



Staff Reports for September 2011

Texas Real Estate Commission

Monthly Staff Reports

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Reception and Communications Services

Customer Service Statistics

September 2011

	Monthly Total	FY2012 FYTD Total	FY2011 Prior FYTD Total
RCS Incoming Calls			
CO Lines	18,353	18,353	13,811
TALCB Local Line	1,614	1,614	532
Total	19,967	19,967	14,343

	Monthly Total	FY2012 FYTD Total	FY2011 Prior FYTD Total
Reception Walk Ins			
Licensing	495	495	864
Education	110	110	227
Inspector	10	10	18
Enforcement	3	3	8
TALCB Licensing	8	8	13
TALCB Enforcement	0	0	8
Total	626	626	1,138

	Current Month	FY2012 FYTD Total	FY2011 Prior FYTD Total
RCS E-Mail			
Licensing	4169	4,169	
Education	499	499	
Inspector	45	45	
Enforcement	244	244	
TALCB Licensing	88	88	
TALCB Enforcement	62	62	
Total	5,107	5,107	4,535

C1 Report

Education & Licensing Services Division

Fiscal Year Comparison

Fiscal Year 2012 - Year-to-Date

SEPTEMBER

	This YTD 9/11 - 08/12	*Last YTD 9/10 - 08/11	Change Count	Percent
<i>Applications Received</i>				
Broker Original Applications Received	330			
Sales Original Applications Received	854			
<i>Total Original Applications</i>	1,184			
Broker Reinstatement Applications Received	13			
Sales Reinstatement Applications Received	76			
Total Reinstatement Applications Received	89			
<i>Licenses Issued from Applications</i>				
Broker Licenses from Original Applications	206			
Sales Licenses from Original Applications	774			
Total Licenses from Original Applications	980			
Broker Licenses from Reinstatement Applications	14			
Sales Licenses from Reinstatement Applications	81			
Total Licenses from Reinstatement Applications	95			
<i>Renewal Activity</i>				
Broker Renewals and Percentage	1,357	81.20%		
Salesperson Renewals and Percentage	2,659	76.36%		
**Total Renewals from Broker and Sales	4,016	77.93%		

***NOTE**

Computer system conversion in September 2010 prevented our ability to capture last YTD totals for the months of September thru December 2010.

**Totals corrected 3/30/12

Education & Licensing Services Division

Licensee and Registrant Status

September

Real Estate Licensees

	*Sep-Dec10	Jan 11	Feb 11	Mar 11	Apr 11	May 11	Jun 11	Jul 11	Aug 11	Sep 11
Broker Licensees										
Individual (Active)		33,639	33,774	33,928	34,079	34,213	34,381	34,175	33,856	33,952
Corporation (Active)		3,963	3,980	4,029	4,056	4,091	4,127	4,046	4,018	4,027
LLC (Active)		3,175	3,204	3,288	3,336	3,409	3,451	3,381	3,404	3,427
Non-resident (Active)		554	557	564	567	575	582	579	563	571
Partnership (Active)		1	1	1	1	1	1	1	1	3
Total Active Status		41,332	41,516	41,810	42,039	42,289	42,542	42,182	41,842	41,980
<i>Inactive Status</i>		1,587	1,585	1,635	1,642	1,674	1,724	1,667	1,508	1,544
Total Brokers		42,919	43,101	43,445	43,681	43,963	44,266	43,849	43,350	43,524
Sales Licensees										
Active Status		71,170	71,485	71,458	72,059	72,460	71,947	70,958	70,805	71,292
Inactive Status		25,741	25,844	26,770	27,084	27,473	29,000	27,746	25,080	25,233
Total Sales		96,911	97,329	98,228	99,143	99,933	100,947	98,704	95,885	96,525
Total Active		112,502	113,001	113,268	114,098	114,749	114,489	113,140	112,647	113,272
Total Inactive		27,328	27,429	28,405	28,726	29,147	30,724	29,413	26,588	26,777
Total Brokers & Sales		139,830	140,430	141,673	142,824	143,896	145,213	142,553	139,235	140,049

Inspectors

	*Sep10-Dec10	Jan 11	Feb 11	Mar 11	Apr 11	May 11	Jun 11	Jul 11	Aug 11	Sep 11
Inspector Licensees										
Professional Inspectors(active)		2,096	2,101	2,126	2,140	2,063	2,106	2,124	2,086	2,106
Professional Inspectors(inactive)		771	779	825	835	778	791	805	782	783
Real Estate Inspectors(active)		92	91	91	92	91	89	95	93	95
Real Estate Inspectors(inactive)		21	22	24	22	17	18	17	16	16
Apprentice Inspectors(active)		60	60	62	64	60	67	65	52	51
Apprentice Inspectors(inactive)		15	15	15	15	14	16	18	17	17
Total Inspectors		3,055	3,068	3,143	3,168	3,023	3,087	3,124	3,046	3,068

Easement & Right-of-way Registrants

	*Sep10-Dec10	Jan 11	Feb 11	Mar 11	Apr 11	May 11	Jun 11	Jul 11	Aug 11	Sep 11
ERW Registrants										
Businesses		37	37	39	39	36	37	37	37	38
Individuals		1,749	1,765	1,929	1,987	1,803	1,913	2,008	2,128	2,175
Total Registrants		1,786	1,802	1,968	2,026	1,839	1,950	2,045	2,165	2,213

Total Licensees and Registrants

	*Sep10-Dec10	Jan 11	Feb 11	Mar 11	Apr 11	May 11	Jun 11	Jul 11	Aug 11	Sep 11
All Licensees & Registrants		144,671	145,300	146,784	148,018	148,758	150,250	147,722	144,446	145,330

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

Education & Licensing Services Division - TREC: L3 Report

Examination Activity

September 2011

Monthly Results

	Salesperson	Broker	R.E. Inspector	Prof. Inspector
Examinations Passed	445	84	1	16
Examinations Failed	422	76	1	30
Examinations Taken	867	160	2	46
Applicants Examined	795	151	2	42
Passed on First Attempt	408	78	1	12
Examination Pass Rate	51.3 %	52.5 %	50.0 %	34.8 %
Applicant Pass Rate	56.0 %	55.6 %	50.0 %	38.1 %
First Attempt Pass Rate	51.3 %	51.7 %	50.0 %	28.6 %

Year-to-Date Results

	Salesperson	Broker	R.E. Inspector	Prof. Inspector
Examinations Passed	445	84	1	16
Examinations Failed	422	76	1	30
Examinations Taken	867	160	2	46
Applicants Examined	795	151	2	42
Passed on First Attempt	408	78	1	12
Examination Pass Rate	51.3 %	52.5 %	50.0 %	34.8 %
Applicant Pass Rate	56.0 %	55.6 %	50.0 %	38.1 %
First Attempt Pass Rate	51.3 %	51.7 %	50.0 %	28.6 %

Education & 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	2,669	2,702	2,736	2,753	2,773	2,816	2,863				
Core and MCE Electives	1,327	1,332	1,334	1,341	1,353	1,357	1,359	1,366	1,374				
MCE Legal Update	365	365	365	366	366	375	375	375	374				
MCE Ethics	366	366	366	367	367	376	376	376	375				
Total Approved Instructors	4,641	4,680	4,734	4,776	4,822	4,861	4,883	4,933	4,986				

Standards & Enforcement Services Division

Case Status

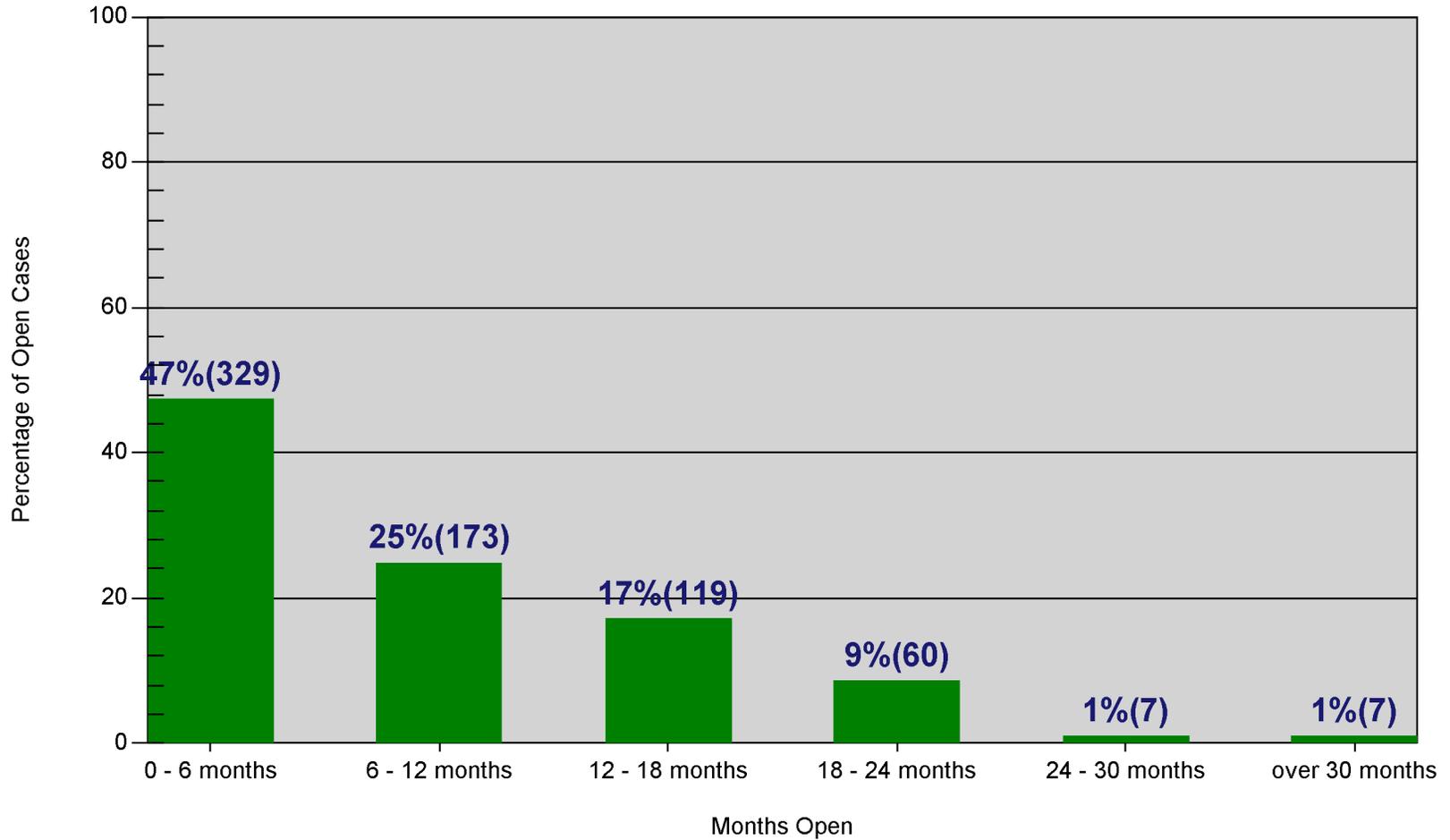
FY 2012

	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											
Broker/Sales	80											
Inspector	6											
Timeshare	5											
Unlicensed Activity	7											
Residential Service Company	11											
No Jurisdiction	19											
Application Investigation	18											
MCD Inquiry	33											
Other	2											
Closed During Month	189											
Complaint Withdrawn	6											
Cease & Desist Issued	1											
Disciplinary Action	34											
Failure to Go Forward	9											
Insufficient Evidence	25											
Matter Settled	17											
No Jurisdiction	44											
No Violation	10											
Application Investigation	19											
MCD Inquiries	19											
Other	5											
Open at Beginning of Month	744											
Received During Month	181											
Closed During Month	189											
Open at End of Month	736											
Received During Fiscal Year	181											
Closed During Fiscal Year	189											

Standards & Enforcement Services Division - TREC: E2 Report

Open Cases Aging Report

as of 9/11/2011



Information Technology Services Division

Electronic Information Outlet Statistics

September 2011

World Wide Web	Current Month	FYTD Total	Prior FYTD Total
Total Pages Viewed	2,467,744	2,467,744	3,133,720
Total Unique Visitors	105,272	105,272	99,817

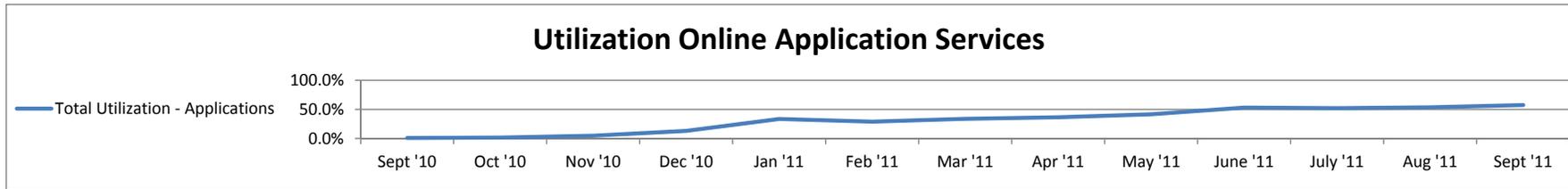
TREC E-Mail Notification List	Current Total
Current Subscribers	235,670

Online Transactions	Total	Online	Online Percent	FYTD Online Percent	Prior FYTD Percent
Applications	784	452	57.7%	57.7%	1.0%
Broker Application	119	68	57.1%	57.1%	0.0%
Salesperson Application	603	371	61.5%	61.5%	0.0%
Broker Organization Applications	62	13	21.0%	21.0%	5.6%
Renewals	4575	3923	85.7%	85.7%	54.4%
Broker Renewals	1199	995	83.0%	83.0%	42.9%
Salesperson Renewal	3122	2713	86.9%	86.9%	58.5%
Broker Organization Renewal	199	176	88.4%	88.4%	11.0%
Professional Inspector Renewals	28	19	67.9%	67.9%	10.0%
Real Estate Inspector Renewals	2	1	50.0%	50.0%	0.0%
Apprentice Inspector Renewals	0	0	0.0%	0.0%	0.0%
Easement ROW Business Renewals	0	0	0.0%	0.0%	0.0%
Easement ROW Individual Renewals	25	19	76.0%	76.0%	0.0%

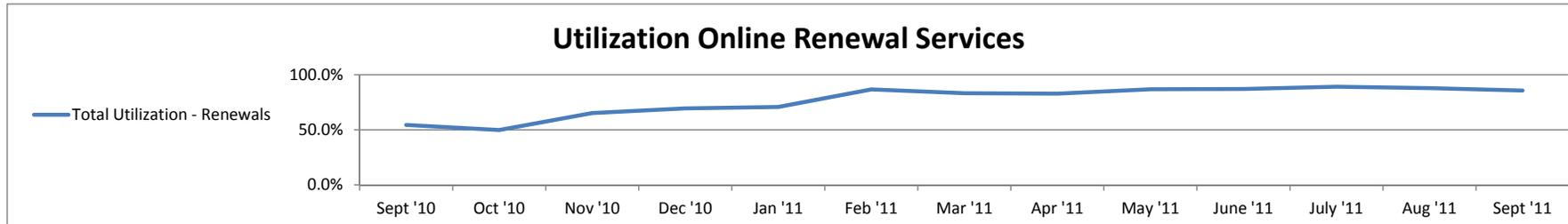
Information Technology Services Division
Electronic Information Outlet Statistics

September 2011

Applications	Sept '10	Oct '10	Nov '10	Dec '10	Jan '11	Feb '11	Mar '11	Apr '11	May '11	June '11	July '11	Aug '11	Sept '11
Broker Application	0.0%	0.0%	5.2%	8.7%	21.4%	15.5%	26.7%	37.1%	34.6%	52.4%	50.4%	54.1%	57.1%
Salesperson Application	0.0%	2.0%	5.2%	13.7%	37.1%	33.5%	38.5%	38.4%	47.2%	55.6%	55.9%	57.5%	61.5%
Broker Organization Applications	0.0%	0.0%	19.0%	14.5%	15.9%	13.8%	13.6%	13.5%	24.4%	21.2%	20.0%	21.0%	21.0%
Total Utilization - Applications	1.0%	1.9%	4.9%	13.3%	33.6%	29.2%	33.8%	36.6%	41.7%	53.1%	52.2%	53.6%	57.7%



Renewals	Sept '10	Oct '10	Nov '10	Dec '10	Jan '11	Feb '11	Mar '11	Apr '11	May '11	June '11	July '11	Aug '11	Sept '11
Broker Renewals	42.9%	51.6%	68.1%	68.4%	70.3%	88.8%	78.7%	77.8%	77.9%	84.4%	87.1%	84.4%	83.0%
Salesperson Renewal	58.5%	52.2%	66.1%	69.4%	72.0%	86.9%	87.5%	85.8%	90.4%	88.9%	90.0%	89.4%	86.9%
Broker Organization Renewal	34.9%	72.9%	85.7%	76.1%	91.8%	81.9%	76.2%	89.2%	80.2%	90.9%	81.5%	88.4%	88.4%
Professional Inspector Renewals	10.0%	17.7%	16.0%	41.3%	51.5%	59.3%	42.1%	43.5%	90.5%	74.5%	66.7%	90.0%	67.9%
Real Estate Inspector Renewals		14.3%		37.5%	28.6%	0.0%	66.7%	57.1%	100.0%	50.0%	100.0%	50.0%	50.0%
Apprentice Inspector Renewals				50.0%	100.0%		50.0%	33.3%	50.0%	50.0%		0.0%	0.0%
Easement ROW Business Renewals					42.9%	100.0%	100.0%	33.3%	54.5%		100.0%		
Easement ROW Individual Renewals	0.0%	24.0%	66.7%	82.8%	60.5%	85.5%	62.7%	66.7%	69.9%	77.1%	83.1%	80.6%	76.0%
Total Utilization - Renewals	54.4%	49.8%	65.3%	69.5%	70.8%	86.8%	83.3%	82.8%	86.9%	87.1%	89.1%	87.8%	85.7%



Staff & Support Services Division

Budget Status Report

September 2011

Expenditure Category	Budget FY2012	Expenditures as of 9/30/2011	Unexpended Budget Balance	Budget % Remaining 11/12 = 91.6%	Comments
Salaries & Wages	\$4,240,700	\$332,093	\$3,908,607	92.2%	
Employee Benefits	1,407,800	87,831	1,319,969	93.8%	Employee enrollment fee of \$42,400 not included in previously approved budget
Other Personnel Costs	136,200	10,304	125,896	92.4%	
Professional Fees & Services	238,800	5,114	233,686	97.9%	
Consumables	40,000	2,356	37,644	94.1%	
Utilities	12,000	809	11,191	93.3%	
Travel	58,700	1,489	57,211	97.5%	
Office Rent	462,200	229,155	233,045	50.4%	Lease requires two payments annually. The next one will be due March 1.
Equipment Rental	29,800	2,627	27,173	91.2%	Transferred \$10,000 budget from Other Operating Expenses.
Other Operating Expenses	612,300	29,790	582,510	95.1%	
Subtotal -Operations Expenditures	7,238,500	701,568	6,536,932	90.3%	
DPS Criminal History Background Checks	3,000	254	2,747	91.6%	
FBI Criminal History Background Checks	1,175,000	74,051	1,100,949	93.7%	
Texas Online	300,000	20,163	279,837	93.3%	
Contribution to General Revenue	720,000	0	720,000	100.0%	Not due until 8/31/11.
Subtotal - Nonoperational Expenditures	2,198,000	94,468	2,103,533	95.7%	
Total Expenditures	\$9,436,500	\$796,035	\$8,640,465	91.6%	

Revenue	FY2012 Projected	Revenue Collected as of 9/30/2011	Revenue Remaining to be Collected	Revenue % Remaining 11/12 = 91.6%	Comments
License Fees	\$8,284,460	\$541,540	\$7,742,920	93.5%	Fee Increase not effective until 11/1/11; renewals are lower in fall months
Criminal History Background Fees	1,175,000	74,051	1,100,949	93.7%	
TX Online	300,000	20,163	279,837	93.3%	
E-Newsletter	194,400	13,822	180,578	92.9%	
Total Revenue	\$9,953,860	\$649,576	\$9,304,284	93.5%	

Revenue Over/(Under) Expenditures & Transfers	\$517,360	(\$146,459)			
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Staff Services Division
Real Estate Recovery Trust Account No. 971 Investments
Current Securities
September 2011

Purchase Date	Par Value	Purchase Price	Beginning Market Value	Additions Changes	Ending Market Value	Accrued Interest	Description	Maturity Date
02/28/2007	100,000.00	99,750.00	101,085.90	(406.20)	100,679.70	1,500.00	U.S. T-Notes, 4.50%	11/30/2011
08/29/2007	200,000.00	205,000.00	204,375.00	(906.20)	203,468.80	1,218.75	U.S. T-Notes, 4.875%	02/15/2012
02/20/2009	200,000.00	222,000.00	206,921.80	(875.00)	206,046.80	3,166.67	U.S. T-Notes, 4.750%	05/31/2012
12/06/2007	100,000.00	104,750.00	104,031.30	(406.30)	103,625.00	546.88	U.S. T-Notes, 4.375%	08/15/2012
05/27/2008	100,000.00	101,062.50	104,070.30	(421.90)	103,648.40	1,125.00	U.S. T-Notes, 3.375%	11/30/2012
02/20/2009	200,000.00	219,250.00	210,718.80	(875.00)	209,843.80	968.75	U.S. T-Notes, 3.875%	02/15/2013
04/28/2010	200,000.00	217,625.00	215,781.20	(1,093.60)	214,687.60	1,062.50	U.S. T-Notes, 4.25%	08/15/2013
08/31/2010	200,000.00	221,375.00	218,343.80	(1,187.60)	217,156.20	1,000.00	U.S. T-Notes, 4.00%	02/15/2014
08/31/2010	100,000.00	112,406.25	111,531.30	(609.40)	110,921.90	531.25	U.S. T-Notes, 4.25%	08/15/2014
Totals	\$ 1,400,000.00	\$ 1,503,218.75	\$ 1,476,859.40	\$ (6,781.20)	\$ 1,470,078.20	\$ 11,119.80		

	Current Month	Cumulative Totals
Receipts:		
License's Remittances to Recovery Fund	\$ 13,190.00	\$ 6,474,000.08
Interest Realized	247.48	6,066,600.38
Repayments to Recovery Fund (Principal and Interest)	1,348.00	1,127,065.88
Administrative Penalties	11,442.43	907,254.99
Total Received	\$ 26,227.91	\$ 14,574,921.33
Disbursements:		
Investments Purchased (Offset by Matured Security)	\$ 0.00	1,503,218.75
Accrued Interest Purchased	0.00	0.00
Payments from Recovery Fund	70,980.79	12,278,913.16
Administrative Costs	91.10	14,754.06
Total Disbursed	\$ 71,071.89	\$ 13,796,885.97
Totals	(44,843.98)	778,035.36
	(Current Month)	
Reserved for Investment		0.00
Reserved for Potential Payments Within 90 Days		(600,000.00)
Balance		\$ 178,035.36

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

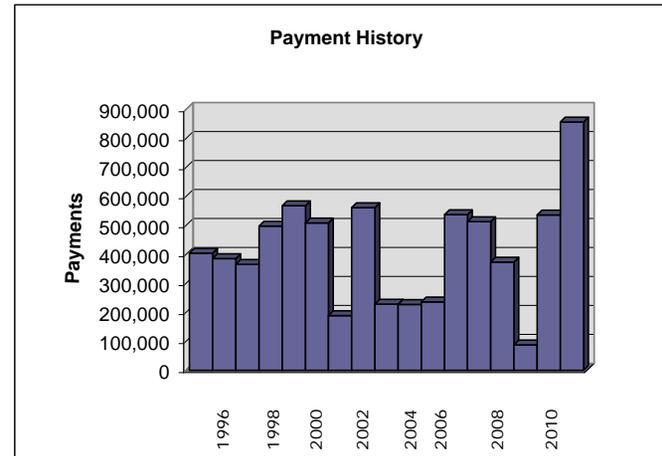
Real Estate Recovery Trust Account No. 971 Investments Payments and Repayments

September 2011

Month-Year	Payment Total	Repayment Total	Admin Penalties Total	Rider/Admin Disbursements	Payments FY2012-To-Date	Number of Payments
September 2010	35,610.61	0.00	4,158.33	0.00	0.00	0
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	0.00	0
January 2011	100,000.00	1,087.59	2,900.00	0.00	0.00	0
February 2011	132,678.68	1,207.12	3,616.00	0.00	0.00	0
March 2011	0.00	1,405.08	5,500.00	358.70	0.00	0
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
	927,823.82	19,997.69	79,313.32	821.07	70,980.79	4

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 600,000.00**



*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

September 2011

	Monthly Activity			Payment History		
	Beginning Balance	Current Month	Cumulative Totals	Fiscal Year	Number of Payments	Total Payments
Beginning Balance	\$ 603,730.54		\$ 603,730.54	1991	2	\$ 4,309.26
Receipts:				1992	0	0.00
Licensees' Remittances to Recovery Fund		\$ 1,800.00		1993	2	15,000.00
Interest Realized		159.86		1994	5	31,473.40
Repayments		41.00		1995	4	25,668.83
Administrative Penalties		0.00		1996	2	7,500.00
Total Received in Current Month		2,000.86	\$ 2,000.86	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		0.00	\$ 0.00	2002	2	15,000.00
Total			\$ 605,731.40	2003	1	7,500.00
Reserved for Payment within 90 Days			(12,500.00)	2004	4	32,523.96
Unobligated Fund Balance			\$ 593,231.40	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