



Staff Reports for February 2010

Texas Real Estate Commission

Monthly Staff Reports

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Reception and Communications Services

Customer Service Statistics

February 2010

		FY2010	FY2009
RCS Measures	Current Month	YTD Total	Prior YTD Total
Agency Incoming Calls (target - 400,000)	28,044	175,463	194,386

		FY2010	FY2009
Communications Incoming Calls	Monthly Total	YTD Total	Prior YTD Total
CO Lines	8,381	48,380	50,827
TREC 1-800	9,682	53,683	59,456
TALCB 1-877	286	1,691	1,047
Total	18,349	103,754	111,330

		FY2010	FY2009
Reception Walk Ins	Monthly Total	YTD Total	Prior YTD Total
Licensing	516	1,483	
Education	225	652	
Inspector	2	20	
Enforcement	19	55	
TALCB Licensing	8	40	
TALCB Enforcement	4	13	
Total	774	2,263	

		FY2010	FY2009
Communications E-Mail	Current Month	YTD Total	Prior YTD Total
E-mail Inquiries	714	3,617	4,871

Licensing Services Division

Fiscal Year Comparison

Fiscal Year 2010 - Year to Date

	This YTD 9/09 – 08/10		Last YTD 9/08 – 08/09		Change	
					Count	Percent
<i>Applications Received</i>						
Broker Original Applications Received	1302		1254		48	3.83%
Sales Original Applications Received	5255		4742		513	10.82%
<i>Total Original Applications</i>	6557		5996		561	9.36%
Broker Late Renewal Applications Received	693		758		-65	-8.58%
Sales Late Renewal Applications Received	6764		6872		-108	-1.57%
Total Late Renewal Applications Received	7457		7630		-173	-2.27%
<i>Licenses Issued from Applications</i>						
Broker Licenses from Original Applications	1253		1186		67	5.65%
Sales Licenses from Original Applications	4219		3920		299	7.63%
Total Licenses from Original Applications	5472		5106		366	7.17%
Broker Licenses from Late Renewal Applications	741		792		-51	-6.44%
Sales Licenses from Late Renewal Applications	3531		3735		-204	-5.46%
Total Licenses from Late Renewal Applications	4272		4527		-255	-5.63%
<i>Renewal Activity for Expirations</i>						
Broker Timely Renewals and Percentage	7,254	79.24%	6,473	76.87%	781	2.37%
Sales Timely (1 year) Renewals and Percentage	2,001	53.50%	5,147	51.25%	-3,146	2.25%
Sales Timely (2 year) Renewals and Percentage	16,459	67.05%	14,848	66.23%	1,611	0.82%
Total Timely Renewals from Broker and Sales	25,714	68.67%	26,468	64.74%	-754	3.93%

Licensing Services Division

Licensee and Registrant Status

February 2010

Real Estate Licensees

	Feb 09	Mar 09	Apr 09	May 09	Jun 09	Jul 09	Aug 09	Sep 09	Oct 09	Nov 09	Dec 09	Jan 10	Feb 10
Broker Licensees													
Individual (Active)	34,328	34,375	34,287	34,236	34,184	34,111	34,150	34,139	34,138	34,132	34,131	34,153	34,191
Corporation (Active)	4,085	4,069	4,063	4,061	4,073	4,031	4,024	4,018	4,025	4,030	3,996	4,022	4,017
LLC (Active)	2,533	2,549	2,594	2,625	2,639	2,684	2,708	2,729	2,762	2,791	2,787	2,866	2,911
Non-resident (Active)	502	503	498	495	494	492	493	495	492	490	488	484	487
Partnership (Active)	2	2	2	2	2	2	2	2	2	2	2	2	2
Total Active Status	41,450	41,498	41,444	41,419	41,392	41,320	41,377	41,383	41,419	41,445	41,404	41,527	41,608
<i>Inactive Status</i>	1,653	1,646	1,646	1,638	1,648	1,645	1,659	1,652	1,658	1,664	1,658	1,677	1,665
Total Brokers	43,103	43,144	43,090	43,057	43,040	42,965	43,036	43,035	43,077	43,109	43,062	43,204	43,273
Sales Licensees													
Active Status	75,711	75,797	75,637	75,329	74,323	74,244	74,462	74,656	75,000	74,806	74,020	73,587	73,586
Inactive Status	28,241	27,763	27,291	27,032	27,331	26,974	26,721	26,349	26,070	26,102	26,776	27,242	27,196
Total Sales	103,952	103,560	102,928	102,361	101,654	101,218	101,183	101,005	101,070	100,908	100,796	100,829	100,782
Total Active	117,161	117,295	117,081	116,748	115,715	115,564	115,839	116,039	116,419	116,251	115,424	115,114	115,194
Total Inactive	29,894	29,409	28,937	28,670	28,979	28,619	28,380	28,001	27,728	27,766	28,434	28,919	28,861
Total Brokers & Sales	147,055	146,704	146,018	145,418	144,694	144,183	144,219	144,040	144,147	144,017	143,858	144,033	144,055

Inspectors

	Feb 09	Mar 09	Apr 09	May 09	Jun 09	Jul 09	Aug 09	Sep 09	Oct 09	Nov 09	Dec 09	Jan 10	Feb 10
Inspector Licensees													
Professional Inspectors	3,533	3,462	3,374	3,361	3,323	3,314	3,311	3,311	3,312	3,309	3,329	3,324	3,320
Real Estate Inspectors	140	140	137	137	134	136	136	135	138	135	139	139	137
Apprentice Inspectors	90	85	87	88	88	86	86	86	84	84	81	77	82
Total Inspectors	3,763	3,687	3,598	3,586	3,545	3,536	3,533	3,532	3,534	3,528	3,549	3,540	3,539

Easement & Right-of-way Registrants

	Feb 09	Mar 09	Apr 09	May 09	Jun 09	Jul 09	Aug 09	Sep 09	Oct 09	Nov 09	Dec 09	Jan 10	Feb 10
ERW Registrants													
Businesses	40	39	36	37	39	39	39	38	38	37	36	37	39
Individuals	1,947	1,969	1,994	1,970	1,960	1,908	1,893	1,835	1,757	1,742	1,713	1,710	1,686
Total Registrants	1,987	2,008	2,030	2,007	1,999	1,947	1,932	1,873	1,795	1,779	1,749	1,747	1,725

Total Licensees and Registrants

	Feb 09	Mar 09	Apr 09	May 09	Jun 09	Jul 09	Aug 09	Sep 09	Oct 09	Nov 09	Dec 09	Jan 10	Feb 10
All Licensees & Registrants	152,805	152,399	151,646	151,011	150,238	149,666	149,684	149,445	149,476	149,324	149,156	149,320	149,319

Licensing Services Division

Examination Activity

February 2010

Monthly Results

	<u>Salesperson</u>	<u>Broker</u>	R. E. <u>Inspector</u>	Prof. <u>Inspector</u>
Examinations Passed	696	101	1	16
Examinations Failed	524	59	2	29
<i>Examinations Taken</i>	1,220	160	3	45
Applicants Examined	981	126	3	37
1st Time Passed	572	79	1	13
Examination Pass Rate	57.0%	63.1%	33.3%	35.6%
Applicant Pass Rate	70.9%	80.2%	33.3%	43.2%
1st Time Pass Rate	58.3%	62.7%	33.3%	35.1%

Year-to-Date Results

	<u>Salesperson</u>	<u>Broker</u>	R. E. <u>Inspector</u>	Prof. <u>Inspector</u>
Examinations Passed	4,399	783	5	105
Examinations Failed	3,450	366	7	183
<i>Examinations Taken</i>	7,849	1,149	12	288
Applicants Examined	5,201	844	11	190
1st Time Passed	3,207	591	4	67
Examination Pass Rate	56.0%	68.1%	41.7%	36.5%
Applicant Pass Rate	84.6%	92.8%	45.5%	55.3%
1st Time Pass Rate	61.7%	70.0%	36.4%	35.3%

Licensing Services Division

Instructor Distribution

February 2010

Approved Instructor Distribution

	Feb 09	Mar 09	Apr 09	May 09	June 09	July 09	Aug 09	Sep 09	Oct 09	Nov 09	Dec 09	Jan 10	Feb 10
MCE Electives Only	2,272	2,305	2,343	2,365	2,384	2,408	2,447	2,430	2,409	2,392	2,276	2,379	2,387
Core and MCE Electives	873	871	868	869	857	852	844	849	854	857	840	842	837
Core, MCE Electives and TREC MCE Legal	6	6	6	6	6	6	6	7	7	7	5	4	4
Core, MCE Electives and TREC MCE Ethics	3	3	3	3	3	3	3	3	3	3	3	3	3
Core, MCE Electives, TREC MCE Legal and Ethi	498	497	495	492	497	495	499	503	515	521	555	563	562
MCE Electives and TREC MCE Legal	1	1	1	1	1	1	1	1					
MCE Electives and TREC MCE Ethics	4	4	4	4	4	4	4	2	2	2	2	2	2
MCE Electives, TREC MCE Legal and Ethics	291	291	290	290	298	298	293	276	244	233	225	214	207
Total Approved Instructors	3,948	3,978	4,010	4,030	4,050	4,067	4,097	4,071	4,034	4,015	3,906	4,007	4,002

Enforcement Division Report

Case Status

FEBRUARY 2010

	February 2010	YTD
Open at Beginning of the Month	714	-----
Opened During the Month	220	1,399
Closed During the Month	(329)	1,824
Open at End of Month	605	-----

	Sep-09	Oct-09	Nov-09	Dec-09	Jan-10	Feb-10	Mar-10	Apr-10	May-10	Jun-10	Jul-10	Aug-10
Opened During Month:	285	254	238	220	182	220						
Administrative	55	43	44	52	45	45						
Public Complaints	98	87	84	57	67	102						
Application Investigations	54	50	40	47	21	23						
Moral Character Determinations	23	22	22	25	25	26						
Non-Jurisdictional Complaints	55	52	48	39	24	24						
Closed During Month:	324	401	276	269	225	329						
Administrative	29	35	25	15	15	40						
Public Complaints	118	157	132	154	144	127						
Application Investigations	102	111	51	40	33	76						
Moral Character Determinations	10	41	18	17	7	57						
Non-Jurisdictional Complaints	65	57	50	43	26	29						
Open at End of Month	991	844	806	757	714	605						

Technology Services Division

Electronic Information Outlet Statistics

January 2010

World Wide Web	Current Month	FYTD Total	Prior FYTD Total
Total Pages Viewed	2,259,915	10,226,238	12,023,766

TREC E-Mail Notification List	Current Total
Current Subscribers	196,922

Online Transactions	Total	Online	Online Percent	FYTD Online Percent	Prior FYTD Percent
Applications (Performance Measure: 70%)	1057	841	79.6%	81.4%	79.1%
Broker Application	126	107	84.9%	85.3%	89.1%
Broker Late Renewal Application	109	62	56.9%	51.6%	50.1%
Salesperson Application	791	665	84.1%	86.5%	85.5%
Corporate Application	31	7	22.6%	22.3%	22.2%
Renewals (Performance Measure 80%)	4556	4039	88.7%	88.8%	84.6%
Broker Renewals	1018	931	91.5%	89.2%	89.1%
Salesperson SAE Renewal	339	246	72.6%	72.1%	81.2%
Salesperson MCE Renewal	2793	2600	93.1%	93.6%	91.6%
Corporate Renewals	169	155	91.7%	91.8%	91.4%
Limited Liability Company Renewals	95	88	92.6%	92.6%	90.7%
Professional Inspector Renewals	31	6	19.4%	26.5%	25.1%
Real Estate Inspector Renewals	1	0	0.0%	27.3%	15.6%
Apprentice Inspector Renewals	0	0	0.0%	0.0%	44.4%
Easement ROW Business Renewals	5	0	0.0%	11.1%	18.2%
Easement ROW Individual Renewals	105	13	12.4%	17.2%	17.3%

**Staff & Support Services Division
Agency Financial Statement**

February 2010

THRU 6TH MONTH OF FISCAL YEAR 2010

STRATEGIES	FY 2010 APPROPRIATION*	6/12 ANNUAL APPROPRIATION	SIX MONTHS EXPENDITURES AND A/P**	\$ VARIANCE OVER(-) OR UNDER	% VARIANCE OVER(-) OR UNDER	ENCUMBRANCES***
Licensing	\$ 2,621,563.00	\$ 1,310,781.50	\$ 1,038,563.38	\$ 272,218.12	20.77%	\$ 240,647.68
Enforcement	1,786,229.98	893,114.99	839,385.53	53,729.46	6.02%	64,881.92
Communication/Information	832,729.14	416,364.57	413,435.66	2,928.91	0.70%	16,212.87
Indirect Administration	1,780,743.13	890,371.57	734,250.33	156,121.24	17.53%	395,234.59
TOTAL	\$ <u>7,021,265.25</u>	\$ <u>3,510,632.63</u>	\$ <u>3,025,634.90</u>	\$ <u>484,997.73</u>	13.82%	\$ <u>716,977.06</u>

* Total appropriations have been increased by \$25,673 for benefit replacement pay.

In the Licensing strategy, FBI criminal history background check fees in the amount of \$290,655.75 have been collected and remitted to DPS. Also in the Licensing strategy, subscription fees in the amount of \$135,535 have been collected and remitted to the Texas Online vendor.

** Some expenditures are paid at the beginning of the fiscal year, such as computer and software maintenance, worker's compensation premium, etc.

*** Legislative provision requires the encumbrance of all contractual obligations through the end of the fiscal year. This includes items such as office rent, office equipment leases, or other contractual obligations. Encumbrances are not included in the "Six Months Expenditures and A/P" column.

Staff & Support Services Division
Real Estate Recovery Trust Account No. 971 Investments
Current Securities
February 2010

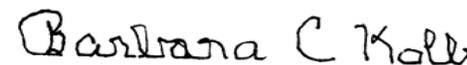
Purchase Date	Par Value	Purchase Price	Beginning Market Value	Additions Changes	Ending Market Value	Accrued Interest	Description	Maturity Date
02/24/2006	200,000.00	0.00	200,250.00	(200,250.00)	0.00	0.00	U.S. T-Notes, 3.50%	02/15/2010
12/21/2004	200,000.00	221,250.00	206,000.00	(875.00)	205,125.00	479.17	U.S. T-Notes, 5.75%	08/15/2010
11/29/2005	100,000.00	99,750.00	102,812.50	(281.25)	102,531.25	1,593.75	U.S. T-Notes, 4.25%	10/15/2010
05/28/2009	200,000.00	201,470.30	201,062.50	(125.00)	200,937.50	291.67	U.S. T-Notes, 0.875%	12/31/2010
02/24/2006	100,000.00	102,000.00	104,843.75	(375.00)	104,468.75	208.33	U.S. T-Notes, 5.00%	02/15/2011
05/24/2005	300,000.00	318,421.88	320,625.00	(750.00)	319,875.00	625.00	U.S. T-Notes, 5.00%	08/15/2011
02/28/2007	100,000.00	99,750.00	106,875.00	(156.25)	106,718.75	1,125.00	U.S. T-Notes, 4.50%	11/30/2011
08/29/2007	200,000.00	205,370.92	216,250.00	(312.50)	215,937.50	406.25	U.S. T-Notes, 4.875%	02/15/2012
02/20/2009	200,000.00	222,000.00	217,250.00	(187.50)	217,062.50	2,375.00	U.S. T-Notes, 4.750%	05/31/2012
12/06/2007	100,000.00	104,750.00	108,250.00	(31.25)	108,218.75	182.29	U.S. T-Notes, 4.375%	08/15/2012
05/27/2008	100,000.00	101,062.50	105,843.75	125.00	105,968.75	843.75	U.S. T-Notes, 3.375%	11/30/2012
02/20/2009	200,000.00	219,250.00	215,000.00	125.00	215,125.00	322.92	U.S. T-Notes, 3.875%	02/15/2013
Totals	\$ 2,000,000.00	\$ 1,895,075.60	\$ 2,105,062.50	\$ (203,093.75)	\$ 1,901,968.75	\$ 8,453.13		

	Current Month	Cumulative Totals	
Receipts:			
License's Remittances to Recovery Fund	\$ 15,420.00	\$ 6,117,080.08	
Interest Realized	36,611.22	5,985,755.37	
Repayments to Recovery Fund (Principal and Interest)	1,867.61	1,091,058.11	
Administrative Penalties	4,583.33	700,086.64	
Total Received	\$ 58,482.16	\$ 13,893,980.20	
Disbursements:			
Investments Purchased (Offset by Matured Security)	\$ (193,576.28)	1,895,075.60	
Accrued Interest Purchased	0.00	0.00	
Payments from Recovery Fund	31,786.14	11,205,465.00	
Rider Disbursements	57.80	13,702.19	
Total Disbursed	\$ (161,732.34)	\$ 13,114,242.79	
Totals	\$ 220,214.50	\$ 779,737.41	
	(Current Month)		
Reserved for Investment		0.00	
Reserved for Potential Payments Within 90 Days		(390,672.00)	
Balance		\$ 389,065.41	

Investment Position: The Fund is capable of meeting all known obligations.
Investment Compliance: The Investment Policy of the Commission has been followed.



Karen Alexander, Investment Officer



Barbara Kolb, Alternate Investment Officer

Staff & Support Services Division

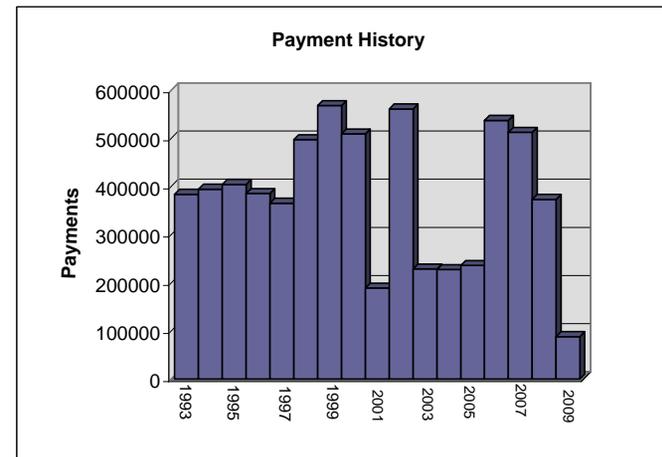
Real Estate Recovery Trust Account No. 971 Investments Payments and Repayments

February 2010

Month-Year	Payment Total	Repayment Total	Admin Penalties Total	Rider Disbursements	Payments FY2010-To-Date	Number of Payments
February 2009	30,152.28	775.00	3,650.00	1,786.40		
March 2009	25,516.81	765.00	5,416.67	0.00		
April 2009	15,784.52	765.00	12,000.00	0.00		
May 2009	0.00	190.00	3,808.33	86.40		
June 2009	12,065.74	766.37	7,808.33	18.70		
July 2009	0.00	18,420.82	8,016.66	20.00		
August 2009	0.00	999.82	5,550.00	0.00		
September 2009	50,000.00	3,387.69	10,846.66	0.00	50,000.00	1
October 2009	141,603.36	792.56	4,250.00	0.00	141,603.36	3
November 2009	0.00	897.20	200.00	38.00	0.00	0
December 2009	117,623.29	2,119.20	2,908.33	99.89	117,623.29	3
January 2010	50,000.00	1,582.18	1,582.18	0.00	50,000.00	1
February 2010	31,786.14	1,867.61	4,583.33	57.80	31,786.14	2
	474,532.14	33,328.45	70,620.49	2,107.19	391,012.79	10

Payment History		
Fiscal Year	# of Payments	Total Payments
thru 1992	345	4,350,190.77
1993	33	384,067.85
1994	31	394,466.36
1995	29	404,449.31
1996	26	385,724.99
1997	20	365,445.94
1998	27	497,406.17
1999	21	568,326.88
2000	18	509,279.95
2001	11	189,405.09
2002	19	561,110.81
2003	11	228,924.68
2004	8	227,794.75
2005	8	236,012.61
2006	22	537,356.93
2007	14	512,774.82
2008	12	373,414.95
2009	5	88,299.35
Total	660	\$10,814,452.21

Potential Payments*
Next 3 Months **390,672.00**



*Potential Payments: Payments could be made in the time periods indicated. Several time/work variables can affect the actual payment dates.

Staff & Support Services Division
Real Estate Inspection Recovery Fund No. 0988

February 2010

	Monthly Activity			Payment History		
	Beginning Balance	Current Month	Cumulative Totals	Fiscal Year	Number of Payments	Total Payments
Beginning Balance	\$ 604,188.72	\$	\$ 604,188.72	thru 1992	2	\$ 4,309.26
Receipts:				1993	2	15,000.00
Licensees' Remittances to Recovery Fund		\$ 1,300.00		1994	5	31,473.40
Interest Realized		649.22		1995	4	25,668.83
Repayments		444.21		1996	2	7,500.00
Administrative Penalties		0.00		1997	1	7,500.00
Total Received in Current Month			\$ 2,393.43	1998	4	30,000.00
Disbursements:				1999	1	7,500.00
Payments from Recovery Fund	\$ 0.00			2000	6	45,000.00
Cash Transfer to General Revenue	0.00			2001	0	0.00
Rider Disbursements	0.00			2002	2	15,000.00
Total Disbursed in Current Month			\$ 0.00	2003	1	7,500.00
Total			\$ 606,582.15	2004	4	32,523.96
Reserved for Potential Payment within 90 Days			(14,266.00)	2005	5	28,567.39
Available Fund Balance			<u>592,316.15</u>	2006	5	49,837.11
				2007	1	12,500.00
				2008	0	0.00
				2009	1	12,500.00
				2010 YTD	1	5,000.00
				Total		\$ 337,379.95

Investment Position: The Fund is capable of meeting all known obligations.
Investment Compliance: The Investment Policy of the Commission has been followed.

Karen Alexander

Karen Alexander, Investment Officer

Barbara C Kolb

Barbara Kolb, Alternate Investment Officer