



Staff Reports for February 2011

Texas Real Estate Commission

Monthly Staff Reports

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Reception and Communications Services

Customer Service Statistics

February, 2011

		FY2011		FY2010
RCS Measures	Current Month	YTD Total		Prior YTD Total
Agency Incoming Calls (target - 400,000)	19,645	127,544		175,463

		FY2011		FY2010
Communications Incoming Calls	Monthly Total	YTD Total		Prior YTD Total
CO Lines	10,323	78,529		47,462
TREC 1-800	0	0		53,683
TALCB Local Line	572	3,165		918
TALCB 1-877	0	0		1,691
Total	10,895	81,694		103,754

		FY2011		FY2010
Reception Walk Ins	Monthly Total	YTD Total		Prior YTD Total
Licensing	725	4,587		1,483
Education	217	1,625		652
Inspector	13	122		20
Enforcement	12	89		55
TALCB Licensing	12	129		40
TALCB Enforcement	1	35		13
Total	980	6,587		2,263

		FY2011		FY2010
Communications E-Mail	Current Month	YTD Total		Prior YTD Total
E-mail Inquiries	6,509	37,261		4,871

C1 Report

Licensing Services Division

Fiscal Year Comparison

Fiscal Year 2011 - Year-to-Date

FEBRUARY

	This YTD 9/10 - 02/11	Last YTD 9/09 - 02/10	Change			
			Count	Percent		
Applications Received						
Broker Original Applications Received	1,398	1,302	96	7.37%		
Sales Original Applications Received	6,025	5,255	770	14.65%		
Total Original Applications	7,423	6,557	866	13.21%		
Broker Reinstatement Applications Received	103	693	-590	-85.14%		
Sales Reinstatement Applications Received	700	6,764	-6,064	-89.65%		
Total Reinstatement Applications Received	803	7,457	-6,654	-89.23%		
Licenses Issued from Applications						
Broker Licenses from Original Applications	707	1,253	-546	-43.58%		
Sales Licenses from Original Applications	4,410	4,219	191	4.53%		
Total Licenses from Original Applications	5,117	5,472	-355	-6.49%		
Broker Licenses from Reinstatement Applications	59	741	-682	-92.04%		
Sales Licenses from Reinstatement Applications	345	3,531	-3,186	-90.23%		
Total Licenses from Reinstatement Applications	404	4,272	-3,868	-90.54%		
Renewal Activity						
Broker Renewals and Percentage	11,228	85.85%	7,254	79.24%	3,974	54.78%
Salesperson Renewals and Percentage	29,721	72.74%	18,460	65.20%	11,261	61.00%
Total Renewals from Broker and Sales	40,949	76.55%	25,714	68.67%	15,235	59.25%

NOTE

Broker and sales reinstatement totals for this YTD are lower because they only include licenses expired > than 1 year. Licenses expired < than 1 year are now reflected in the totals for renewals.

Licensing Services Division

Licenses and Registrant Status

February 2011

Real Estate Licensees

	Feb 10	Mar 10	Apr 10	May 10	Jun 10	Jul 10	Aug 10	*Sep-Dec10	Jan 11	Feb 11
Broker Licensees										
Individual (Active)	34,191	34,249	34,283	34,261	34,247	34,229	34,248		33,639	33,774
Corporation (Active)	4,017	4,012	4,019	4,000	4,001	3,985	3,975		3,963	3,980
LLC (Active)	2,911	2,946	2,991	3,022	3,058	3,088	3,107		3,175	3,204
Non-resident (Active)	487	485	488	483	484	488	490		554	557
Partnership (Active)	2	2	2	2	2	2	2		1	1
Total Active Status	41,608	41,694	41,783	41,768	41,792	41,792	41,822		41,332	41,516
Inactive Status	1,665	1,648	1,617	1,623	1,614	1,614	1,613		1,587	1,585
Total Brokers	43,273	43,342	43,400	43,391	43,406	43,406	43,435		42,919	43,101
Sales Licensees										
Active Status	73,586	74,173	74,571	74,519	73,891	73,898	74,058		71,170	71,485
Inactive Status	27,196	26,954	26,684	26,567	27,184	27,113	26,905		25,741	25,844
Total Sales	100,782	101,127	101,255	101,086	101,075	101,011	100,963		96,911	97,329
Total Active	115,194	115,867	116,354	116,287	115,683	115,690	115,880		112,502	113,001
Total Inactive	28,861	28,602	28,301	28,190	28,798	28,727	28,518		27,328	27,429
Total Brokers & Sales	144,055	144,469	144,655	144,477	144,481	144,417	144,398		139,830	140,430

Inspectors

	Feb 10	Mar 10	Apr 10	May 10	Jun 10	Jul 10	Aug 10	*Sep10-Dec10	Jan 11	Feb 11
Inspector Licensees										
Professional Inspectors(active)	2,323	2,328	2,339	2,323	2,310	2,290	2,271		2,096	2,101
Professional Inspectors(inactive)	997	995	991	976	968	957	951		771	779
Real Estate Inspectors(active)	103	106	105	106	101	95	97		92	91
Real Estate Inspectors(inactive)	34	34	34	32	33	34	33		21	22
Apprentice Inspectors(active)	63	62	68	67	71	72	72		60	60
Apprentice Inspectors(inactive)	19	19	20	17	17	13	15		15	15
Total Inspectors	3,539	3,544	3,557	3,521	3,500	3,461	3,439		3,055	3,068

Easement & Right-of-way Registrants

	Feb 10	Mar 10	Apr 10	May 10	Jun 10	Jul 10	Aug 10	*Sep10-Dec10	Jan 11	Feb 11
ERW Registrants										
Businesses	39	41	41	41	42	42	42		37	37
Individuals	1,686	1,659	1,643	1,631	1,667	1,683	1,705		1,749	1,765
Total Registrants	1,725	1,700	1,684	1,672	1,709	1,725	1,747		1,786	1,802

Total Licensees and Registrants

	Feb 10	Mar 10	Apr 10	May 10	Jun 10	Jul 10	Aug 10	*Sep10-Dec10	Jan 11	Feb 11
All Licensees & Registrants	149,319	149,713	149,896	149,670	149,690	149,603	149,584		144,671	145,300

* Totals for this month are not available due to system conversion.

Education & Licensing Services Division - TREC: L3 Report

Examination Activity

February 2011

Monthly Results

	Salesperson	Broker	R.E. Inspector	Prof. Inspector
Examinations Passed	249	52	0	21
Examinations Failed	260	49	0	17
Examinations Taken	509	101	0	38
Applicants Examined	468	98	0	34
Passed on First Attempt	227	47	0	10
Examination Pass Rate	48.9 %	51.5 %	NaN	55.3 %
Applicant Pass Rate	53.2 %	53.1 %	NaN	61.8 %
First Attempt Pass Rate	48.5 %	48.0 %	NaN	29.4 %

Year-to-Date Results

	Salesperson	Broker	R.E. Inspector	Prof. Inspector
Examinations Passed	2195	306	7	93
Examinations Failed	2067	327	2	143
Examinations Taken	4262	633	9	236
Applicants Examined	3432	511	8	154
Passed on First Attempt	1907	268	5	54
Examination Pass Rate	51.5 %	48.3 %	77.8 %	39.4 %
Applicant Pass Rate	64.0 %	59.9 %	87.5 %	60.4 %
First Attempt Pass Rate	55.6 %	52.4 %	62.5 %	35.1 %

Licensing Services Division

Instructor Distribution

PROPRIETARY SCHOOL (CORE) AND MCE INSTRUCTORS

Approved Instructor Distribution

	Jan 11	Feb 11	Mar 11	Apr 11	May 11	June 11	July 11	Aug 11	Sep 11	Oct 11	Nov 11	Dec 11	Jan 12
MCE Electives Only	2,583	2,617											
Core and MCE Electives	1,327	1,332											
MCE Legal Update	365	365											
MCE Ethics	366	366											
Total Approved Instructors	4,641	4,680											

Standards and Enforcement Services Division

Case Status

February 2011

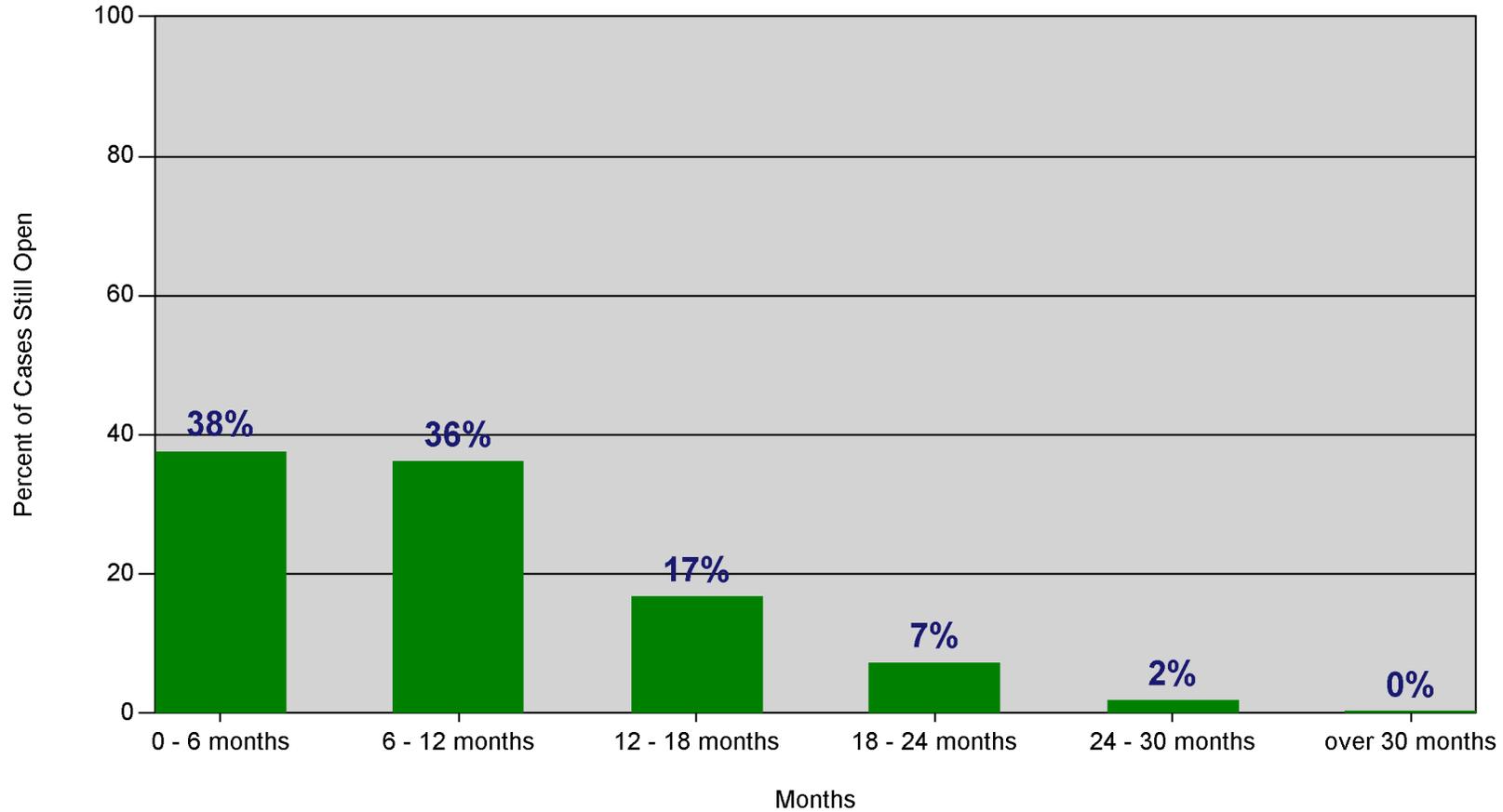
	Sep - 10	Oct - 10	Nov - 10	Dec - 10	Jan - 11	Feb - 11	Mar - 11	Apr - 11	May - 11	Jun - 11	Jul - 11	Aug - 11
Received During Month	194	121	155	151	142	126						
Broker/Sales	91	68	82	87	75	62						
Inspector	9	5	4	4	2	4						
Timeshare	2	2	0	1	4	2						
Unlicensed Activity	6	2	1	2	4	6						
Residential Service Company	8	2	8	10	1	5						
No Jurisdiction	37	20	21	23	21	19						
Application Investigation	21	6	3	7	25	8						
MCD Inquiry	17	15	35	14	6	20						
Other	3	1	0	3	4	0						
Closed During Month	178	173	167	135	199	142						
Complaint Withdrawn	2	9	5	5	1	3						
Cease & Desist Issued	1	0	0	2	6	0						
Disciplinary Action	49	33	26	22	33	26						
Failure to Go Forward	14	16	12	6	14	16						
Insufficient Evidence	27	13	32	23	48	17						
Matter Settled	6	9	8	21	20	8						
No Jurisdiction	21	28	25	23	27	23						
No Violation	3	6	9	11	17	15						
Application Investigation	17	41	23	8	17	15						
MCD Inquiries	9	5	12	7	10	14						
Other	29	13	15	7	6	5						
Open at Beginning of Month												961
Received During Month												126
Closed During Month												142
Open at End of Month												945
Received During Fiscal Year												889
Closed During Fiscal Year												994

Standards & Enforcement Services Division - TREC: E2 Report

Open Cases Aging Report

as of 3/11/2011

Open Case Age Report, percent of cases open



Information Technology Services Division Electronic Information Outlet Statistics

As of February 2011

World Wide Web	Current Month	FYTD Total	Prior FYTD Total
Total Pages Viewed	2,996,722	14,830,850	12,314,776

TREC E-Mail Notification List	Current Total
Current Subscribers	223,924

Online Transactions	Total	Online	Online Percent	FYTD Online Percent	Prior FYTD Percent
Applications (Performance Measure: 70%)	622	185	29.7%	17.2%	81.1%
Broker Application	116	18	15.5%	12.5%	84.6%
Salesperson Application	495	166	33.5%	18.3%	85.9%
Corporate Application	11	1	9.1%	10.0%	19.5%
LLC Application	33	6	18.2%	10.7%	NA
Renewals (Performance Measure 80%)	4494	3893	86.6%	68.4%	88.5%
Broker Renewals	1133	1006	88.8%	69.2%	88.8%
Salesperson Renewal	3011	2616	86.9%	69.4%	90.8%
Corporate Renewals	99	89	89.9%	70.2%	91.4%
Limited Liability Company Renewals	71	67	94.4%	72.9%	92.3%
Professional Inspector Renewals	113	67	59.3%	35.9%	26.2%
Real Estate Inspector Renewals	11	0	0.0%	23.1%	31.3%
Apprentice Inspector Renewals	0	0		66.7%	0.0%
Easement ROW Business Renewals	1	1	100.0%	50.0%	7.1%
Easement ROW Individual Renewals	55	47	85.5%	67.2%	17.5%

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

February 2011

THRU 6TH MONTH OF FISCAL YEAR 2011

STRATEGIES	FY 2011 APPROPRIATION*	5% BUDGET REDUCTION	2.5% BUDGET REDUCTION	REVISED BUDGET	6/12 ANNUAL APPROPRIATION	SIX MONTHS EXPENDITURES AND A/P	\$ VARIANCE OVER(-) OR UNDER**	% VARIANCE OVER(-) OR UNDER	ENCUMBRANCES
Licensing	\$ 3,296,791.61	\$ (363,238.00)	\$ (98,830.00)	\$ 2,834,723.61	\$ 1,417,361.81	\$ 1,137,853.37	\$ 279,508.44	19.72%	\$ 228,095.18
Enforcement	1,777,335.97	(73,036.00)	(31,323.00)	1,672,976.97	836,488.49	823,398.11	13,090.37	1.56%	66,823.82
Communication/Information	863,884.00	(88,018.00)	(17,085.00)	758,781.00	379,390.50	385,025.50	(5,635.00)	-1.49%	16,225.89
Indirect Administration	1,630,951.70	(73,892.00)	(34,170.00)	1,522,889.70	761,444.85	660,105.58	101,339.27	13.31%	176,513.00
TOTAL	\$ <u>7,568,963.28</u>	\$ <u>(598,184.00)</u>	\$ <u>(181,408.00)</u>	\$ <u>6,789,371.28</u>	\$ <u>3,394,685.64</u>	\$ <u>3,006,382.56</u>	\$ <u>388,303.08</u>	11.44%	\$ <u>487,657.89</u>

* Total appropriations have been increased by \$22,529 for benefit replacement pay.

In the Licensing strategy, subscription fees in the amount of \$115,128 have been collected and remitted to the Texas Online vendor.

In the Licensing strategy, FBI criminal history background check fees in the amount of \$405,478.70 have been collected and accrued to pay DPS.

** 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 Services Division

**Real Estate Recovery Trust Account No. 971 Investments
Current Securities**

February 2011

Purchase Date	Par Value	Purchase Price	Beginning Market Value	Additions Changes	Ending Market Value	Accrued Interest	Description	Maturity Date
02/24/2006	100,000.00	0.00	100,187.50	(100,187.50)	0.00	0.00	U.S. T-Notes, 5.00%	02/15/2011
05/24/2005	300,000.00	318,421.88	307,687.50	(1,031.25)	306,656.25	625.00	U.S. T-Notes, 5.00%	08/15/2011
02/28/2007	100,000.00	99,750.00	103,468.75	(281.25)	103,187.50	1,125.00	U.S. T-Notes, 4.50%	11/30/2011
08/29/2007	200,000.00	205,000.00	209,375.00	(625.00)	208,750.00	406.25	U.S. T-Notes, 4.875%	02/15/2012
02/20/2009	200,000.00	222,000.00	211,500.00	(500.00)	211,000.00	2,375.00	U.S. T-Notes, 4.750%	05/31/2012
12/06/2007	100,000.00	104,750.00	106,031.25	(250.00)	105,781.25	182.29	U.S. T-Notes, 4.375%	08/15/2012
05/27/2008	100,000.00	101,062.50	105,187.50	(250.00)	104,937.50	843.75	U.S. T-Notes, 3.375%	11/30/2012
02/20/2009	200,000.00	219,250.00	213,250.00	(562.50)	212,687.50	322.92	U.S. T-Notes, 3.875%	02/15/2013
04/28/2010	200,000.00	217,625.00	217,312.50	(875.00)	216,437.50	354.17	U.S. T-Notes, 4.25%	08/15/2013
08/31/2010	200,000.00	221,375.00	217,812.50	(875.00)	216,937.50	333.33	U.S. T-Notes, 4.00%	02/15/2014
08/31/2010	100,000.00	112,406.25	110,406.25	(562.50)	109,843.75	177.08	U.S. T-Notes, 4.25%	08/15/2014
Totals	\$ 1,800,000.00	\$ 1,821,640.63	\$ 1,902,218.75	\$ (106,000.00)	\$ 1,796,218.75	\$ 6,744.79		

	Current Month	Cumulative Totals
Receipts:		
License's Remittances to Recovery Fund	\$ 17,958.00	\$ 6,319,898.08
Interest Realized	28,779.89	6,044,292.45
Repayments to Recovery Fund (Principal and Interest)	1,207.12	1,113,922.35
Administrative Penalties	3,616.00	851,786.00
Total Received	\$ 51,561.01	\$ 14,329,898.88
Disbursements:		
Investments Purchased (Offset by Matured Security)	\$ (102,000.00)	1,821,640.63
Accrued Interest Purchased	(532.61)	0.00
Payments from Recovery Fund	132,678.68	11,705,753.32
Rider Disbursements	0.00	13,932.99
Total Disbursed	\$ 30,146.07	\$ 13,541,326.94
Totals	21,414.94 <small>(Current Month)</small>	788,571.94 *
Reserved for Investment		0.00
Reserved for Potential Payments Within 90 Days		(1,062,100.00)
Balance		\$ (273,528.06)

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

* Reconciled Balance includes accrued revenue of \$52,309.47 which was in the Trust & Suspense fund pending transfer as of 2/28/11.

Staff Services Division

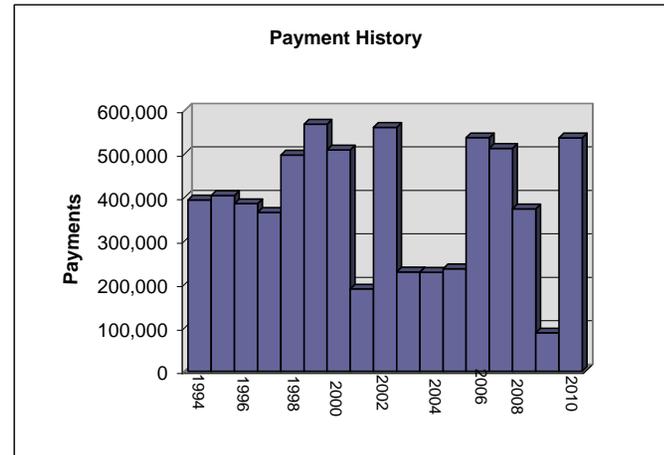
Real Estate Recovery Trust Account No. 971 Investments Payments and Repayments

February 2011

Month-Year	Payment Total	Repayment Total	Admin Penalties Total	Rider Disbursements	Payments FY2011-To-Date	Number of Payments
February 2010	31,786.14	1,867.61	4,583.33	57.80		
March 2010	73,847.53	1,984.41	2,283.33	43.00		
April 2010	27,465.00	7,795.06	11,458.33	94.70		
May 2010	0.00	1,876.98	2,708.33	0.00		
June 2010	0.00	1,705.53	6,208.33	0.00		
July 2010	20,627.43	589.70	98,808.38	0.00		
August 2010	23,684.38	1,674.70	6,388.33	93.10		
September 2010	35,610.61	383.70	4,158.33	0.00	35,610.61	1
October 2010	0.00	3,609.23	4,878.33	0.00	0.00	0
November 2010	0.00	(1,243.65)	6,008.33	0.00	0.00	0
December 2010	86,374.69	2,193.87	2,283.34	0.00	86,374.69	2
January 2011	100,000.00	1,087.59	2,900.00	0.00	100,000.00	2
February 2011	132,678.68	1,207.12	3,616.00	0.00	132,678.68	3
	532,074.46	24,731.85	156,282.69	288.60	354,663.98	8

Payment History		
Fiscal Year	# of Payments	Total Payments
thru 1993	345	4,734,258.62
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
2010	20	536,637.13
Total	647	\$11,351,089.34

Potential Payments*
Next 3 Months **1,062,100.00**



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

Staff Services Division

Real Estate Inspection Recovery Fund No. 0988

February 2011

	Monthly Activity			Payment History		
	Beginning Balance	Current Month	Cumulative Totals	Fiscal Year	Number of Payments	Total Payments
Beginning Balance	\$ 606,673.81		\$ 606,673.81	1991	2	\$ 4,309.26
Receipts:				1992	0	0.00
Licensees' Remittances to Recovery Fund		\$ 1,290.00		1993	2	15,000.00
Interest Realized		411.43		1994	5	31,473.40
Repayments		295.88		1995	4	25,668.83
Administrative Penalties		0.00		1996	2	7,500.00
Total Received in Current Month		<u>1,997.31</u>	\$ 1,997.31	1997	1	7,500.00
Disbursements:				1998	4	30,000.00
Payments from Recovery Fund		\$ 0.00		1999	1	7,500.00
Cash Transfer to General Revenue		0.00		2000	6	45,000.00
Rider Disbursements		0.00		2001	0	0.00
Total Disbursed in Current Month		<u>0.00</u>	\$ 0.00	2002	2	15,000.00
Total			\$ 608,671.12	2003	1	7,500.00
Reserved for Payment within 90 Days			(25,000.00)	2004	4	32,523.96
Unobligated Fund Balance			\$ <u>583,671.12</u>	2005	5	28,567.39
				2006	5	49,837.11
				2007	1	12,500.00
				2008	0	0.00
				2009	1	12,500.00
				2010	2	16,205.00
				2011 YTD	0	0.00
				Total		\$ 348,584.95

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

*Reconciled balance includes accrued revenue of \$4,872.54 which consists of fees in the Trust & Suspense fund pending transfer & accrued interest as of 2/28/11.