



Staff Reports for April 2012

Texas Real Estate Commission

Monthly Staff Reports

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Reception and Communications Services Customer Service Statistics

April 2012

	Monthly Total	FY2012 FYTD Total	FY2011 Prior FYTD Total
RCS Incoming Calls			
CO Lines	18,181	140,523	100,239
TALCB Local Line	991	11,311	4,333
Total	19,172	151,834	104,572

	Monthly Total	FY2012 FYTD Total	FY2011 Prior FYTD Total
Reception Walk Ins			
Licensing	450	3,567	6,110
Education	121	1,296	2,166
Inspector	16	79	142
Enforcement	10	75	125
TALCB Licensing	8	107	157
TALCB Enforcement	0	21	50
Total	605	5,145	8,750

	Current Month	FY2012 FYTD Total	FY2011 Prior FYTD Total
RCS E-Mail			
Licensing	4,072	35,560	
Education	587	5,504	
Inspector	22	240	
Enforcement	130	963	
TALCB Licensing	87	701	
TALCB Enforcement	14	219	
Total	4,912	43,187	50,444

C1 Report

Education & Licensing Services Division

Fiscal Year Comparison

Fiscal Year 2012 - Year-to-Date

APRIL

	This YTD 09/11 - 08/12		*Last YTD 09/10 - 08/11		Change Count	Percent
<i>Applications Received</i>						
Broker Original Applications Received	4,996		1,972		3,024	153.35%
Sales Original Applications Received	7,514		8,399		-885	-10.54%
<i>Total Original Applications</i>	12,510		10,371		2,139	20.62%
Broker Reinstatement Applications Received	168		146		22	15.07%
Sales Reinstatement Applications Received	749		965		-216	-22.38%
<i>Total Reinstatement Applications Received</i>	917		1,111		-194	-17.46%
<i>Licenses Issued from Applications</i>						
Broker Licenses from Original Applications	2,768		1,172		1,596	136.18%
Sales Licenses from Original Applications	9,336		5,903		3,433	58.16%
<i>Total Licenses from Original Applications</i>	12,104		7,075		5,029	71.08%
Broker Licenses from Reinstatement Applications	164		108		56	51.85%
Sales Licenses from Reinstatement Applications	822		675		147	21.78%
<i>Total Licenses from Reinstatement Applications</i>	986		783		203	25.93%
<i>Renewal Activity</i>						
Broker Renewals and Percentage	10,721	78.40%	12,095	85.53%	-1,374	-11.36%
Salesperson Renewals and Percentage	23,400	73.54%	25,729	72.45%	-2,329	-9.05%
<i>**Total Renewals from Broker and Sales</i>	34,121	78.40%	37,824	76.17%	-3,703	-9.79%

Education & Licensing Services Division

Licensee and Registrant Status

April 2012

Real Estate Licensees

	Apr 11	May 11	Jun 11	Jul 11	Aug 11	Sep 11	Oct 11	Nov 11	Dec 11	Jan 12	Feb 12	Mar 12	Apr 12
Broker Licensees													
Individual (Active)	34,079	34,213	34,381	34,175	33,856	33,952	34,097	34,238	33,894	34,044	34,183	34,271	34,218
Corporation (Active)	4,056	4,091	4,127	4,046	4,018	4,027	4,048	4,067	3,980	3,945	3,983	3,900	3,904
LLC (Active)	3,336	3,409	3,451	3,381	3,404	3,427	3,471	3,512	3,451	3,465	3,540	3,529	3,570
Non-resident (Active)	567	575	582	579	563	571	577	586	562	566	566	570	570
Partnership (Active)	1	1	1	1	1	3	5	6	10	10	10	13	14
Total Active Status	42,039	42,289	42,542	42,182	41,842	41,980	42,198	42,409	41,897	42,030	42,282	42,283	42,276
Inactive Status	1,642	1,674	1,724	1,667	1,508	1,544	1,595	1,636	1,498	1,492	1,504	1,481	1,474
Total Brokers	43,681	43,963	44,266	43,849	43,350	43,524	43,793	44,045	43,395	43,522	43,786	43,764	43,750
Sales Licensees													
Active Status	72,059	72,460	71,947	70,958	70,805	71,292	71,547	71,544	69,984	69,000	68,913	69,486	69,843
Inactive Status	27,084	27,473	29,000	27,746	25,080	25,233	25,882	26,551	24,887	25,786	25,551	25,150	24,682
Total Sales	99,143	99,933	100,947	98,704	95,885	96,525	97,429	98,095	94,871	94,786	94,464	94,636	94,525
Total Active	114,098	114,749	114,489	113,140	112,647	113,272	113,745	113,953	111,881	111,030	111,195	111,769	112,119
Total Inactive	28,726	29,147	30,724	29,413	26,588	26,777	27,477	28,187	26,385	27,278	27,055	26,631	26,156
Total Brokers & Sales	142,824	143,896	145,213	142,553	139,235	140,049	141,222	142,140	138,266	138,308	138,250	138,400	138,275

Inspectors

	Apr 11	May 11	Jun 11	Jul 11	Aug 11	Sep 11	Oct 11	Nov 11	Dec 11	Jan 12	Feb 12	Mar 12	Apr 12
Inspector Licensees													
Professional Inspectors(active)	2,140	2,063	2,106	2,124	2,086	2,106	2,126	2,137	2,099	2,118	2,119	2,133	2,143
Professional Inspectors(inactive)	835	778	791	805	782	783	790	800	765	781	772	778	772
Real Estate Inspectors(active)	92	91	89	95	93	95	93	92	91	89	86	86	86
Real Estate Inspectors(inactive)	22	17	18	17	16	16	16	18	16	16	18	17	18
Apprentice Inspectors(active)	64	60	67	65	52	51	55	58	54	56	58	60	62
Apprentice Inspectors(inactive)	15	14	16	18	17	17	17	18	15	15	14	15	14
Total Inspectors	3,168	3,023	3,087	3,124	3,046	3,068	3,097	3,123	3,040	3,075	3,067	3,089	3,095

Easement & Right-of-way Registrants

	Apr 11	May 11	Jun 11	Jul 11	Aug 11	Sep 11	Oct 11	Nov 11	Dec 11	Jan 12	Feb 12	Mar 12	Apr 12
ERW Registrants													
Businesses	39	36	37	37	37	38	37	38	34	34	35	36	39
Individuals	1,987	1,803	1,913	2,008	2,128	2,175	2,263	2,380	2,055	2,099	2,103	2,182	2,164
Total Registrants	2,026	1,839	1,950	2,045	2,165	2,213	2,300	2,418	2,089	2,133	2,138	2,218	2,203

Total Licensees and Registrants

	Apr 11	May 11	Jun 11	Jul 11	Aug 11	Sep 11	Oct 11	Nov 11	Dec 11	Jan 12	Feb 12	Mar 12	Apr 12
All Licensees & Registrants	148,018	148,758	150,250	147,722	144,446	145,330	146,619	147,681	143,395	143,516	143,455	143,707	143,573

Education & Licensing Services Division - TREC: L3 Report

Examination Activity

April 2012

Monthly Results

	Salesperson	Broker	R.E. Inspector	Prof. Inspector
Examinations Passed	466	65	0	9
Examinations Failed	326	64	1	9
Examinations Taken	792	129	1	18
Applicants Examined	748	125	1	16
Passed on First Attempt	437	62	0	3
Examination Pass Rate	58.8 %	50.4 %	0.0 %	50.0 %
Applicant Pass Rate	62.3 %	52.0 %	0.0 %	56.3 %
First Attempt Pass Rate	58.4 %	49.6 %	0.0 %	18.8 %

Year-to-Date Results

	Salesperson	Broker	R.E. Inspector	Prof. Inspector
Examinations Passed	3198	826	6	109
Examinations Failed	2562	738	8	110
Examinations Taken	5760	1564	14	219
Applicants Examined	4932	1354	10	156
Passed on First Attempt	3002	784	6	69
Examination Pass Rate	55.5 %	52.8 %	42.9 %	49.8 %
Applicant Pass Rate	64.8 %	61.0 %	60.0 %	69.9 %
First Attempt Pass Rate	60.9 %	57.9 %	60.0 %	44.2 %

Education & Licensing Services Division

Instructor Distribution

APRIL 2012

Approved Instructor Distribution

	Apr 11	May 11	June 11	July 11	Aug 11	Sep 11	Oct 11	Nov 11	Dec 11	Jan 12	Feb 12	Mar 12	Apr 12
MCE Electives Only	2,702	2,736	2,753	2,773	2,816	2,863	2,894	2,924	2,938	2,953	2,978	2,817	2,487
Core and MCE Electives	1,341	1,353	1,357	1,359	1,366	1,374	1,384	1,389	1,410	1,425	1,432	1,362	1,236
MCE Legal Update	366	366	375	375	375	374	375	376	405	430	430	424	414
MCE Ethics	367	367	376	376	376	375	376	378	405	430	430	424	414
Total Approved Instructors	4,776	4,822	4,861	4,883	4,933	4,986	5,029	5,067	5,158	5,238	5,270	5,027	4,551

Standards & Enforcement Services Division

Case Status

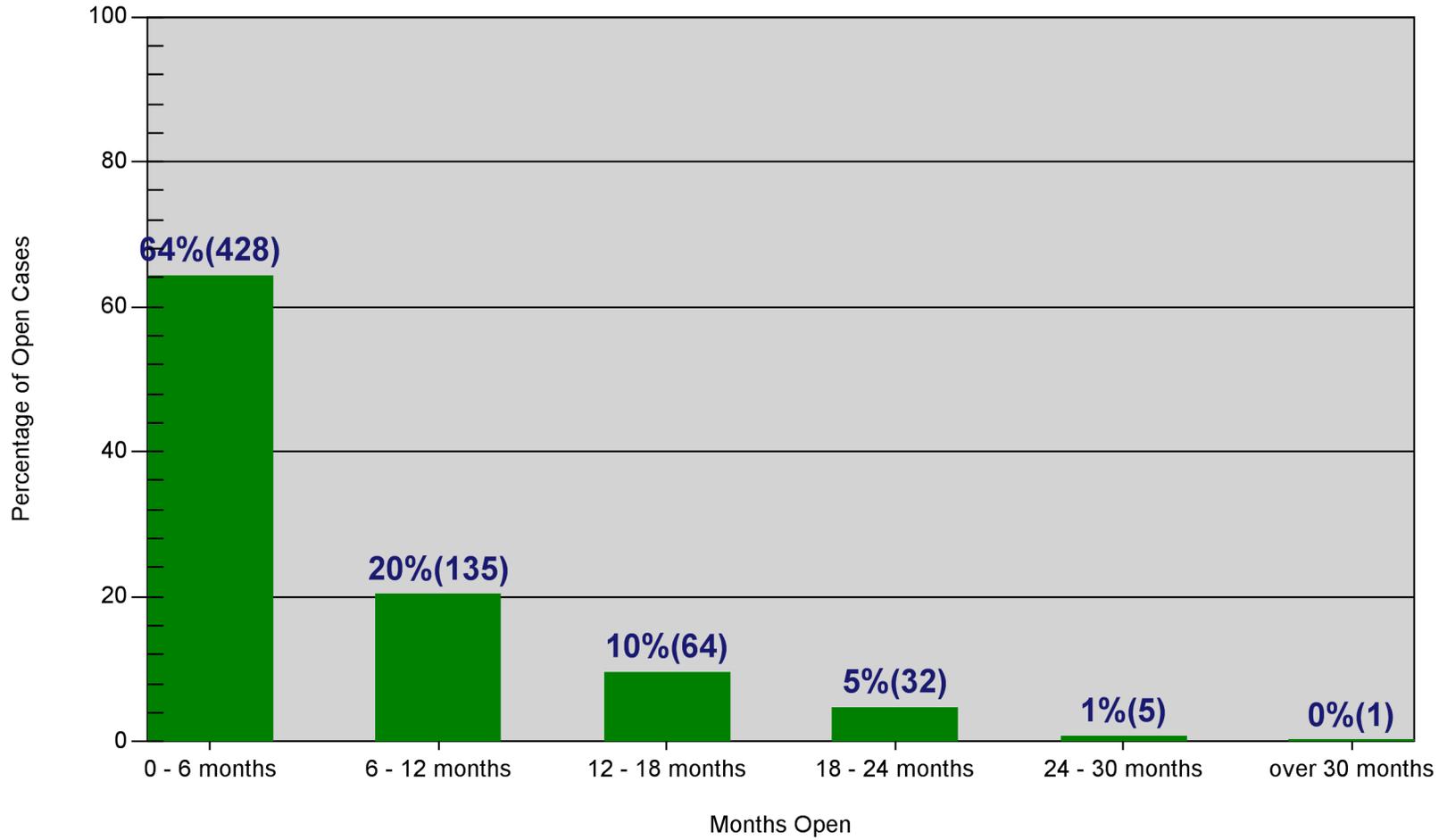
FY 2012

	Sep - 11	Oct - 11	Nov - 11	Dec - 11	Jan - 12	Feb - 12	Mar - 12	Apr - 12	May - 12	Jun - 12	Jul - 12	Aug - 12
Received During Month	181	160	173	154	184	161	164	189				
Broker/Sales	80	67	81	85	81	74	77	86				
Inspector	6	5	0	6	5	2	3	9				
Timeshare	5	5	7	7	11	6	3	8				
Unlicensed Activity	7	3	4	3	1	2	0	8				
Residential Service Company	11	11	7	4	3	5	3	7				
No Jurisdiction	19	15	12	14	20	14	4	13				
Application Investigation	18	38	50	20	47	36	37	34				
MCD Inquiry	33	16	11	14	16	20	37	23				
Other	2	0	1	1	0	2	0	1				
Closed During Month	189	158	184	176	210	196	161	186				
Complaint Withdrawn	6	2	7	6	1	2	4	3				
Cease & Desist Issued	1	7	4	1	2	4	5	5				
Disciplinary Action	34	39	35	32	47	35	38	35				
Failure to Go Forward	9	12	9	12	11	5	9	13				
Insufficient Evidence	25	18	26	18	12	30	32	20				
Matter Settled	17	16	13	19	33	15	9	19				
No Jurisdiction	44	17	19	21	26	32	17	32				
No Violation	10	5	15	15	15	7	7	12				
Application Investigation	19	19	35	30	37	44	15	24				
MCD Inquiries	19	17	19	17	23	16	23	18				
Other	5	6	2	5	3	6	2	5				
Open at Beginning of Month												663
Received During Month												189
Closed During Month												186
Open at End of Month												666
Received During Fiscal Year												1366
Closed During Fiscal Year												1460

Standards & Enforcement Services Division - TREC: E2 Report

Open Case Aging Report

as of 4/30/2012



Information Technology Services Division

Electronic Information Outlet Statistics

As of April 2012

World Wide Web	Current Month	FYTD Total	Prior FYTD Total
Total Pages Viewed	5,320,369	22,889,597	21,615,523

TREC E-Mail Notification List	Current Total
Current Subscribers	234,054

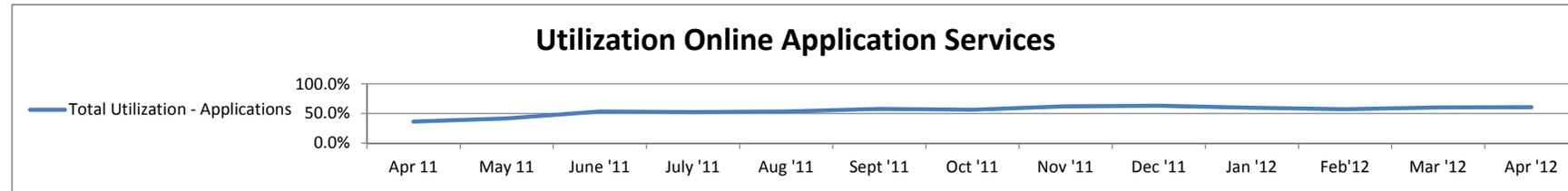
Online Transactions	Total	Online	Online Percent	FYTD Online Percent	Prior FYTD Percent
Applications	998	605	60.6%	59.5%	23.3%
Broker Application	123	75	61.0%	61.3%	20.0%
Salesperson Application	785	504	64.2%	62.1%	24.8%
Broker Entity Application	90	26	28.9%	30.4%	12.2%
Renewals	5786	5167	89.3%	89.2%	73.3%
Broker Renewals	1587	1375	86.6%	86.5%	72.2%
Salesperson Renewal	3800	3456	90.9%	90.5%	75.2%
Broker Entity Renewal	283	245	86.6%	85.6%	74.2%
Professional Inspector Renewals	94	72	76.6%	77.9%	37.6%
Real Estate Inspector Renewals	4	4	100.0%	84.6%	33.3%
Apprentice Inspector Renewals	2	2	100.0%	40.0%	50.0%
Easement ROW Business Renewals	0	0		0.0%	57.1%
Easement ROW Individual Renewals	16	13	81.3%	89.3%	66.1%

Information Technology Services Division Electronic Information Outlet Statistics

April 2012

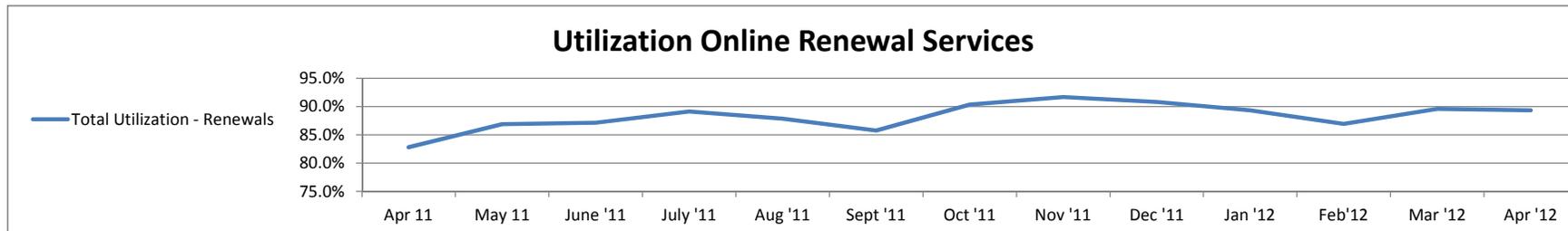
Applications	Apr 11	May 11	June '11	July '11	Aug '11	Sept '11	Oct '11	Nov '11	Dec '11	Jan '12	Feb'12	Mar '12	Apr '12
Broker Application	37.1%	34.6%	52.4%	50.4%	54.1%	83.0%	88.0%	89.4%	88.9%	85.8%	84.4%	86.3%	86.6%
Salesperson Application	38.4%	47.2%	55.6%	55.9%	57.5%	61.5%	59.3%	64.1%	65.6%	61.7%	59.2%	62.2%	64.2%
Broker Organization Applications	12.5%	14.1%	15.5%	16.1%	14.8%	21.0%	25.4%	44.3%	37.1%	29.3%	33.3%	26.5%	28.9%
Total Utilization - Applications	36.6%	41.7%	53.1%	52.2%	53.6%	57.7%	56.2%	62.3%	62.9%	59.4%	57.2%	60.1%	60.6%

Utilization Online Application Services



Renewals	Apr 11	May 11	June '11	July '11	Aug '11	Sept '11	Oct '11	Nov '11	Dec '11	Jan '12	Feb'12	Mar '12	Apr '12
Broker Renewals	77.8%	77.9%	84.4%	87.1%	84.4%	83.0%	88.0%	89.4%	88.9%	85.8%	84.4%	86.3%	86.6%
Salesperson Renewal	85.8%	90.4%	88.9%	90.0%	89.4%	86.9%	91.4%	92.7%	91.9%	90.8%	88.7%	91.2%	90.9%
Broker Organization Renewal	76.4%	76.8%	78.0%	78.3%	72.3%	88.4%	88.4%	89.7%	85.8%	86.9%	77.0%	86.2%	86.6%
Professional Inspector Renewals	43.5%	90.5%	74.5%	66.7%	90.0%	67.9%	72.2%	85.7%	86.4%	58.3%	61.9%	89.5%	76.6%
Real Estate Inspector Renewals	57.1%	100.0%	50.0%	100.0%	50.0%	50.0%	0.0%	100.0%	0.0%	50.0%	100.0%	100.0%	100.0%
Apprentice Inspector Renewals	33.3%	50.0%	50.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%
Easement ROW Business Renewals	33.3%	54.5%	0.0%	100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Easement ROW Individual Renewals	66.7%	69.9%	77.1%	83.1%	80.6%	76.0%	90.9%	92.3%	89.7%	91.4%	93.3%	86.8%	81.3%
Total Utilization - Renewals	82.8%	86.9%	87.1%	89.1%	87.8%	85.7%	90.3%	91.7%	90.8%	89.3%	86.9%	89.6%	89.3%

Utilization Online Renewal Services



Staff & Support Services Division

Budget Status Report

April 2012

Expenditure Category	Budget FY2012	Expenditures as of 4/30/2012	Unexpended Budget Balance	Budget % Remaining 4/12 = 33.33%	Comments
Salaries & Wages	\$4,240,700	\$2,660,724	\$1,579,976	37.3%	
Employee Benefits	1,450,200	888,324	561,876	38.7%	Budget for employee enrollment fee of \$42,400 approved at October Commission meeting
Other Personnel Costs	136,200	97,230	38,970	28.6%	
Professional Fees & Services	238,800	85,217	153,583	64.3%	
Consumables	40,000	16,064	23,936	59.8%	
Utilities	12,000	7,265	4,735	39.5%	
Travel	58,700	25,078	33,622	57.3%	
Office Rent	462,200	457,052	5,148	1.1%	Office lease paid in full for FY2012. (Payments made Oct 1 & March 1)
Equipment Rental	29,800	19,287	10,513	35.3%	
Other Operating Expenses	612,300	167,447	444,853	72.7%	
Subtotal - Operations Expenditures	7,280,900	4,423,688	2,857,212	39.2%	
DPS Criminal History Background Checks	3,000	1,308	1,692	56.4%	
FBI Criminal History Background Checks	1,175,000	1,016,973	158,028	13.4%	
Texas Online	300,000	208,133	91,867	30.6%	
Contribution to General Revenue	720,000	530,673	189,327	26.3%	\$50,673 reimbursed for Statewide Cost Allocation Plan + \$480,000 accrued YTD for payment due 8/31
Subtotal - Nonoperational Expenditures	2,198,000	1,757,087	440,914	20.1%	
Total Expenditures	\$9,478,900	\$6,180,775	\$3,298,125	34.8%	

Revenue	FY2012 Projected	Revenue Collected as of 4/30/2012	Revenue Remaining to be Collected	Revenue % Remaining 4/12 = 33.33%	
License Fees	\$8,284,460	\$5,442,406	\$2,842,054	34.3%	Fee Increase not effective until 11/1/11; renewals are lower in fall months
Miscellaneous Revenue	\$0	\$2,050	(\$2,050)	-----	Return Check Fees
FBI Criminal History Background Fees	1,175,000	1,016,973	158,028	13.4%	
TX Online	300,000	208,133	91,867	30.6%	
E-Newsletter	194,400	130,328	64,072	33.0%	
Total Revenue	\$9,953,860	\$6,799,890	\$3,153,971	31.7%	

Revenue Over/(Under) Expenditures & Transfers	\$474,960	\$619,115			
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Staff Services Division
Real Estate Recovery Trust Account No. 971 Investments
Current Securities
April 2012

Purchase Date	Par Value	Purchase Price	Beginning Market Value	Additions Changes	Ending Market Value	Accrued Interest	Description	Maturity Date
02/20/2009	200,000.00	222,000.00	201,492.00	(734.00)	200,758.00	3,971.31	U.S. T-Notes, 4.750%	05/31/2012
12/06/2007	100,000.00	104,750.00	101,566.00	(336.00)	101,230.00	913.46	U.S. T-Notes, 4.375%	08/15/2012
05/27/2008	100,000.00	101,062.50	102,102.00	(243.00)	101,859.00	1,410.86	U.S. T-Notes, 3.375%	11/30/2012
02/20/2009	200,000.00	219,250.00	206,352.00	(532.00)	205,820.00	1,618.13	U.S. T-Notes, 3.875%	02/15/2013
04/28/2010	200,000.00	217,625.00	210,788.00	(460.00)	210,328.00	1,774.73	U.S. T-Notes, 4.25%	08/15/2013
08/31/2010	200,000.00	221,375.00	213,546.00	(242.00)	213,304.00	1,670.33	U.S. T-Notes, 4.00%	02/15/2014
08/31/2010	100,000.00	112,406.25	108,977.00	(32.00)	108,945.00	887.36	U.S. T-Notes, 4.25%	08/15/2014
Totals	\$ 1,100,000.00	\$ 1,198,468.75	\$ 1,144,823.00	\$ (2,579.00)	\$ 1,142,244.00	\$ 12,246.18		

	Current Month	Cumulative Totals
Receipts:		
License's Remittances to Recovery Fund	\$ 9,130.00	\$ 6,571,320.08
Interest Realized	83.15	6,092,262.78
Repayments to Recovery Fund (Principal and Interest)	4,213.00	1,150,715.71
Administrative Penalties	5,611.33	958,493.23
Total Received	\$ 19,037.48	\$ 14,772,791.80
Disbursements:		
Investments Purchased (Offset by Matured Security)	\$ 0.00	1,198,468.75
Accrued Interest Purchased	0.00	0.00
Payments from Recovery Fund	0.00	12,644,079.00
Administrative Costs	371.11	15,297.41
Total Disbursed	\$ 371.11	\$ 13,857,845.16
Totals	18,666.37	914,946.64
	(Current Month)	
Reserved for Investment		0.00
Reserved for Potential Payments Within 90 Days		(379,000.00)
Balance		\$ 535,946.64

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 Services Division

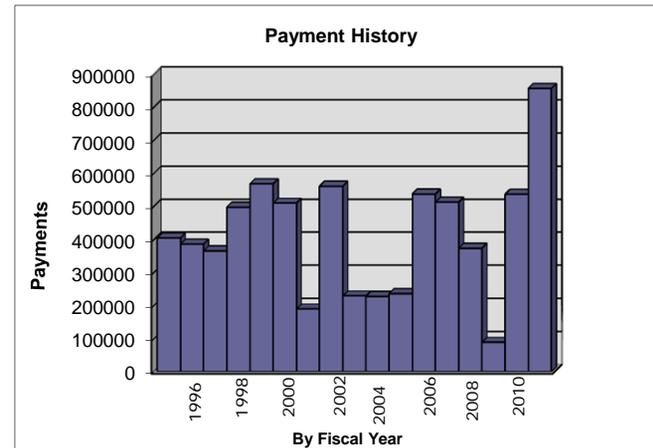
Real Estate Recovery Trust Account No. 971 Investments Payments and Repayments

April 2012

Month-Year	Payment Total	Repayment Total	Admin Penalties Total	Rider/Admin Costs	Payments FY2012-To-Date	Number of Payments
April 2011	37,066.15	4,635.64	3,942.41	0.00	0.00	0
May 2011	100,000.00	1,096.01	5,083.41	255.20	0.00	0
June 2011	245,322.27	1,145.91	11,084.00	0.44	0.00	0
July 2011	119,790.63	275.00	6,758.33	112.00	0.00	0
August 2011	0.00	3,237.89	11,658.41	3.63	0.00	0
September 2011	70,980.79	1,348.00	11,442.43	91.10	70,980.79	4
October 2011	37,131.98	(144.64)	4,447.57	0.00	37,131.98	2
November 2011	100,000.00	2,675.82	12,855.84	75.59	100,000.00	2
December 2011	44,788.35	(200.18)	7,740.00	40.54	44,788.35	3
January 2012	25,348.22	9,941.98	6,222.27	0.00	25,348.22	2
February 2012	15,000.00	3,663.85	10,718.23	56.11	15,000.00	1
March 2012	142,897.29	3,500.00	3,643.00	0.00	142,897.29	2
April 2012	0.00	4,213.00	5,611.33	371.11	0.00	0
	938,325.68	35,388.28	101,207.23	1,005.72	436,146.63	16

Payment History		
Fiscal Year	# of Payments	Total Payments
thru 1994	376	5,128,724.98
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
2011	19	856,843.03
Total	666	\$12,207,932.37

Potential Payments*
Next 3 Months **379,000.00**



*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

April 2012

	Monthly Activity			Payment History		
	Beginning Balance	Current Month	Cumulative Totals	Fiscal Year	Number of Payments	Total Payments
Beginning Balance	\$ 613,509.07	\$	\$ 613,509.07	1991	2	\$ 4,309.26
Receipts:				1992	0	0.00
Licensees' Remittances to Recovery Fund		\$ 490.00		1993	2	15,000.00
Interest Realized		50.43		1994	5	31,473.40
Repayments		0.00		1995	4	25,668.83
Administrative Penalties		0.00		1996	2	7,500.00
Total Received in Current Month		540.43	\$ 540.43	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
Administrative Costs		30.56		2001	0	0.00
Total Disbursed in Current Month		30.56	\$ 30.56	2002	2	15,000.00
Total			\$ 614,018.94	2003	1	7,500.00
Reserved for Payment within 90 Days			(24,500.00)	2004	4	32,523.96
Unobligated Fund Balance			\$ 589,518.94	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	2	25,000.00
				2012 YTD	0	0.00
				Total		\$ 373,584.95

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