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JB PRITZKERMARIO TRETO, JR.LAURIE MURPHYGovernorSecretaryDirector

Illinois Department of Financial & Professional Regulation, Division of Real Estate Real Estate Administration and Disciplinary Board OPEN Minutes

Date: May 12, 2022

Call to Order: 9:43 a.m. –Monica Gutierrez – Chairperson

Location: IDFPR – Division of Real Estate

Remotely via interactive webinar and/or telephonically because the

Governor of the State of Illinois has issued a disaster declaration related to public health concerns and an in-person meeting is not practical or prudent

because of the disaster described in that declaration, and because the Secretary of the Illinois Department of Financial and Professional Regulation has determined pursuant to the provisions of Section 7 of the Open Meetings Act that an in-person meeting is not practical or prudent

because of a disaster

Board Member(s) Present: Valerie Acosta, Loretta Alonzo-Deubel, Shirin Marvi, Carol Meinhart,

Michael Oldenettel, Nykea Pippion McGriff, Everett Ward, Norm

Willoughby

Board Member(s) Absent: Joe Castillo, Laura Ellis, Gaspar Flores Jr., Oralia Herrera, Joseph Nery,

Michael Prodehl

Division Staff Present: Adrienne Levatino – Associate General Counsel, Geetu Naik – Chief of

Prosecutions, Jeremy Reed – Chief of Licensing and Education, Hector Rodriguez – Chief of Audits and Investigations, Susan Sigourney – Board

Liaison Debra Malinowski - Board Liaison

Guest(s) Present: Larry Toban – Real Estate Institute, Rocky Esposito – AHI Real Estate,

Mike Fair – Your House Academy, Kirk Antkiewicz – Chicago Association

of Realtors, Kate Sax – Mainstreet Organization of Realtors, Wayne Paprocki – Real Estate Instructor, Edward Williams – Williams & Nickl

| Topic | Discussion | Action |
|-----------------------------|--|---|
| | Due to recent amendments to the Open Meetings Act, Chairperson Monica Gutierrez made the following statement at the READ's Board meeting: "This meeting is being conducted by audio or video conference without the physical presence of a quorum of the members because the Governor of the State of Illinois has issued a disaster declaration related to public health concerns and an in-person meeting is not practical or prudent because of the disaster described in that declaration. This meeting is further being conducted by audio or videoconference because the Secretary of the Illinois Department of Financial and Professional Regulation has determined pursuant to the provisions of Section 7 of the Open Meetings Act that an in-person meeting is not practical or prudent because of a disaster." | |
| Call to Order | Chairperson Monica Gutierrez opened the meeting. | The meeting was called to order at 9:43 am. |
| Approval of Open Minutes | The Board reviewed the Open Minutes from the April 14, 2022 Real Estate Administration and Disciplinary Board Meetings. | Motion made by Ward seconded by Oldenettel to approve the Open Minutes from the April 14, 2022 meeting. |
| Public Comments | There were no public comments. | |
| Licensing Report | The Licensing Report for activity conducted in April, 2022 was presented and discussed. A copy of the report is attached to and made a part of these minutes. Mr. Reed mentioned that on May 11 th and May 12 th 2022, the Illinois Association of Realtors had their Spring Conference & Expo in Collinsville, Illinois where Director Murphy, Deputy Director Johnson, and he manned a booth. Director Murphy also gave a presentation regarding the 2022 broker license renewal and virtual offices. | |
| | Mr. Reed reported that, Licensing has processed 46,536 real estate broker renewal applications which is approximately eighty percent. Of these, six thousand broker renewal applications were processed on April 30, 2022. Real Estate licensees may still renew their broker application online, with a late fee, until the end of May. If a licensee fails to renew their real estate broker license | |

| Topic | Discussion | Action |
|-------|--|--------|
| • | once the Department changes the license status to non-renewed, | |
| | the licensee will then be required to submit a paper reinstatement | |
| | application by mail. This information will also be on IDFPR's website. | |
| | website. | |
| | Mr. Reed mentioned that IDFPR's website address changed to www.idfpr.gov which is the first step improving IDFPR's online technology. | |
| | Mr. Reed mentioned that some of the initial real estate virtual office applications that the Department received did not meet the requirements. Therefore, the Department is working on having additional resources and communications to help clarify the virtual office requirements. | |
| | Mr. Reed mentioned that for the second month in a row, the managing broker national exam pass rate had an increase. Mr. Reed also mentioned that the Department will continue working with Director Murphy and other members of the senior staff to determine what options may be available to improve the managing broker national exam pass rate. | |
| | Mr. Antkiewicz inquired if the Department has any updates regarding continuing education audits. Mr. Reed reported that the "tool" that the Department uses to generate the audit report has been updated and is able to generate the report but not the letter that is sent to the licensee. Mr. Reed furthered mentioned that the Department expects to conduct the 2022 Real Estate Broker continuing education audit by mid-summer. The Department continues addressing how they will proceed with the continuing education audits for the prior renewal periods. | |
| | Mr. Willoughby mentioned that he received several inquiries from offices and a board if the Department can generate a report that lists the licensees that renewed or have not renewed. Mr. Reed mention that a quick and efficient way for an office/sponsoring broker to determine if a sponsored licensee has renewed is to go to IDFPR's website, click the license look up icon, then enter their office/sponsoring broker license number which will bring up the entire list of sponsored licenses with an expiration date. A real estate board may enter the following link to enter multiple license numbers: https://idfpr.illinois.gov/licenselookup/bulklookup.asp . An office/sponsoring brokers and real estate boards may also contact Mr. Reed to request a list of sponsored licenses/members that have renewed. | |

| Topic | Discussion | Action |
|-------------------------------------|---|--------|
| | Mr. Toban inquired what the first-time pass rate for managing broker was for the month of April. Mr. Reed mentioned that thirty-two percent passed the National portion; eighty-eight percent passed the State portion. | |
| | Mr. Tobin inquired if the Department sent notice, via email, to licensees informing them that they are now eligible to renew their real estate residential leasing agent license. Mr. Reed mentioned that notice should have been sent out the first of May and that he will investigate this matter. | |
| Education Report | The 2022 Education Report through the month of April was presented and distributed. A copy of the report is attached to and made a part of these minutes. | |
| Complaints Report | The 2022 Complaints Report through the month of April was presented and distributed. A copy of the report is attached to and made a part of these minutes. | |
| Audits Reports | The Audits Report for activity conducted in April, 2022 was presented and distributed. A copy of the report is attached to and made a part of these minutes. | |
| Investigations Report | The 2022 Investigations Report through the month of April was presented and distributed. A copy of the report is attached to and made a part of these minutes. | |
| | Mr. Rodriguez mentioned that John Rogers passed away on April 18, 2022. Mr. Rogers served for the State of Illinois for approximately thirty years and served as a real estate investigator for the past eight years. | |
| | Mr. Rodriguez mentioned that the Division now has six investigators and that he is working with Director Murphy to hire additional investigators. | |
| Prosecutions Report | The 2022 Prosecutions Report through the month of April was presented and distributed. A copy of the report is attached to and made a part of these minutes. | |
| | Ms. Naik mentioned that the two real estate prosecutors that started several months ago have jumped right in and have met several board members during informal conferences and/or formal hearings. | |
| Real Estate Recovery Fund Report | The Real Estate Recovery Fund Report for the 2022 Fiscal Year through April 2022 was presented and distributed. A copy of the | |

| Closed Session Valcric Acosta, yes Loretta Alonzo-Deubel, yes Shirin Marvi, yes Carol Meinhart, yes Michael Oldenettel, yes Nykea Pippion McGriff, yes Everett Ward, yes Norm Willoughby, yes The April 14, 2022 closed meeting minutes were reviewed by the Board. The Board reviewed the Consumer Complaints Review and Case File Review Committee's reports for: April 20, 2022 2 Cases Referred to Prosecutions 2 Cases Referred to Investigations 4 Complaints Recommended for Closure May 4, 2022 3 Cases for Closure by Prosecutions 6 Cases Referred to Prosecutions 7 Complaints Referred to Investigations 3 Cases for Closure by Prosecutions 6 Cases Referred to Prosecutions 7 Complaints Referred to Investigations 7 Complaints Referred to Prosecutions 8 Cases for Closure by Prosecutions 7 Complaints Referred to Investigations 6 Cases Referred to Prosecutions 7 Complaints Referred to Investigations 6 Cases Referred to Prosecutions 7 Complaints Referred to Investigations 6 Cases Referred to Prosecutions 7 Complaints Referred to Investigations 8 Complaints Referred to Investigations 9 Complaints Referred to Investigations 10 Complaints Referred to Investigations 11 Complaints Referred to Investigations 12 Cases Referred to Investigations 13 Cases for Closure by Prosecutions 14 Complaints Referred to Investigations 15 Complaints Referred to Investigations 16 Complaints Referred to Investigations | Topic | Discussion | Action |
|---|------------------------|---|---|
| Schedule | | report is attached to and made a part of these minutes. | |
| There was no old business discussed | | There are three formal hearings scheduled. | |
| Motion to go into Closed Session Roll Call Vote: Valerie Acosta, yes Loretta Alonzo-Deubel, yes Shirin Marvi, yes Carol Meinhart, yes Michael Oldenettel, yes Nykea Pippion McGriff, yes Everett Ward, yes Norm Willoughby, yes The April 14, 2022 closed meeting minutes were reviewed by the Board. The Board reviewed the Consumer Complaints Review and Case File Review Committee's reports for: April 20, 2022 2 Cases Recommended for Closure by Investigations 2 Cases for Closure by Prosecutions 8 Complaints Referred to Investigations 4 Complaints Referred to Investigations 6 Cases Referred to Prosecutions 7 Complaints Referred to Investigations 8 Complaints Referred to Investigations 9 Complaints Referred to Investigations 10 Cases for Closure by Prosecutions 11 Closed Session for purposes of reviewing Into Closure 12 A motion care for purposes of reviewing Into Closure 13 A motion care for purposes of reviewing Into Closure 14 A motion care for purposes of reviewing Into Closure Into Closure 15 A motion care for purposes of reviewing Into Closure Into Closure 16 A motion care for purposes of reviewing Into Closure Into | | There was no old business discussed. | |
| Closed Session Valeric Acosta, yes Loretta Alonzo-Deubel, yes Shirin Marvi, yes Carol Mcinhart, yes Michael Oldenettel, yes Nykea Pippion McGriff, yes Everett Ward, yes Norm Willoughby, yes The April 14, 2022 closed meeting minutes were reviewed by the Board. The Board reviewed the Consumer Complaints Review and Case File Review Committee's reports for: April 20, 2022 2 Cases Referred to Prosecutions 2 Cases Referred to Investigations 2 Cases Referred to Investigations 4 Complaints Recommended for Closure May 4, 2022 3 Cases for Closure by Prosecutions 6 Cases Referred to Prosecutions by Investigations 7 Complaints Referred to Investigations 7 Complaints Referred to Prosecutions 8 Cases Referred to Prosecutions 9 Cases Referred to Prosecutions 1 Complaints Referred to Investigations 1 Cases Referred to Prosecutions 2 Cases Referred to Prosecutions 3 Cases Referred to Prosecutions 4 Complaints Referred to Prosecutions 5 Complaints Referred to Prosecutions 6 Complaints Referred to Prosecutions 7 Complaints Referred to Prosecutions | New Business | There was no new business discussed | |
| Board. The Board reviewed the Consumer Complaints Review and Case File Review Committee's reports for: April 20, 2022 2 Cases Recommended for Closure by Investigations 2 Cases Referred to Prosecutions by Investigations 2 Cases for Closure by Prosecutions 8 Complaints Referred to Investigations 4 Complaints Recommended for Closure May 4, 2022 3 Cases for Closure by Prosecutions 6 Cases Referred to Prosecutions by Investigations 3 Cases for Closure by Prosecutions 7 Complaints Referred to Investigations 6 Complaints Referred to Investigations The Board deliberated on pending enforcement actions. | | Valerie Acosta, yes Loretta Alonzo-Deubel, yes Shirin Marvi, yes Carol Meinhart, yes Michael Oldenettel, yes Nykea Pippion McGriff, yes Everett Ward, yes | reviewing Closed Minutes and for deliberations pursuant to Section 2 (c) (4) and (15) of the Open Meetings Act at 10:00 a.m. Motion carried |
| | Closed Session | Board. The Board reviewed the Consumer Complaints Review and Case File Review Committee's reports for: April 20, 2022 2 Cases Recommended for Closure by Investigations 2 Cases Referred to Prosecutions by Investigations 2 Cases for Closure by Prosecutions 8 Complaints Referred to Investigations 4 Complaints Recommended for Closure May 4, 2022 3 Cases for Closure by Prosecutions 6 Cases Referred to Prosecutions by Investigations 3 Cases for Closure by Prosecutions 7 Complaints Referred to Investigations 6 Complaints Referred to Investigations 6 Complaints Recommended for Closure | |
| | Motion to go into Open | F. H. L. | A motion made by Willoughby seconded |

| Topic | Discussion | Action |
|---|--|--|
| Approval of April 14, 2022 Closed Minutes | | by Pippion McGriff, to go into Open Session at 11:13 a.m. Motion carried by roll call vote. Motion made by Ward, seconded by Meinhart to approve the April 14, 2022 Closed Minutes. Motion carried by roll call vote. |
| Recommendations | 1 Case was deliberated during Closed Session | |
| | IDFPR v. Ricky Davis Case #2016-04279 | The Board recommends to accept the Administrative Law Judge's recommendation to denied the petition for restoration. |
| The Board signed Findings of Facts, Conclusions of Law and Recommendations to | | IDFPR v. Ricky Davis Case #2016- 04279 |
| the Director | | Motion made Pippion McGriff seconded by Acosta to ratify the actions of Consumer Complaint Review (CCR) and Case File Review Committee (CRC) and to approve the Board's recommendations that includes Mike Oldenettel authorizing his electronic signature on the orders presented in Closed |

| Topic | Discussion | Action |
|-------------|--|---|
| | | Session. Motion carried by roll call vote. |
| Orders | 9 Consent and Non-Disciplinary Orders were reviewed and discussed in Closed Session. | The Board signed 9 Consent and Non- disciplinary Orders. |
| | The Board received a report that reflected that there was 6 final actions by the Director on Consent Orders previously signed by the Board. 2012-03462 Sereda Jacobs 2013-02015 Timothy Scannell 2020-01498 Crystal Dixon 2020-01498 Karen Pearson 2021-03353 David Marden 2022-01043 Kierra Daniels | |
| Adjournment | The next meeting is scheduled for June 9, 2022. | There being no further business to discuss motion made by Pippion McGriff, seconded by Alonzo-Duebel to adjourn at 11:16 a.m. Motion carried by roll call vote. |

LICENSE REPORT CALENDAR YEAR 2022

| AP | RI | L |
|----|----|---|
|----|----|---|

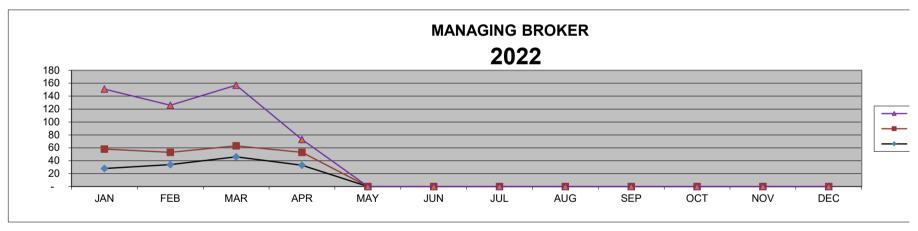
| PROFESSION SPONSOR CHG. INITIAL LIC. RE Managing Broker 63 33 Residential Leasing Agent 29 14 Real Estate Broker 770 494 RE Branch Office 10 7 Real Estate Broker Corporation 7 5 Real Estate Broker Partnership 0 0 RE Limited Liability Firm 2 14 RE Virtual Office 0 0 RE Education Provider 0 1 RE Pre-Lic Instructor 0 2 | RENEWALS ACTIVE 20 15,52 213 4,43 25,952 64,39 1 1,20 6 3,43 0 3 5 2,28 |
|---|---|
| Residential Leasing Agent 29 14 Real Estate Broker 770 494 RE Branch Office 10 7 Real Estate Broker Corporation 7 5 Real Estate Broker Partnership 0 0 RE Limited Liability Firm 2 14 RE Virtual Office 0 0 RE Education Provider 0 1 | 213 4,43 25,952 64,39 1 1,27 6 3,43 0 5 2,28 |
| Real Estate Broker 770 494 RE Branch Office 10 7 Real Estate Broker Corporation 7 5 Real Estate Broker Partnership 0 0 RE Limited Liability Firm 2 14 RE Virtual Office 0 0 RE Education Provider 0 1 | 25,952 64,39 1 1,2 6 3,43 0 5 2,28 |
| RE Branch Office 10 7 Real Estate Broker Corporation 7 5 Real Estate Broker Partnership 0 0 RE Limited Liability Firm 2 14 RE Virtual Office 0 0 RE Education Provider 0 1 | 1 1,2° 6 3,4° 0 5 5 2,2° |
| Real Estate Broker Corporation 7 5 Real Estate Broker Partnership 0 0 RE Limited Liability Firm 2 14 RE Virtual Office 0 0 RE Education Provider 0 1 | 6 3,43 0 3 5 2,28 |
| Real Estate Broker Partnership00RE Limited Liability Firm214RE Virtual Office00RE Education Provider01 | 0 3 5 2,28 |
| RE Limited Liability Firm 2 14 RE Virtual Office 0 0 RE Education Provider 0 1 | 5 2,28 |
| RE Virtual Office 0 0 RE Education Provider 0 1 | |
| RE Education Provider 0 1 | |
| | 0 |
| RE Pre-Lic Instructor 0 2 | 0 |
| | 0 29 |
| RE Pre-Lic Course 0 9 | 0 48 |
| RE CE Instructor 0 3 | 1 10 |
| Real Estate CE Course 0 14 | 0 59 |
| TOTAL 881 596 | 26,198 92,88 |

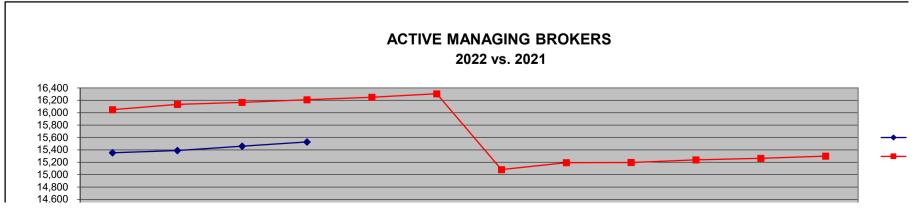
MANAGING BROKER 2022

| | JAN | 440 | MAR | APR | MAY | JUN | JUL | MG | SEP | oct. | MOA | DEC | $\overline{/}$ |
|--------------|--------|--------|--------|--------|-----|-----|-----|----|-----|------|-----|-----|----------------|
| INITIAL LIC. | 28 | 34 | 46 | 33 | | | | | | | | | 1 |
| RENEWALS | 30 | 19 | 17 | 20 | | | | | | | | | |
| SPONSOR CHG. | 93 | 73 | 94 | 20 | | | | | | | | | 1 |
| TOTAL ACTIVE | 15,353 | 15,390 | 15,460 | 15,528 | | | | | | | | | |

MANAGING BROKER 2021

| | JAN | 440 | MAR | APR | MAY | JUN | JUL | AUG | SER | oct | MON | DEC | $\overline{/}$ |
|--------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|----------------|
| INITIAL LIC. | 7 | 93 | 37 | 35 | 54 | 54 | 41 | 34 | 39 | 25 | 22 | 22 | |
| RENEWALS | 8 | 3,437 | 2,239 | 6,994 | 1,425 | 110 | 35 | 70 | 40 | 27 | 22 | 21 | |
| SPONSOR CHG. | 126 | 93 | 105 | 124 | 88 | 78 | 77 | 98 | 87 | 85 | 90 | 126 | |
| TOTAL ACTIVE | 16,048 | 16,134 | 16,168 | 16,209 | 16,251 | 16,306 | 15,081 | 15,194 | 15,196 | 15,239 | 15,263 | 15,299 | |



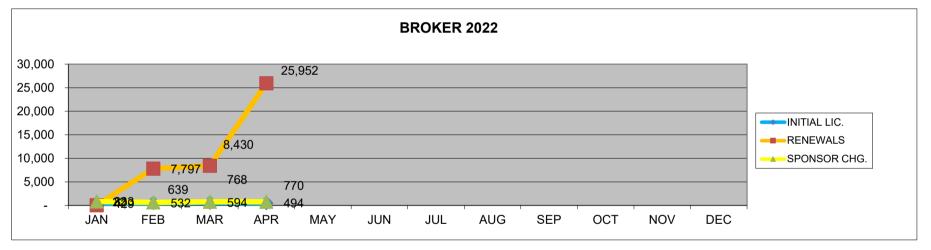


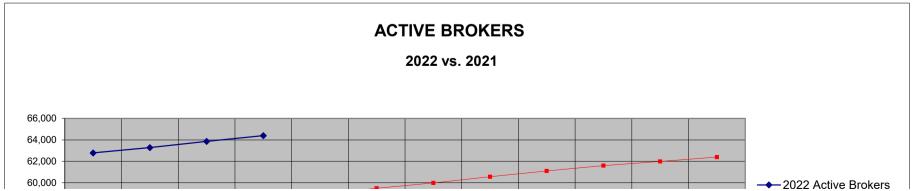
BROKER 2022

| | JAT | / K | MAR | NO. | ra ^r | JUPA | JUL | Mic | gl? | / oct | MON | / dec | $\overline{/}$ |
|--------------|--------|--------|--------|--------|-----------------|------|-----|-----|-----|-------|-----|-------|----------------|
| INITIAL LIC. | 429 | 532 | 594 | 494 | | | | | | | | | |
| RENEWALS | 22 | 7,797 | 8,430 | 25,952 | | | | | | | | | |
| SPONSOR CHG. | 833 | 639 | 768 | 770 | | | | | | | | | |
| TOTAL ACTIVE | 62,790 | 63,276 | 63,855 | 64,397 | | | | | | | | | |

BROKER 2021

| | JAN | , th | MAR | p.p.r | ra ^r | JUN | Jul | MC | gl? | oct | MON | SEC / | 7 |
|--------------|--------|--------|--------|--------|-----------------|--------|--------|--------|--------|--------|--------|--------|---|
| INITIAL LIC. | 492 | 484 | 654 | 644 | 623 | 558 | 498 | 623 | 534 | 575 | 455 | 440 | |
| RENEWALS | 239 | 174 | 150 | 231 | 75 | 61 | 32 | 38 | 21 | 19 | 17 | 19 | |
| SPONSOR CHG. | 926 | 668 | 697 | 670 | 569 | 508 | 516 | 604 | 619 | 676 | 607 | 1,057 | |
| TOTAL ACTIVE | 56,134 | 56,718 | 57,492 | 58,284 | 58,938 | 59,497 | 59,985 | 60,573 | 61,104 | 61,609 | 61,993 | 62,397 | |





RESIDENTIAL LEASING AGENT 2022

| | JAT ⁴ | / _{\$} \$\$ | MAR | p pp | MAY | JIP ⁴ | \ | / pJG | , gil | ∕ o ^c r | / _{KOY} | \\ \delta \text{fc} | $\overline{/}$ |
|--------------|------------------|----------------------|-------|-------|-----|------------------|---|-------|-------|--------------------|------------------|---------------------|----------------|
| INITIAL LIC. | 68 | 62 | 72 | 14 | | | | | | | | | |
| RENEWALS | 3 | 7 | 6 | 213 | | | | | | | | | |
| SPONSOR CHG. | 46 | 39 | 48 | 29 | | | | | | | | | |
| TOTAL ACTIVE | 4,314 | 4,361 | 4,419 | 4,432 | | | | | | | | | |

RESIDENTIAL LEASING AGENT 2021

| | JAN | / ¿\$\$ | MAG | p. R.P. | wa [*] | JUN | Ju. | Mic | gl ² | / oct | MON MON | SEC | $\overline{/}$ |
|--------------|-------|---------|-------|---------|-----------------|-------|-------|-------|-----------------|-------|---------|-------|----------------|
| INITIAL LIC. | 54 | 45 | 53 | 47 | 41 | 62 | 51 | 62 | 52 | 75 | 74 | 59 | |
| RENEWALS | 24 | 16 | 23 | 12 | 14 | 9 | 11 | 8 | 3 | 1 | 7 | 3 | |
| SPONSOR CHG. | 31 | 30 | 38 | 62 | 23 | 23 | 32 | 35 | 32 | 30 | 32 | 35 | 1 |
| TOTAL ACTIVE | 3,701 | 3,746 | 3,785 | 3,829 | 3,872 | 3,932 | 3,979 | 4,031 | 4,081 | 4,146 | 4,213 | 4,250 | |





| 261 | LICENSED COMMUNITY | | |
|----------------|--|-----------------|-----------------|
| | ASSOCIATION MANAGER | 1,752 | 1,771 |
| | Totals | 1,752 | 1,771 |
| | | | |
| License prefix | License Type | Active Licenses | Active Licenses |
| 450 | Licensed Home Inspector | 1,883 | 1,919 |
| 451 | Licensed Home Inspector Entity | 415 | 417 |
| 452 | Licensed Home Inspector Education Provider | 22 | 22 |
| 453 | Licensed Home Inspector Pre- License Course | 22 | 22 |
| 454 | Licensed Home Inspector CE Course | 105 | 105 |
| | Totals | 2,447 | 2,485 |

| Total Licenses 9,667 9,793 |
|----------------------------|
|----------------------------|

2022 Real Estate Examination Pass Rates - Pass Rate

| | | | | | | | | | | | | |
|------------------|-------------------|------|-------|------|---------|----|---------|---|--------|---|------|---------------------------------------|
| | | JAN | / 4th | MAR | No Park | MA | ·/ 1/17 | | b / 65 | ? | 1/40 | \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ |
| Managing Broker | First Time | 13% | 5% | 22% | 32% | | | | | | | |
| National | Repeat | 26% | 33% | 28% | 22% | | | | | | | |
| National | Total Test Takers | 88 | 86 | 121 | 136 | | | | | | | |
| Managing Broker | First Time | 86% | 69% | 76% | 88% | | | | | | | |
| State | Repeat | 80% | 67% | 89% | 67% | | | | | | | |
| State | Total Test Takers | 47 | 45 | 73 | 73 | | | | | | | |
| Managing Broker | First Time | 60% | 82% | 50% | 100% | | | | | | | |
| Reciprocity Exam | Repeat | 0% | 100% | 0% | 0% | | | | | | | |
| Reciprocity Exam | Total Test Takers | 5 | 12 | 8 | 5 | | | | | | | |
| | | | | | | | | | | | | |
| Broker | First Time | 46% | 42% | 44% | 45% | | | | | | | |
| National | Repeat | 35% | 44% | 33% | 29% | | | | | | | |
| reacional | Total Test Takers | 1026 | 1127 | 1386 | 1357 | | | | | | | |
| Broker | First Time | 52% | 55% | 59% | 59% | | | | | | | |
| State | Repeat | 47% | 44% | 48% | 45% | | | | | | | |
| Otato | Total Test Takers | 853 | 962 | 1156 | 1126 | | | | | | | |
| Broker | First Time | 38% | 58% | 64% | 64% | | | | | | | |
| Reciprocity Exam | Repeat | 13% | 44% | 33% | 50% | | | | | | | |
| reciprocity Exam | Total Test Takers | 65 | 69 | 85 | 90 | | | | | | | |
| | | | • | • | • | • | • | • | | • | • | • |
| Leasing Agent | First Time | 52% | 58% | 47% | 42% | | | | | | | |
| National | Repeat | 44% | 56% | 48% | 34% | | | | | | | |
| Hational | Total Test Takers | 140 | 131 | 134 | 121 | | | | | | | |

2021 Real Estate Examination Pass Rates - Pass Rate

| | JAN | / th | MAR | P.P. | MAZ | JUN | JIV. | MIC | | /oc^ | , MON | African African |
|---------------------|------|------|------|------|------|------|------|------|------|------|-------|-----------------|
| Managing Broker | 39% | 45% | 37% | 41% | 43% | 30% | 43% | 38% | 26% | 32% | 52% | 54% |
| First Timers | 63% | 60% | 65% | 63% | 61% | 50% | 58% | 47% | 40% | 50% | 58% | 56% |
| Repeaters | 6% | 5% | 0% | 13% | 13% | 6% | 11% | 20% | 7% | 26% | 32% | 44% |
| Total Number Tested | 80 | 75 | 83 | 75 | 65 | 80 | 54 | 64 | 68 | 63 | 55 | 46 |
| | | | | | | | | | | | | |
| Broker | 45% | 44% | 45% | 41% | 41% | 41% | 40% | 37% | 36% | 36% | 44% | 46% |
| First Timers | 52% | 51% | 53% | 48% | 47% | 45% | 45% | 42% | 41% | 42% | 43% | 49% |
| Repeaters | 37% | 36% | 34% | 33% | 34% | 35% | 33% | 32% | 32% | 39% | 42% | 40% |
| Total Number Tested | 1512 | 1470 | 1658 | 1608 | 1373 | 1352 | 1260 | 1197 | 1143 | 1033 | 969 | 939 |
| | | | | | | | | | | | | |
| Leasing Agent | 49% | 51% | 45% | 59% | 56% | 56% | 48% | 52% | 52% | 49% | 56% | 52% |
| First Timers | 54% | 56% | 55% | 65% | 66% | 59% | 49% | 55% | 53% | 52% | 57% | 55% |
| Repeaters | 43% | 41% | 33% | 49% | 41% | 51% | 48% | 49% | 51% | 47% | 50% | 48% |
| Total Number Tested | 129 | 119 | 133 | 165 | 133 | 144 | 120 | 145 | 126 | 130 | 81 | 67 |

2020 Real Estate Examination Pass Rates - Pass Rate

| | JAN | / 4 ¹ /2 | MAR | APR | MAY | JUP | JUL | MG | SEP. | \s ⁽¹) | 10 ¹ | Off, |
|-------------------------------|------------|---------------------|------------|-----------|------------|------------|------------|------------|-------------|--------------------|-----------------|-------------|
| Managing Broker | 41% | 47% | 54% | 33% | 40% | 39% | 36% | 48% | 47% | 56% | 45% | 35% |
| Total Number Tested | 78 | 92 | 71 | 9 | 30 | 54 | 59 | 66 | 87 | 85 | 60 | 92 |
| | | | | | | | | | | | | |
| Broker | 46% | 47% | 50% | 49% | 57% | 55% | 50% | 50% | 48% | 45% | 43% | 46% |
| Broker Total Number Tested | 46% 935 | 47% 961 | 50% 613 | 49% 41 | 57% 315 | 55% 800 | 50% 850 | 50% 953 | 48% 1136 | 45% 1511 | 43% 1212 | 46% 1656 |
| | | | | | | | | | | | | |
| | | | 613 | | | | | | | | | |

Division of Real Estate

2018 Education Report

DRE Education's Pipeline

| 2018 Education | Report | | | | | DKE E | Jenne | |
|--------------------------|---|---|--|---------------------------------|---|----------------------------------|-------------------------|-----------------------------|
| 2022 | (512) Pre-License Instructors Licensed | (513) Pre-License Courses Licensed | (563) CE Instructors Licensed | (564) CE Courses Licensed | (515) Education Providers Licensed | Total # of Licenses Issued | # in Process | Pending Provider Info |
| January | 0 | 16 | 3 | 14 | 2 | 35 | 22 | 22 |
| February | 3 | 1 | 3 | 9 | 0 | 16 | 28 | 28 |
| March | 3 | 0 | 0 | 1 | 0 | 4 | 12 | 12 |
| April | 2 | 9 | 3 | 14 | 1 | 29 | 8 | 8 |
| May | | | | | | 0 | | |
| June | | | | | | 0 | | |
| July | | | | | | 0 | | |
| August | | | | | | 0 | | |
| September | | | | | | 0 | | |
| October | | | | | | 0 | | |
| November | | | | | | 0 | | |
| December | | | | | | 0 | | |
| YTD Total | 8 | 26 | 9 | 38 | 3 | 84 | | |
| | 512 | 513 | 563 | 564 | 515 | | | |
| Total Active Licenses | 247 | 472 | 156 | 571 | 67 | | iane Gree ite Chandl | |

April 2022 Complaint Report

| | 1 | Navy DE Camadainte | T. | 1 |
|-----------|-------------------|-------------------------------|----------------------|-------------------|
| | | New RE Complaints Assigned To | Complaints Closed At | RE Matters Closed |
| Column1 | New RE Complaints | Investigations | Intake Review | At CCR |
| January | 42 | 19 | 9 | 14 |
| February | 33 | 21 | 3 | 9 |
| March | 43 | 25 | 5 | 13 |
| April | 30 | 13 | 9 | 8 |
| May | 0 | | | |
| June | 0 | | | |
| July | 0 | | | |
| August | 0 | | | |
| September | 0 | | | |
| October | 0 | | | |
| November | 0 | | | |
| December | 0 | | | |
| Total | 148 | 78 | 26 | 44 |
| | | | | |

MONTHLY AUDIT REPORT READ Board – May 12, 2022

Licensees that have not yet had an audit in the Chicago Area region are continuing to be assigned to the non-Chicago Area Region examiners. In the effort to accelerate the number of audits to be conducted, *Brokerage Verification Reports* are being mailed to these licensees. This report allows the examiner to assess the level of activity of the licensee then complete the audit process by mail or schedule an on-site audit. From the total number of first audits closed in April, 41 files were in this region.

FIRST AUDITS COMPLETED

RESOLUTION TYPE: BROKERAGE VERIFICATION REPORT - NOT PRACTICING

TOTAL COMPLETED: 20

An audit conducted by mail and the licensee has not performed licensed real estate activity within the past three years.

RESOLUTION TYPE: BROKERAGE VERIFICATION REPORT - PRACTICING

TOTAL COMPLETED: 12

An audit conducted by mail and the licensee has performed licensed real estate activity within the past three years.

RESOLUTION TYPE: INSPECTED - NOT PRACTICING

TOTAL COMPLETED: 0

An on-site audit has been conducted and the licensee has not performed licensed real estate activity within the past three years.

RESOLUTION TYPE: INSPECTED - PRACTICING

TOTAL COMPLETED: 0

An on-site audit has been conducted and the licensee has performed licensed real estate activity within the past three years.

RESOLUTION TYPE: NOT INSPECTED

TOTAL CLOSED: 0

This category is comprised of licensees not requiring an audit. This includes licensees that are out-of-state residents, deceased licensees, companies that are out of business (or license status has become "inactive") or change of sponsorship.

RESOLUTION TYPE: REFERRED TO SUPERVISOR

TOTAL CLOSED: 9

This category is comprised of licensees that have either not responded to a *Brokerage Verification Report* after two attempts from the examiner or has failed to appear for the scheduled on-site audit after two attempts.

RESOLUTION TYPE: SUPERVISOR REFERRAL TO PROSECUTION

TOTAL CLOSED: 0

This category is comprised of licensees that have not responded to a *Brokerage Verification Report* after three attempts from the supervisor. In these instances, the licensee has either failed to notify IDFPR of their correct address or failed to respond.

FOLLOW-UP AUDITS COMPLETED BY EXAMINER

First audits conducted wherein violations have been found are required to show compliance. Completed in April:

RESOLUTION TYPE: IN COMPLIANCE

TOTAL COMPLETED: 10

RESOLUTION TYPE: ACKNOWLEDGEMENT PAGE ONLY

TOTAL COMPLETED: 1

AUDITS REFERRED TO SUPERVISOR - CLOSED

Licensees with remaining issues after an initial audit and follow-up or licensees that are unresponsive are referred to supervisor for review and further action. Completed in April:

RESOLUTION TYPE: ISSUES RESOLVED

TOTAL COMPLETED: 3

RESOLUTION TYPE: OUT-OF-STATE LICENSEE

TOTAL COMPLETED: 1

RESOLUTION TYPE: REFERRED TO PROSECUTIONS

TOTAL COMPLETED: 1

RESOLUTION TYPE: RETURNED TO EXAMINER WITH INSTRUCTION

TOTAL COMPLETED: 1

April 2022 Investigations Report

| | | | | | | | | , | • | | |
|-----------|---------------------------|-----------|---------------------------------|----|------------------------------|------------------------------|-------------------------------|-------------------------------|--|---------------------------------|--------------------|
| Column1 | Pending/Op en RE Cases | CRC/ READ | RE Cases 3 months or less | | RE Cases Over 6 months | RE Cases over 9 months | RE Cases over 12 months | RE Cases Over 24 months | New Assigned to Investigations RE Cases Received | RE Cases Referred to Pros | RE Cases Closed |
| January | 461 | 8 | 16 | 41 | 65 | 54 | 106 | 179 | 12 | 0 | 3 |
| February | 470 | 5 | 22 | 33 | 74 | 52 | 105 | 184 | 16 | 1 | 6 |
| March | 492 | 5 | 36 | 33 | 64 | 55 | 113 | 191 | 27 | 3 | 2 |
| April | 504 | 13 | 22 | 53 | 58 | 46 | 130 | 195 | 17 | 2 | 3 |
| May | | | | | | | | | | | |
| June | | | | | | | | | | | |
| July | | | | | | | | | | | |
| August | | | | | | | | | | | |
| September | | | | | | | | | | | |
| October | | | | | | | | | | | |
| November | | | | | | | | | | | |
| December | | | | | | | | | | | |
| Total | | | | | | | | | 72 | 6 | 14 |
| | | | | | | | | | | | |

April 2022 Prosecutions Report

| Column1 | Pending/Open RE Cases | | RE Cases over 3 months | RE Cases over 6 months | RE Cases Over 9 months | Over 12 | over 24 | New RE Cases Rec'd | Complaints filed | Informal Conferences held | Formal Hearings held | RE Cases Closed | | Ü | CLOSED: CE Memo | Closed: | | CLOSED: Non-Disc Order | CLOSED: Income tax | | Motion for Rehearing filed |
|-----------|--------------------------|----|------------------------------|------------------------------|------------------------------|---------|---------|-----------------------|---------------------|---------------------------------|-------------------------|--------------------|----|---|--------------------|---------|----|------------------------------|-----------------------|---|----------------------------------|
| January | 173 | 80 | 51 | 13 | 6 | 12 | 11 | 21 | 4 | 0 | 0 | 72 | 6 | 1 | 0 | 4 | 3 | 1 | 57 | 0 | 0 |
| February | 113 | 28 | 38 | 22 | 3 | 10 | 12 | 21 | 3 | 2 | 1 | 81 | 9 | 1 | 0 | 2 | 5 | 1 | 63 | 0 | 0 |
| March | 107 | 42 | 14 | 26 | 5 | 10 | 10 | 30 | 6 | 3 | 0 | 36 | 6 | 0 | 0 | 0 | 2 | 2 | 25 | 0 | 1 |
| April | 115 | 49 | 16 | 22 | 8 | 10 | 10 | 36 | 4 | 0 | 3 | 28 | 4 | 0 | 0 | 1 | 4 | 1 | 17 | 1 | 0 |
| May | | | | | | | | | | | | 0 | | | | | | | | | |
| June | | | | | | | | | | | | 0 | | | | | | | | | |
| July | | | | | | | | | | | | 0 | | | | | | | | | |
| August | | | | | | | | | | | | 0 | | | | | | | | | |
| September | | | | | | | | | | | | 0 | | | | | | | | | |
| October | | | | | | | | | | | | 0 | | | | | | | | | |
| November | | | | | | | | | | | | 0 | | | | | | | | | |
| December | | | | | | | | · | | | | 0 | | | | | | | | | |
| Total | | | | | | | | 108 | 17 | 5 | 4 | 217 | 25 | 2 | 0 | 7 | 14 | 5 | 162 | 1 | 1 |
| | | | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | 0 | | | | | | | | | |

Real Estate Recovery Fund

| FY2021 | Beginning Balance | Revenue | Interest | Transfers In | | Expenditures | Transfers Out | Sweeps/Borrowing | Ending Balance |
|-------------------|-------------------|-----------------|----------|--------------|---|----------------|---------------|------------------|-----------------|
| July | \$1,468,634.59 | \$13,730.34 | | | | | | | \$ 1,482,364.93 |
| August | \$1,482,364.93 | \$11,579.01 | | | - | (\$5,752.85) | | | \$ 1,488,191.09 |
| September | \$1,488,191.09 | \$20,478.60 | | | - | | | | \$ 1,508,669.69 |
| October | \$1,508,669.69 | \$30,375.29 | | | - | | | | \$ 1,539,044.98 |
| November | \$1,539,044.98 | | | | | | | | \$ 1,539,044.98 |
| December | \$1,539,044.98 | \$2,835.00 | | | - | | | | \$ 1,541,879.98 |
| January | \$1,541,879.98 | \$350,509.42 | | | - | | | | \$ 1,892,389.40 |
| February | \$1,892,389.40 | \$18,756.83 | | | - | | | | \$ 1,911,146.23 |
| March | \$1,911,146.23 | \$1,000,717.88 | | | - | | | | \$ 2,911,864.11 |
| April | \$2,911,864.11 | | | | - | (\$75,000.00) | | | \$ 2,836,864.11 |
| May | | | | | - | | | | \$ - |
| June | | | | | - | | | | \$ - |
| Total | | \$ 1,448,982.37 | \$ - | \$ - | | \$ (80,752.85) | \$ - | \$ - | |
| | | | | | | | | | |
| * Statutory Trans | sfers | | | | | | | | |