14 | U.S. T-Notes 1.625% | 12/15/2022 |
| Totals | <u>\$ 567,500.00</u> | <u>\$ 574,948.44</u> | <u>\$ 567,899.03</u> | <u>\$ (2,105.96)</u> | <u>\$565,793.07</u> | <u>\$403.14</u> | | |

| | Monthly Activity | | | Payment History | | |
|--|-------------------|---------------|----------------------|-----------------|--------------------|----------------|
| | Beginning Balance | Current Month | Cumulative Totals | Fiscal Year | Number of Payments | Total Payments |
| Beginning Balance | \$ 31,148.28 | \$ | \$ 31,148.28 | | | |
| Receipts: | | | | | | |
| Licensees' Remittances to Recovery Fund | | \$ 3,180.00 | | | | |
| Interest Realized (includes accruals) | | 32.17 | | | | |
| Treasury Note Semi-Annual Interest | | 4,610.94 | | | | |
| Repayments | | 0.00 | | | | |
| Administrative Penalties | | 0.00 | | | | |
| Investments Matured | | 0.00 | | | | |
| Total Received in Current Month | | | \$ 7,823.11 | | | |
| Disbursements: | | | | | | |
| Investments Purchased | | \$ 0.00 | | | | |
| Payments from Recovery Fund | | 0.00 | | | | |
| * Cash Transfer Trust to Treasury (GR) | | 0.00 | | | | |
| Administrative Costs | | 22.87 | | | | |
| Total Disbursed in Current Month | | | \$ (22.87) | | | |
| Total Cash | | | \$ 38,948.52 | | | |
| Reserved for Potential Payment within 90 Days | | | 0.00 | | | |
| Unobligated Fund Balance | | | \$ 38,948.52 | | | |
| Investment Ending Market Value | | | \$565,793.07 | | | |
| Balance | | | \$ 604,741.59 | | | |

| Fiscal Year | Number of Payments | Total Payments |
|--------------|--------------------|----------------------|
| 1991 - 2011 | 47 | \$ 336,084.95 |
| 2012 | 2 | 25,000.00 |
| 2013 | 1 | 12,500.00 |
| 2014 | 0 | 0.00 |
| 2015 | 0 | 0.00 |
| 2016 | 1 | 2,275.23 |
| 2017 | 2 | 25,000.00 |
| 2018 | 0 | 0.00 |
| 2019 | 0 | 0.00 |
| 2020 | 0 | 0.00 |
| 2020 | 0 | 0.00 |
| 2021 | 0 | 0.00 |
| 2022 | 0 | 0.00 |
| Total | 53 | \$ 400,860.18 |

Investment Position: The Fund is capable of meeting all known obligations.

Investment Compliance: The Investment Policy of the Commission has been followed.

* Per Occupation Code, Sec. 1102.353(d) If the balance in the fund on December 31 of a year is more than \$600,000, the commission shall transfer the amount in excess of \$600,000 to the credit of the general revenue fund.

Ranada O. Williams

Ranada Williams, Investment Officer

Melissa Huerta

Melissa Huerta, Alternate Investment Officer