



IDFPR

Illinois Department of Financial and Professional Regulation

Division of Real Estate

www.idfpr.com

JB PRITZKER
Governor

MARIO TRETO, JR.
Secretary

LAURIE MURPHY
Director

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

Date: October 13, 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, Gaspar Flores Jr., Oralia Herrera, Carol Meinhart, Nykea Pippion McGriff, Michael Oldenettel

Board Member(s) Absent: Joe Castillo, Laura Ellis, Shirin Marvi, Joseph Nery, Norm Willoughby

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, Jennifer Rossiter Moreno - Policy Manager, Susan Sigourney – Board Liaison, Debra Malinowski - Board Liaison

Guest(s) Present: Larry Toban – Real Estate Institute, Mike Fair – Your House Academy, Sharon Halperin – Oak Park Area Association of Realtors, Kirk Antkiewicz – Chicago Association of Realtors, Kate Sax – Mainstreet Organization of Realtors, Dave Naso – Chicago Association of Realtors, Craig Capilla – Franklin Law Group, Wayne Paprocki – Real Estate Instructor, Leo Schwartz – Chicago Association of Realtors

Topic	Discussion	Action
	<p>Due to recent amendments to the Open Meetings Act, Chairperson Monica Gutierrez made the following statement at the READ's Board meeting:</p> <p>"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."</p>	
Call to Order	<p>Chairperson Monica Gutierrez called the meeting to order. Upon taking a roll call, the Chairperson determined that a quorum of Board Members was not present and that, therefore, the Board would not take any substantive action.</p>	<p>The meeting was called to order at 9:43 am.</p>
Public Comments	<p>Ms. Levatino introduced Jennifer Rossiter Moreno, as the new assistant to Director Murphy and Deputy Director Johnson. Ms. Rossiter Moreno gave a brief bio of her professional background.</p> <p>Mr. Paprocki mentioned that he is receiving inquiries from managing brokers that licensees are not complying with advertising requirements and does the Department have any guidelines to enforce this matter. Ms. Levatino mentioned that the Department relies on consumers and/or licensees to submit complaints against licensees violating the Real Estate Licensing Act/Rules. There were additional comments made regarding this matter.</p>	
Licensing Report	<p>The Licensing Report for activity conducted in September, 2022 was presented and discussed. A copy of the report is attached to and made a part of these minutes.</p> <p>Mr. Reed mentioned that the Real Estate Entities' licensees are in the final weeks of their renewal cycle and encourages Real Estate Entities to renew before the last week in October. Mr. Reed further mentioned that if anyone have issues in renewing an entity license to contact the Department, via email, at FPR.realestate@illinois.gov.</p>	

Topic	Discussion	Action
	Mr. Reed mentioned that the Department had individuals from Illinois that attended PSI's second half of the job analysis that worked on updating the national portion for the managing broker and broker exam.	
Education Report	The 2022 Education Report through the month of September 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 September 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 September, 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 September was presented and distributed. A copy of the report is attached to and made a part of these minutes.	
Prosecutions Report	The 2022 Prosecutions Report through the month of August 2022 was presented and distributed. A copy of the report is attached to and made a part of these minutes.	
Real Estate Recovery Fund Report	The Real Estate Recovery Fund Report for the 2022 Fiscal Year through September 2022 was presented and distributed. A copy of the report is attached to and made a part of these minutes.	
Formal Hearing Schedule	There are three formal hearings scheduled.	
Old Business	There was no old business discussed.	
New Business Proposed 2023 READ Scheduled	The Board reviewed and discussed the proposed 2023 READ Board Scheduled. Mr. Oldenettel mentioned that there was a conflict for the May READ Board Meeting date. Chairperson Gutierrez will review this and make the modifications.	

Topic	Discussion	Action
Open Meeting Act Training	Ms. Levatino asked the Board to complete the online Open Meeting Act Training pursuant to a statutory requirement. The Board Members received an email that provided a link that directed them to the online training but after providing them the link, the Department discovered that there were technical problems. Ms. Levatino further mentioned that the Board Members will receive another email with added instructions to assist the completion for this online training.	
Adjournment	The next meeting is scheduled for November 17, 2022.	

**LICENSE REPORT
CALENDAR YEAR 2022**

September

PROFESSION	SPONSOR CHG.	INITIAL LIC.	RENEWALS	ACTIVE
RE Managing Broker	80	13	7	15,654
Residential Leasing Agent	43	58	39	2,436
Real Estate Broker	759	314	98	63,202
RE Branch Office	13	8	104	1,240
Real Estate Broker Corporation	3	5	346	3,470
Real Estate Broker Partnership	0	0	3	29
RE Limited Liability Firm	3	14	257	2,361
RE Virtual Office	0	3	0	3
RE Education Provider	0	0	0	70
RE Pre-Lic Instructor	0	2	0	269
RE Pre-Lic Course	0	5	0	494
RE CE Instructor	0	3	1	176
Real Estate CE Course	0	17	0	649
TOTAL	901	442	855	90,053

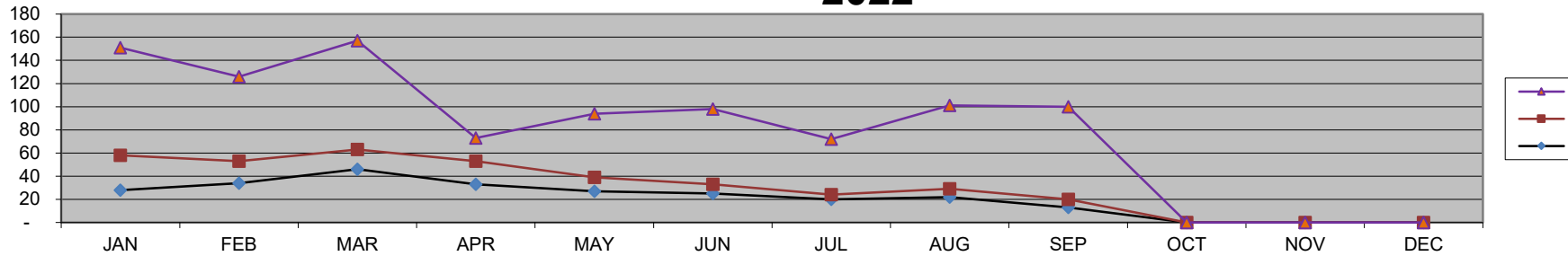
MANAGING BROKER 2022

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
INITIAL LIC.	28	34	46	33	27	25	20	22	13			
RENEWALS	30	19	17	20	12	8	4	7	7			
SPONSOR CHG.	93	73	94	20	55	65	48	72	80			
TOTAL ACTIVE	15,353	15,390	15,460	15,528	15,567	15,596	15,620	15,638	15,654			

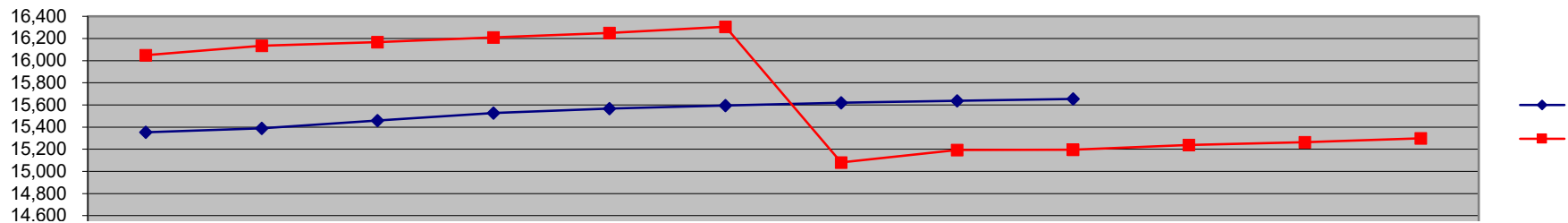
MANAGING BROKER 2021

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
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

MANAGING BROKER 2022



ACTIVE MANAGING BROKERS 2022 vs. 2021



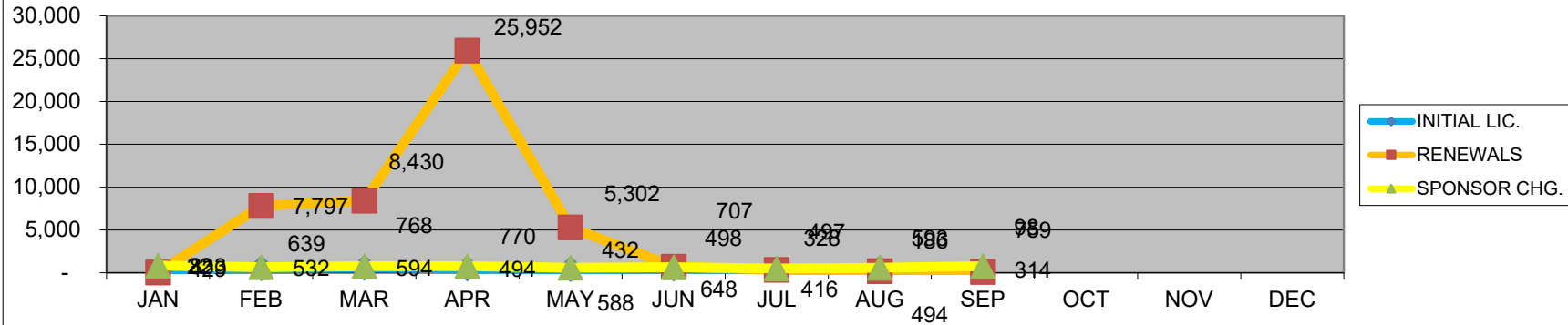
BROKER 2022

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
INITIAL LIC.	429	532	594	494	432	498	416	494	314			
RENEWALS	22	7,797	8,430	25,952	5,302	707	328	186	98			
SPONSOR CHG.	833	639	768	770	588	648	497	593	759			
TOTAL ACTIVE	62,790	63,276	63,855	64,397	64,852	61,597	62,333	62,802	63,202			

BROKER 2021

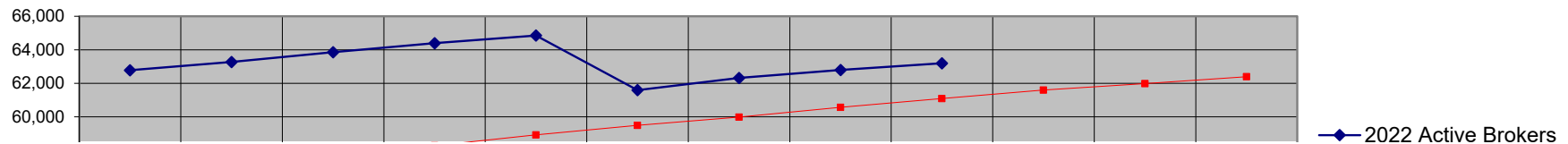
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
INITIAL LIC.	492	484	654	644	623	558	498	623	534	575	455	440
RENEWALS	239	174	150	231	75	61	32	38	21	19	17	19
SPONSOR CHG.	926	668	697	670	569	508	516	604	619	676	607	1,057
TOTAL ACTIVE	56,134	56,718	57,492	58,284	58,938	59,497	59,985	60,573	61,104	61,609	61,993	62,397

BROKER 2022



ACTIVE BROKERS

2022 vs. 2021



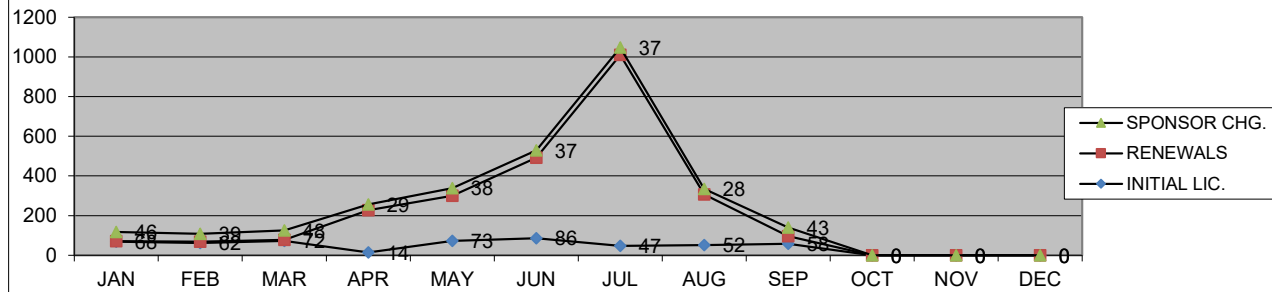
RESIDENTIAL LEASING AGENT 2022

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
INITIAL LIC.	68	62	72	14	73	86	47	52	58			
RENEWALS	3	7	6	213	227	406	963	255	39			
SPONSOR CHG.	46	39	48	29	38	37	37	28	43			
TOTAL ACTIVE	4,314	4,361	4,419	4,432	4,509	4,594	4,615	4,666	2,436			

RESIDENTIAL LEASING AGENT 2021

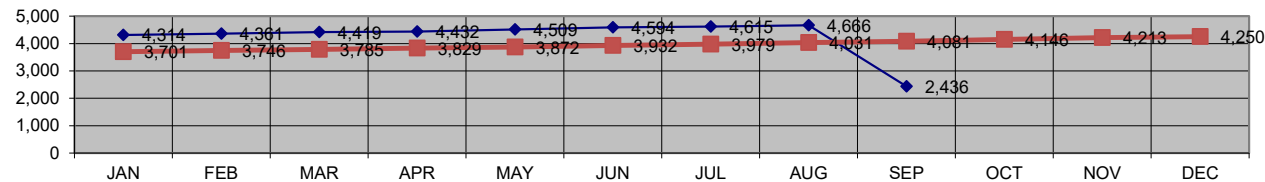
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
INITIAL LIC.	54	45	53	47	41	62	51	62	52	75	74	59
RENEWALS	24	16	23	12	14	9	11	8	3	1	7	3
SPONSOR CHG.	31	30	38	62	23	23	32	35	32	30	32	35
TOTAL ACTIVE	3,701	3,746	3,785	3,829	3,872	3,932	3,979	4,031	4,081	4,146	4,213	4,250

LEASING AGENT 2022



ACTIVE RESIDENTIAL LEASING AGENTS

2022 vs. 2021



as of...

7/31/2022

8/31/2022

License prefix	License Type	Active Licenses	Active Licenses
440	Licensed Auctioneer	286	286
441	Licensed Auctioneer	751	158
444	Licensed Auction Firm	187	187
445	Licensed Auction CE School	5	5
446	Licensed Auction CE Course	46	48
Totals		1,275	1,284

License prefix	License Type	Active Licenses	Active Licenses
553	Certified General Real Estate Appraiser	1,360	1,363
555	Licensed Appraiser Education Provider	19	19
556	Certified Residential Real Estate Appraiser	1,813	1,818
557	Associate Real Estate Trainee Appraiser	425	434
558	Appraisal Management Company	163	158
572	Temporary Practice Real Estate Appraiser	65	69
573	Licensed Appraiser Pre-Lic Course	111	113
575	Licensed Appraiser CE Course	406	414
Totals		4,362	4,388

License prefix	License Type	Active Licenses	Active Licenses
261	LICENSED COMMUNITY ASSOCIATION MANAGER	1,822	1,839
Totals		1,822	1,839

License prefix	License Type	Active Licenses	Active Licenses
450	Licensed Home Inspector	1,987	1,994
451	Licensed Home Inspector Entity	425	426
452	Licensed Home Inspector Education Provider	24	24
453	Licensed Home Inspector Pre-License Course	24	24
454	Licensed Home Inspector CE Course	110	121
Totals		2,570	2,589

Total Licenses	10,029	10,100
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2022 Real Estate Examination Pass Rates - Pass Rate

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Managing Broker National	First Time	13%	5%	22%	32%	19%	14%	27%	17%				
	Repeat	26%	33%	28%	22%	23%	18%	19%	41%				
	Total Test Takers	88	86	121	136	50	59	70	67				
Managing Broker State	First Time	86%	69%	76%	88%	93%	79%	71%	74%				
	Repeat	80%	67%	89%	67%	100%	50%	60%	33%				
	Total Test Takers	47	45	73	73	29	30	32	39				
Managing Broker Reciprocity Exam	First Time	60%	82%	50%	100%	0%	67%	100%	0%				
	Repeat	0%	100%	0%	0%	0%	0%	0%	0%				
	Total Test Takers	5	12	8	5	4	4	2	2				
Broker National	First Time	46%	42%	44%	45%	43%	42%	42%	46%				
	Repeat	35%	44%	33%	29%	33%	29%	30%	26%				
	Total Test Takers	1026	1127	1386	1357	1186	1106	1058	1069				
Broker State	First Time	52%	55%	59%	59%	57%	54%	56%	59%				
	Repeat	47%	44%	48%	45%	41%	40%	43%	41%				
	Total Test Takers	853	962	1156	1126	988	946	876	897				
Broker Reciprocity Exam	First Time	38%	58%	64%	64%	66%	75%	38%	67%				
	Repeat	13%	44%	33%	50%	30%	25%	50%	50%				
	Total Test Takers	65	69	85	90	72	48	31	59				
Leasing Agent National	First Time	52%	58%	47%	42%	48%	45%	42%	41%				
	Repeat	44%	56%	48%	34%	45%	50%	35%	56%				
	Total Test Takers	140	131	134	121	125	116	132	142				

2021 Real Estate Examination Pass Rates - Pass Rate

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
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	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
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%
Total Number Tested	935	961	613	41	315	800	850	953	1136	1511	1212	1656
Leasing Agent	52%	54%	43%	60%	60%	42%	51%	54%	55%	53%	53%	50%
Total Number Tested	151	122	92	5	47	90	142	123	128	207	117	151

Division of Real Estate
2018 Education Report

DRE Education's Pipeline

2022	(512)	(513)	(563)	(564)	(515)	DRE Education's Pipeline		
	Pre-License Instructors Licensed	Pre-License Courses Licensed	CE Instructors Licensed	CE Courses Licensed	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	2	1	0	6	0	9	16	16
June	2	4	1	4	0	11	16	16
July	3	1	2	15	1	22	18	18
August	4	1	1	13	1	20	26	26
September	2	5	3	17	0	27	13	13
October						0		
November						0		
December						0		
YTD Total	21	38	16	93	5	173		
	512	513	563	564	515			
Total Active Licenses	269	494	176	649	70	Diane Green Nate Chandler		

August 2022
Complaint Report

Column1	New RE Complaints	New RE Complaints Assigned To Investigations	Complaints Closed At Intake Review	RE Matters Closed At CCR
January	42	19	9	14
February	33	21	3	9
March	43	25	5	13
April	30	13	9	8
May	35	24	7	4
June	55	37	12	6
July	35	8	9	18
August	39	21	8	10
September	40	18	7	15
October	0			
November	0			
December	0			
Total	352	186	69	97

MONTHLY EXAMINATIONS REPORT
READ Board – October 13, 2022

Licenses that have not yet had an examination 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 examinations 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 examination process by mail or schedule an on-site review. From the total number of initial examinations closed in September, 35 files were in this region.

INITIAL EXAMINATIONS COMPLETED

RESOLUTION TYPE: BROKERAGE VERIFICATION REPORT – NOT PRACTICING
TOTAL COMPLETED: 13

An examination 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: 16

An examination 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 examination 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 examination has been conducted and the licensee has performed licensed real estate activity within the past three years.

RESOLUTION TYPE: NOT INSPECTED
TOTAL CLOSED: 4

This category is comprised of licensees not requiring a complete examination. 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: 2

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 examination 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 EXAMINATIONS COMPLETED BY EXAMINER

Initial examinations conducted wherein violations have been found are required to show compliance. Completed in September:

RESOLUTION TYPE: IN COMPLIANCE
TOTAL COMPLETED: 7

RESOLUTION TYPE: REFERRED TO SUPERVISOR
TOTAL COMPLETED: 1

EXAMINATIONS REFERRED TO SUPERVISOR – CLOSED

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

RESOLUTION TYPE: ISSUES RESOLVED
TOTAL COMPLETED: 2

RESOLUTION TYPE: REFERRED TO PROSECUTIONS
TOTAL COMPLETED: 1

RESOLUTION TYPE: RETURNED TO EXAMINER WITH INSTRUCTION
TOTAL COMPLETED: 2

Real Estate Recovery Fund

FY2023	Beginning Balance	Revenue	Interest	Transfers In	Expenditures	Transfers Out	Sweeps/Borrowing	Ending Balance
July	\$2,851,934.23							\$ 2,851,934.23
August	\$2,851,934.23	\$84,756.91						\$ 2,936,691.14
September	\$2,936,691.14	\$9,168.85						\$ 2,945,859.99
October								\$ -
November								\$ -
December								\$ -
January								\$ -
February								\$ -
March								\$ -
April								\$ -
May								\$ -
June								\$ -
Total		\$ 93,925.76	\$ -	\$ -	\$ -	\$ -	\$ -	
* Statutory Transfers								