



IDFPR

Illinois Department of Financial and Professional Regulation

Division of Real Estate

idfpr.illinois.gov

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: December 12, 2024

Call to Order: 9:39 a.m. – Jennifer Rossiter Moreno - Chairperson

Location: IDFPR - Division of Real Estate
555 West Monroe Street 5th Floor, Conference Room 5C5
Chicago, IL 60661
And
Via Interactive Video Conference
320 West Washington Street, 2nd Floor, Conference Room 258
Springfield, IL 62786

Board Member(s) Present: Valerie Acosta, Loretta Alonzo-Deubel, Gaspar Flores Jr., Alberta Johnson, David Levin, Shirin Marvi, Carol Meinhart, Michael Oldenettel, Nykea Pippion McGriff, Victoria Sampah, Norman Willoughby, Theodore Yi

Board Member(s) Absent: Joe Castillo and Oralia Herrera

Division Staff Present: Laurie Murphy – Director of the Division of Real Estate, Jennifer Rossiter Moreno – Real Estate Coordinator and Chief of Examinations, Adrienne Levatino – Associate General Counsel, Nathaniel Chandler – Chief of Licensing and Education, Merle Shearer – Chief of Prosecutions, Hector Rodriguez – Chief of Investigations, Stephen Kehoe- Staff Attorney, Daniel Kazlauski – Staff Attorney, Debra Malinowski – Board Liaison, Susan Sigourney – Board Liaison, Mamadou Sow – Investigations Intern

Guest(s) Present: Kirk Antkiewicz – Chicago Association of Realtors, Cleo Aquino – SPIRE RE Education, Young Brockhouse – Illinois Realtors, Mike Fair – Illinois Academy of Real Estate, Rocky Esposito – AHI Real Estate, Melissa Cannata – CE Shop, Marilyn Glazer – Colibri RE Express, Sharon Halperin -Oak Park Area Association of Real Estate, Harriet Kubicz – Mainstreet Organization, Leo Schwartz – CAR, Larry Toban – Real Estate Institute

| Topic | Discussion | Action |
|--------------------------|---|--|
| Call to Order | <p>Chairperson Jennifer Rossiter Moreno called the meeting to order.</p> <p>The Director of Real Estate, Laurie Murphy, welcomed Jennifer Rossiter Moreno into their new position as Chairperson of the Real Estate Administration and Disciplinary Board (READ Board) and Real Estate Coordinator. The Director thanked Loretta Alonzo-Deubel for filling in as Chairperson during the transition process.</p> <p>The Director acknowledged that this is Debra Malinowski’s last board meeting as she is retiring at the end of this year after 28 years of service to the Real Estate Division. The Director thanked Ms. Malinowski for all her hard work for the Real Estate Division, and especially as liaison for this Board in particular.</p> | The meeting was called to order at 9:39 am. |
| Approval of Open Minutes | The Board reviewed the Open Minutes from the November 14, 2024, Real Estate Administration and Disciplinary Board meeting. | Motion made by Levin seconded by Meinhart to approve the Open Minutes from the November 14, 2024, meeting. Motion carried unanimously. |
| Public Comments | Members of the public introduced themselves. There were no public comments. | |
| Licensing Report | <p>The 2024 Licensing Report for activity conducted in November was presented and distributed. A copy of the report is attached to and made a part of these minutes.</p> <p>Nathaniel Chandler informed the Board that the real estate entity online renewal, which includes corporations, partnerships, limited liability companies, virtual offices, and branch offices, has closed. Those entities that did not renew have a license status of “not renewed.” Nathaniel Chandler also explained that the licensees will not be able to renew online at this time, but there are paper renewals available on the IDFPR website, the renewal fees may be paid via ePay, and the renewal applications may be sent to our</p> | |

| Topic | Discussion | Action |
|-----------------------|---|--------|
| | <p>Division for processing, via email to FPR.RealEstate@illinois.gov.</p> <p>Norman Willoughby asked where the Real Estate Rules are in the process. Adrienne Levatino explained the Rules are in the process of an internal Department review. The Rules will be sent to the Governor’s office for review, the Director will share the Rules with the Board, and the JCAR process will begin.</p> | |
| Education Report | <p>The 2024 Education Report through the month of November was presented and distributed. A copy of the report is attached to and made a part of these minutes.</p> <p>Nathaniel Chandler informed the Board that the education curriculums, which incorporate suggestions and recommendations from the Board, have been posted and are available on the IDFPR website. Nathaniel Chandler explained that after the first of the year, the licensed education providers will be notified via email where to find this curriculum on our website and the Department will give the education providers timeframes for the effective date of the new curriculum and access to links to the forms where the education providers may obtain applications.</p> <p>Nathaniel Chandler also informed the Board that the Diversity, Equity, and Inclusion course will be licensed as an elective course that licensees may take towards filling their continuing education requirements.</p> | |
| Complaints Report | <p>The 2024 Complaints Report through the month of November was presented and distributed. A copy of the report is attached to and made a part of these minutes.</p> | |
| Audits Reports | <p>The Audits Report for activity conducted in November 2024 was presented and distributed. A copy of the report is attached to and made a part of these minutes.</p> | |
| Investigations Report | <p>The 2024 Investigations Report through the month of November was presented and distributed. A copy of the report is attached to and made a part of these minutes.</p> <p>Hector Rodriguez informed the Board that the Department is interviewing for the open Investigators positions at this time.</p> | |
| Prosecutions Report | <p>The 2024 Prosecutions Report through the month of November was presented and distributed. A copy of the report is attached to and made a part of these minutes.</p> | |

| Topic | Discussion | Action |
|----------------------------------|--|---|
| | Merle Shearer informed the Board that the Department has hired a new Prosecutor in our Division, and this individual will begin on January 2, 2025. | |
| Formal Hearing Schedule | There are three Formal Hearings scheduled at this time. | |
| Old Business | Adrienne Levatino informed the Board that the Real Estate License Act of 2000 has been amended and it will take effect on January 1, 2025. She asked that the Board read the amended Act. | |
| New Business | There was no New Business discussed. | |
| Motion to go into Closed Session | <p>Roll Call Vote:</p> <p>Valerie Acosta, yes Loretta Alonzo-Deubel, yes Gaspar Flores Jr, yes Alberta Johnson, yes David Levin, yes Carol Meinhart, yes Michael Oldenettel, yes Nykea Pippion-McGriff, yes Victoria Sampah, yes Norman Willoughby, yes Theodore Yi, yes</p> | <p>A motion made by Pippion-McGriff and seconded by Alonzo-Deubel to go into Closed Session for purposes of reviewing Closed Minutes and for deliberations pursuant to Section 2 (c) (4) and (15) of the Open Meetings Act at 9:57 a.m. Motion carried unanimously.</p> |
| Closed Session | <p>The November 14, 2024, closed session minutes were reviewed by the Board.</p> <p>The Board reviewed the Consumer Complaints Review and Case File Review Committees' reports for:</p> <p><u>November 20, 2024</u></p> <p>9 Cases Recommended for Closure by Investigations 5 Cases Referred to Prosecutions by Investigations 4 Cases for Closure by Prosecutions 9 Complaints Referred to Investigations. 6 Complaints Recommended for Closure</p> <p><u>December 4, 2024</u></p> <p>10 Cases Recommended for Closure by Investigations</p> | |

| Topic | Discussion | Action |
|--|---|---|
| | <p>4 Case Referred to Prosecutions by Investigations 2 Cases for Closure by Prosecutions 11 Complaints Referred to Investigations. 2 Complaint Recommended for Closure</p> <p>The Board deliberated on pending disciplinary actions.</p> | |
| <p>Motion to go into Open Session</p> <p>Approval of November 14, 2024, Closed Minutes</p> <p>Ratify Actions Taken in Closed Session</p> | | <p>A motion made by Willoughby, seconded by Levin to go into Open Session at 10:29 a.m. Motion carried unanimously.</p> <p>Motion made by Pippion-McGriff, seconded by Willoughby to approve the Closed Minutes of the November 14, 2024, Board meeting. Motion carried unanimously.</p> <p>Motion made by Acosta, seconded by Pippion-McGriff to ratify the actions of the Consumer Complaint Review (CCR) and Case File Review Committee (CRC) and to ratify the recommendations made by the Board in Closed Session. Motion carried unanimously.</p> |

| Topic | Discussion | Action |
|--|--|---|
| <p>Recommendations</p> <p>The Board signed no Findings of Facts, Conclusions of Law, and Recommendations to the Director</p> <p>Orders</p> <p>November 14, 2024, Closed Minutes remain closed.</p> | <p>There were no Cases for deliberation.</p> <p>5 Consent Orders were reviewed and discussed in Closed Session.</p> <p>The Board received a report reflecting that there were five final actions by the Director on Consent Orders previously signed by the Board: Case# 2021-03607 Alejandro Lozano Case# 2022-03839 Cindy A. Cannon/Chuck Baer Realty Inc. Case# 2022-10886 Sherwin I. Yellen Case# 2023-10149 Sean Morrissey Case# 2024-04093 Jessica Friede</p> | <p>The Board signed 3 Consent Orders. The Board did not sign one Consent Order.</p> <p>Motion made by Pippion-McGriff, seconded by Alonzo-Deubel that the minutes of the closed session of the November 14, 2024, READ Board remain closed. Motion carried unanimously.</p> |
| <p>Adjournment</p> | <p>The next meeting is scheduled for January 9, 2025.</p> | <p>There being no further business to conduct, a motion was made by Marvi, seconded by Pippion-McGriff to adjourn at 10:32</p> |

| Topic | Discussion | Action |
|-------|------------|----------------------------------|
| | | a.m. Motion carried unanimously. |

**LICENSE REPORT
CALENDAR YEAR 2024
NOVEMBER**

| Prefix | PROFESSION | SPONSOR CHG. | INITIAL LIC. | RENEWALS | ACTIVE |
|--------|--------------------------------|--------------|--------------|------------|---------------|
| 471 | RE Managing Broker | 74 | 19 | 8 | 14,887 |
| 473 | Residential Leasing Agent | 25 | 46 | 14 | 2,862 |
| 475 | Real Estate Broker | 680 | 279 | 57 | 54,424 |
| 477 | RE Branch Office | 19 | 18 | 57 | 1,292 |
| 478 | Real Estate Broker Corporation | 2 | 1 | 142 | 3,145 |
| 479 | Real Estate Broker Partnership | 0 | 0 | 2 | 24 |
| 481 | RE Limited Liability Firm | 3 | 10 | 109 | 2,458 |
| 495 | RE Virtual Office | 0 | 2 | 1 | 95 |
| 515 | RE Education Provider | 0 | 1 | 0 | 72 |
| 512 | RE Pre-Lic Instructor | 0 | 1 | 1 | 287 |
| 513 | RE Pre-Lic Course | 0 | 1 | 0 | 492 |
| 563 | RE CE Instructor | 0 | 1 | 0 | 155 |
| 564 | Real Estate CE Course | 0 | 23 | 0 | 701 |
| | TOTAL | 803 | 402 | 391 | 80,894 |

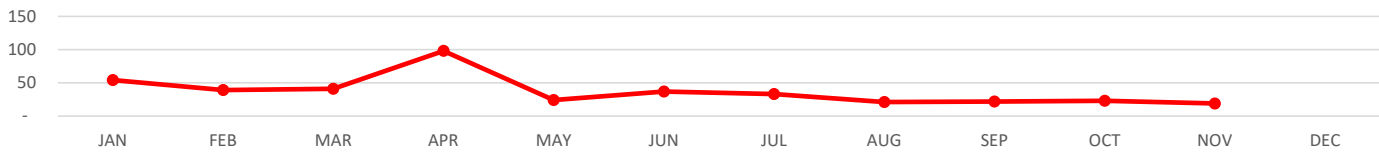
MANAGING BROKER 2024

| | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----|
| INITIAL LIC. | 54 | 39 | 41 | 98 | 24 | 37 | 33 | 21 | 22 | 23 | 19 | |
| RENEWALS | 18 | 20 | 22 | 43 | 37 | 19 | 14 | 14 | 14 | 18 | 8 | |
| SPONSOR CHG. | 76 | 81 | 70 | 85 | 82 | 65 | 68 | 91 | 96 | 106 | 74 | |
| 2024 TOTAL ACTIVE | 14,383 | 14,442 | 14,510 | 14,636 | 14,689 | 14,749 | 14,779 | 14,814 | 14,838 | 14,868 | 14,887 | |

MANAGING BROKER 2023

| | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| INITIAL LIC. | 5 | 43 | 42 | 25 | 37 | 19 | 27 | 26 | 29 | 32 | 21 | 16 |
| RENEWALS | 4 | 3,046 | 2,663 | 6,414 | 1,431 | 103 | 107 | 81 | 47 | 31 | 37 | 15 |
| SPONSOR CHG. | 119 | 131 | 108 | 87 | 119 | 71 | 48 | 70 | 61 | 72 | 132 | 86 |
| 2023 TOTAL ACTIVE | 15,498 | 15,525 | 15,564 | 15,594 | 15,639 | 15,658 | 13,988 | 14,091 | 14,172 | 14,233 | 14,281 | 14,319 |

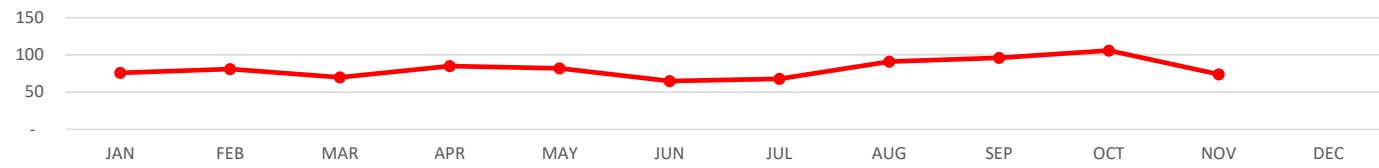
2024 Managing Broker Initial Licenses Issued



2024 Managing Broker Renewals by Month



2024 Managing Broker Sponsor Changes by Month



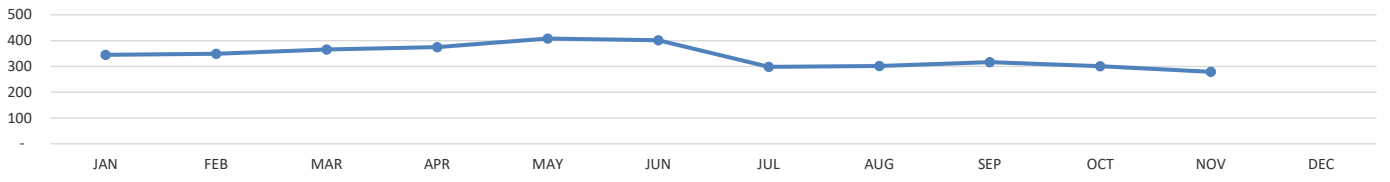
BROKER 2024

| | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----|
| INITIAL LIC. | 345 | 349 | 366 | 375 | 408 | 401 | 298 | 302 | 317 | 301 | 279 | |
| RENEWALS | 38 | 8,404 | 8,586 | 29,260 | 2,877 | 362 | 288 | 196 | 140 | 80 | 57 | |
| SPONSOR CHG. | 945 | 766 | 892 | 881 | 616 | 498 | 617 | 688 | 848 | 1,458 | 680 | |
| 2024 TOTAL ACTIVE | 59,948 | 60,258 | 60,624 | 61,019 | 61,396 | 52,395 | 52,892 | 53,426 | 53,787 | 54,119 | 54,424 | |

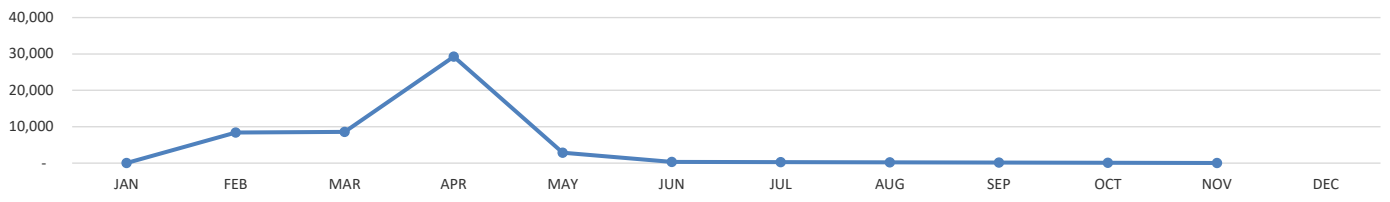
BROKER 2023

| | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| INITIAL LIC. | 332 | 330 | 529 | 291 | 408 | 449 | 290 | 413 | 313 | 348 | 308 | 268 |
| RENEWALS | 63 | 94 | 92 | 68 | 65 | 38 | 39 | 28 | 26 | 27 | 33 | 19 |
| SPONSOR CHG. | 1,093 | 1,083 | 1,035 | 759 | 1,016 | 633 | 612 | 673 | 697 | 855 | 793 | 808 |
| 2023 TOTAL ACTIVE | 55,551 | 55,885 | 56,478 | 56,866 | 57,311 | 57,725 | 57,999 | 58,383 | 58,682 | 59,061 | 59,344 | 59,595 |

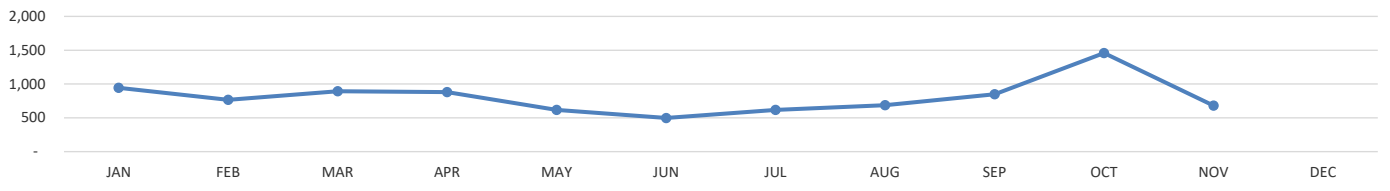
2024 Initial Broker Licenses Issued by Month



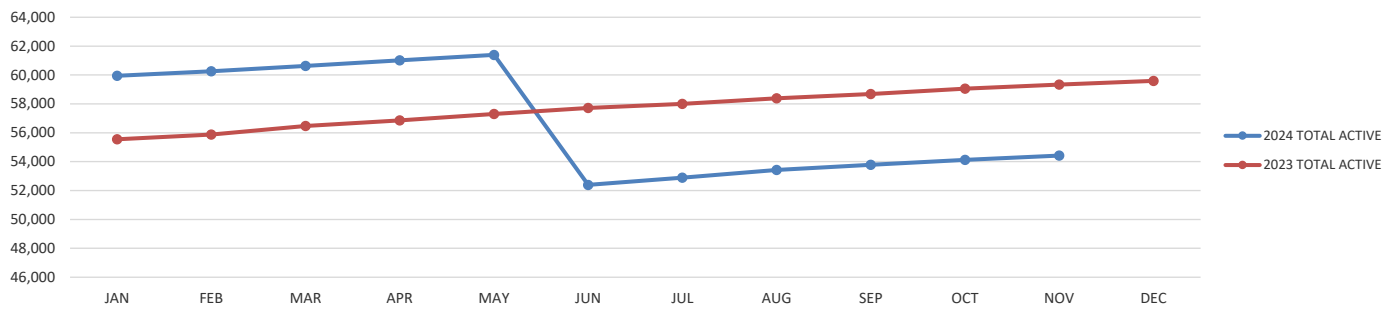
2024 Broker Renewals by Month



2024 Broker Sponsor Changes by Month



2024 v. 2023 Active Brokers by Month



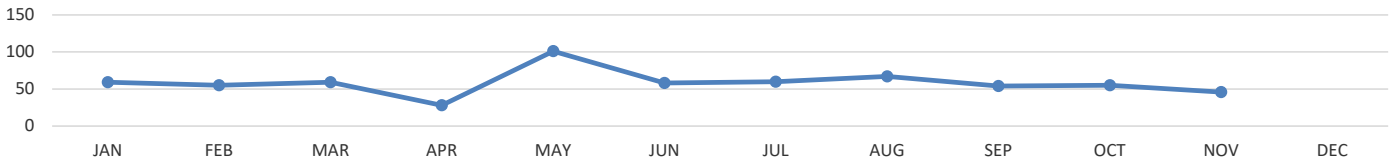
RESIDENTIAL LEASING AGENT 2024

| | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|--------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-----|
| INITIAL LIC. | 59 | 55 | 59 | 28 | 101 | 58 | 60 | 67 | 54 | 55 | 46 | |
| RENEWALS | 4 | 13 | 2 | 12 | 494 | 489 | 1230 | 133 | 47 | 32 | 14 | |
| SPONSOR CHG. | 25 | 32 | 52 | 40 | 32 | 40 | 69 | 42 | 51 | 47 | 25 | |
| 2024 TOTAL ACTIVE | 3,425 | 3,483 | 3,531 | 3,593 | 3,672 | 3,727 | 3,786 | 3,855 | 2,723 | 2,809 | 2,862 | |

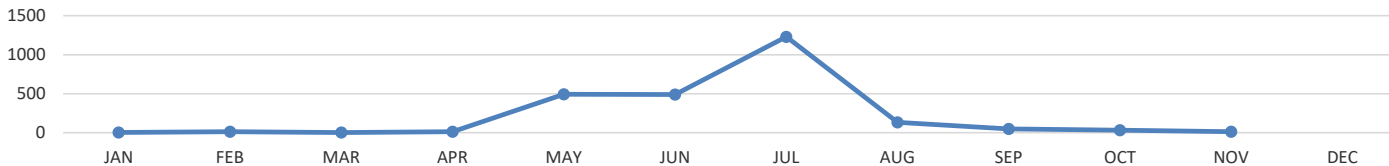
RESIDENTIAL LEASING AGENT 2023

| | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|--------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| INITIAL LIC. | 46 | 54 | 83 | 53 | 65 | 68 | 50 | 61 | 50 | 44 | 50 | 45 |
| RENEWALS | 24 | 15 | 18 | 13 | 16 | 14 | 11 | 14 | 10 | 8 | 5 | 6 |
| SPONSOR CHG. | 32 | 36 | 58 | 46 | 42 | 36 | 37 | 24 | 33 | 28 | 33 | 30 |
| 2023 TOTAL ACTIVE | 2,686 | 2,744 | 2,833 | 2,906 | 2,975 | 3,043 | 3,081 | 3,161 | 3,212 | 3,262 | 3,306 | 3,360 |

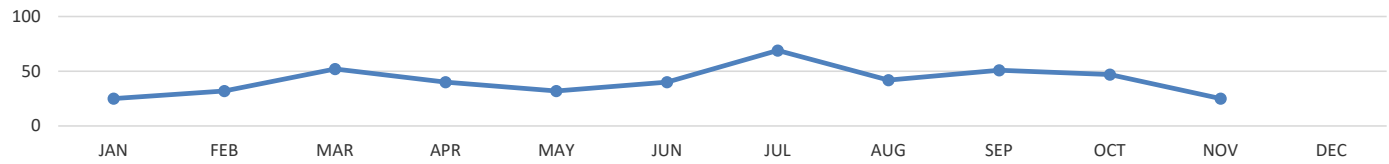
2024 Residential Leasing Agent Initial Licenses Issued by Month



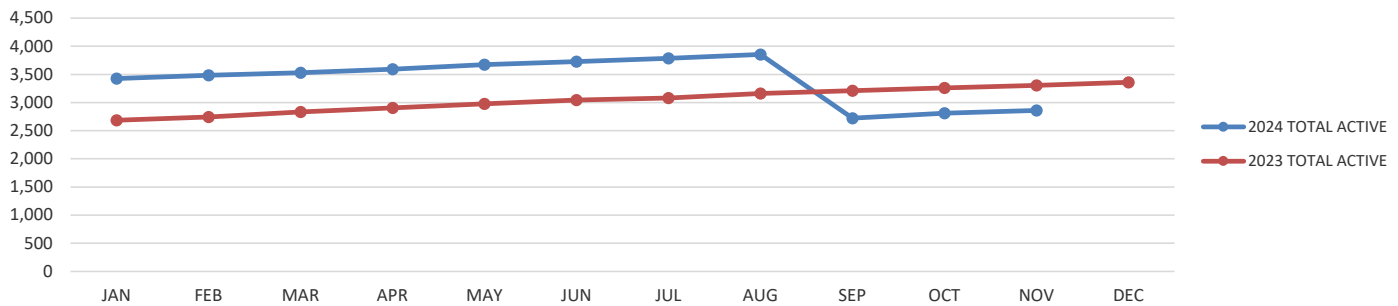
2024 Residential Leasing Agent Renewals by Month



2024 Residential Leasing Agent Sponsor Changes by Month



2024 v. 2023 Residential Leasing Agent Active License Count



as of...

10/31/2024

11/30/2024

| License prefix | License Type | Active Licenses | Active Licenses |
|----------------|----------------------------|-----------------|-----------------|
| 440 | Licensed Auctioneer | 237 | 238 |
| 441 | Licensed Auctioneer | 745 | 750 |
| 444 | Licensed Auction Firm | 196 | 197 |
| 445 | Licensed Auction CE School | 6 | 6 |
| 446 | Licensed Auction CE Course | 43 | 43 |
| Totals | | 1,227 | 1,234 |

| License prefix | License Type | Active Licenses | Active Licenses |
|----------------|---|-----------------|-----------------|
| 553 | Certified General Real Estate Appraiser | 1,395 | 1,399 |
| 555 | Licensed Appraiser Education Provider | 17 | 17 |
| 556 | Certified Residential Real Estate Appraiser | 1,711 | 1,716 |
| 557 | Associate Real Estate Trainee Appraiser | 351 | 349 |
| 558 | Appraisal Management Company | 139 | 140 |
| 572 | Temporary Practice Real Estate Appraiser | 32 | 41 |
| 573 | Licensed Appraiser Pre-Lic Course | 101 | 102 |
| 575 | Licensed Appraiser CE Course | 396 | 400 |
| Totals | | 4,142 | 4,164 |

| License prefix | License Type | Active Licenses | Active Licenses |
|----------------|--|-----------------|-----------------|
| 261 | LICENSED COMMUNITY ASSOCIATION MANAGER | 1,998 | 2,014 |
| 291 | Community Association Management Firm | 175 | 176 |
| 292 | CAM Education Sponsor | 4 | 5 |
| 293 | CAM CE Course | 14 | 14 |
| Totals | | 2,191 | 2,209 |

| License prefix | License Type | Active Licenses | Active Licenses |
|----------------|--|-----------------|-----------------|
| 450 | Licensed Home Inspector | 1,829 | 1,844 |
| 451 | Licensed Home Inspector Entity | 197 | 199 |
| 452 | Licensed Home Inspector Education Provider | 24 | 24 |
| 453 | Licensed Home Inspector Pre-License Course | 27 | 28 |
| 454 | Licensed Home Inspector CE Course | 159 | 159 |
| Totals | | 2,236 | 2,254 |

| | | |
|-----------------------|--------------|--------------|
| Total Licenses | 9,796 | 9,861 |
|-----------------------|--------------|--------------|

2024 Real Estate Examination Pass Rates

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|----------------------------------|-------------------|------|------|-----|------|------|------|------|-----|-----|------|------|-----|
| 2024 Managing Broker National | First Time | 54% | 73% | 70% | 69% | 81% | 64% | 63% | 53% | 60% | 64% | 57% | |
| | First Time Takers | 19 | 32 | 33 | 35 | 26 | 21 | 12 | 10 | 12 | 28 | 23 | |
| | Repeat | 58% | 57% | 71% | 42% | 59% | 53% | 44% | 45% | 36% | 55% | 42% | |
| | Repeat Takers | 19 | 21 | 40 | 14 | 16 | 8 | 7 | 5 | 5 | 11 | 12 | |
| 2024 Managing Broker State | First Time | 88% | 81% | 79% | 77% | 67% | 81% | 76% | 85% | 62% | 68% | 74% | |
| | First Time Takers | 21 | 22 | 19 | 23 | 6 | 26 | 16 | 17 | 13 | 28 | 23 | |
| | Repeat | 100% | 100% | 64% | 71% | 92% | 80% | 100% | 67% | 86% | 63% | 75% | |
| | Repeat Takers | 4 | 8 | 9 | 10 | 11 | 8 | 3 | 2 | 6 | 8 | 4 | |
| Managing Broker Reciprocity Exam | First Time | 67% | 100% | 42% | 83% | 100% | 75% | 100% | 25% | 50% | 100% | 100% | |
| | First Time Takers | 4 | 4 | 5 | 10 | 7 | 3 | 7 | 1 | 1 | 1 | 3 | |
| | Repeat | 100% | 0% | 50% | 100% | 0% | 100% | 0% | 0% | 0% | 0% | 0% | |
| | Repeat Takers | 2 | 0 | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | |

| | | | | | | | | | | | | | |
|-------------------------|-------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--|
| 2024 Broker National | First Time | 56% | 59% | 49% | 51% | 50% | 51% | 50% | 49% | 52% | 54% | 52% | |
| | First Time Takers | 224 | 244 | 239 | 253 | 237 | 214 | 176 | 186 | 184 | 369 | 417 | |
| | Repeat | 40% | 34% | 32% | 33% | 33% | 32% | 34% | 30% | 37% | 31% | 33% | |
| | Repeat Takers | 143 | 118 | 153 | 145 | 157 | 132 | 117 | 102 | 118 | 327 | 313 | |
| 2024 Broker State | First Time | 61% | 60% | 57% | 59% | 53% | 58% | 50% | 54% | 51% | 57% | 59% | |
| | First Time Takers | 159 | 184 | 189 | 203 | 163 | 242 | 217 | 233 | 211 | 417 | 462 | |
| | Repeat | 48% | 50% | 55% | 45% | 50% | 40% | 47% | 43% | 41% | 46% | 40% | |
| | Repeat Takers | 110 | 117 | 152 | 110 | 143 | 134 | 87 | 95 | 75 | 224 | 192 | |
| Broker Reciprocity Exam | First Time | 83% | 76% | 74% | 69% | 64% | 53% | 72% | 60% | 81% | 73% | 75% | |
| | First Time Takers | 25 | 25 | 23 | 27 | 18 | 20 | 23 | 12 | 22 | 22 | 28 | |
| | Repeat | 57% | 67% | 83% | 57% | 50% | 44% | 63% | 45% | 50% | 29% | 64% | |
| | Repeat Takers | 4 | 4 | 5 | 4 | 5 | 4 | 5 | 4 | 4 | 7 | 11 | |

| | | | | | | | | | | | | |
|------------------------|-------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Leasing Agent National | First Time | 62% | 52% | 54% | 52% | 49% | 42% | 47% | 49% | 46% | 51% | |
| | First Time Takers | 40 | 46 | 37 | 47 | 46 | 35 | 35 | 41 | 35 | 71 | 97 |
| | Repeat | 42% | 60% | 52% | 46% | 43% | 29% | 36% | 44% | 44% | 38% | 44% |
| | Repeat Takers | 21 | 38 | 23 | 26 | 32 | 21 | 33 | 32 | 24 | 64 | 50 |

| | | | | | | | | | | | | |
|-------------------------|-------------------|------|------|------|------|------|------|----|------|------|------|-----|
| RE Instructors National | First Time | 67% | 0% | 67% | 100% | 100% | 0% | 0% | 0% | 50% | 100% | 33% |
| | First Time Takers | 2 | 0 | 2 | 3 | 4 | 0 | 0 | 0 | 1 | 1 | 3 |
| | Repeat | 0% | 100% | 67% | 0% | 100% | 100% | 0% | 50% | 100% | 0% | 0% |
| | Repeat Takers | 0 | 1 | 2 | 0 | 1 | 1 | 1 | 0 | 1 | 1 | 0 |
| RE Instructors State | First Time | 100% | 0% | 100% | 100% | 100% | 0% | 0% | 50% | 0% | 33% | |
| | First Time Takers | 1 | 0 | 1 | 2 | 2 | 1 | 0 | 0 | 1 | 2 | 3 |
| | Repeat | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 100% | 100% | 0% | |
| | Repeat Takers | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 |

2023 Real Estate Examination Pass Rates

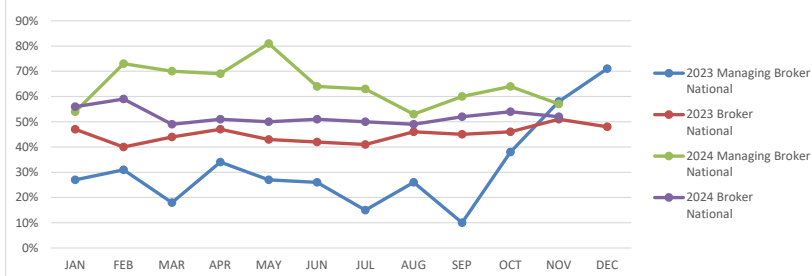
| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|----------------------------------|-------------------|-----|------|-----|------|------|------|------|-----|------|------|------|-----|
| 2023 Managing Broker National | First Time | 27% | 31% | 18% | 34% | 27% | 26% | 15% | 26% | 10% | 38% | 58% | 71% |
| | First Time Takers | 37 | 32 | 40 | 35 | 43 | 31 | 27 | 34 | 29 | 26 | 25 | 34 |
| | Repeat | 28% | 23% | 27% | 26% | 33% | 35% | 33% | 23% | 31% | 54% | 50% | 35% |
| | Repeat Takers | 47 | 40 | 56 | 46 | 43 | 52 | 36 | 52 | 48 | 46 | 30 | 34 |
| 2023 Managing Broker State | First Time | 82% | 79% | 68% | 85% | 86% | 85% | 76% | 74% | 75% | 86% | 73% | 86% |
| | First Time Takers | 22 | 19 | 25 | 20 | 22 | 13 | 17 | 19 | 16 | 14 | 11 | 22 |
| | Repeat | 50% | 64% | 70% | 100% | 100% | 90% | 80% | 82% | 50% | 55% | 86% | 71% |
| | Repeat Takers | 6 | 11 | 10 | 6 | 2 | 10 | 5 | 11 | 4 | 11 | 7 | 7 |
| Managing Broker Reciprocity Exam | First Time | 57% | 100% | 94% | 55% | 83% | 100% | 70% | 57% | 75% | 100% | 100% | 25% |
| | First Time Takers | 7 | 3 | 16 | 11 | 6 | 3 | 10 | 7 | 8 | 2 | 2 | 4 |
| | Repeat | 0% | 0% | 50% | 0% | 50% | 0% | 100% | 50% | 100% | 0% | 50% | 0% |
| | Repeat Takers | 0 | 0 | 2 | 2 | 2 | 0 | 1 | 2 | 1 | 0 | 2 | 2 |

| | | | | | | | | | | | | | |
|-------------------------|-------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 2023 Broker National | First Time | 47% | 40% | 44% | 47% | 43% | 42% | 41% | 46% | 45% | 46% | 51% | 48% |
| | First Time Takers | 522 | 502 | 581 | 573 | 582 | 524 | 464 | 486 | 430 | 413 | 383 | 398 |
| | Repeat | 32% | 29% | 33% | 30% | 30% | 29% | 31% | 29% | 31% | 38% | 41% | 35% |
| | Repeat Takers | 388 | 491 | 580 | 555 | 520 | 536 | 481 | 487 | 436 | 447 | 403 | 392 |
| 2023 Broker State | First Time | 60% | 55% | 57% | 56% | 58% | 53% | 54% | 59% | 57% | 59% | 58% | 55% |
| | First Time Takers | 361 | 351 | 426 | 374 | 391 | 344 | 280 | 317 | 275 | 248 | 255 | 271 |
| | Repeat | 47% | 43% | 47% | 52% | 45% | 41% | 47% | 47% | 47% | 50% | 48% | 49% |
| | Repeat Takers | 223 | 271 | 285 | 292 | 271 | 286 | 251 | 249 | 244 | 269 | 223 | 231 |
| Broker Reciprocity Exam | First Time | 81% | 74% | 63% | 75% | 71% | 79% | 72% | 71% | 75% | 75% | 48% | 65% |
| | First Time Takers | 31 | 27 | 41 | 36 | 28 | 29 | 39 | 28 | 32 | 19 | 21 | 20 |
| | Repeat | 19% | 38% | 50% | 75% | 80% | 44% | 50% | 50% | 63% | 47% | 42% | 67% |
| | Repeat Takers | 16 | 8 | 10 | 16 | 5 | 9 | 8 | 14 | 8 | 15 | 12 | 3 |

| | | | | | | | | | | | | | |
|------------------------|-------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Leasing Agent National | First Time | 48% | 58% | 50% | 56% | 56% | 65% | 49% | 50% | 47% | 53% | 50% | 62% |
| | First Time Takers | 60 | 76 | 102 | 78 | 73 | 94 | 72 | 74 | 59 | 64 | 74 | 60 |
| | Repeat | 26% | 60% | 47% | 44% | 43% | 36% | 52% | 43% | 58% | 44% | 44% | 35% |
| | Repeat Takers | 61 | 55 | 62 | 54 | 57 | 47 | 50 | 63 | 38 | 52 | 57 | 46 |

| | | | | | | | | | | | | | |
|-------------------------|-------------------|-----|------|-----|------|------|------|------|------|-----|-----|------|------|
| RE Instructors National | First Time | 40% | 25% | 29% | 100% | 33% | 0% | 25% | 100% | 40% | 60% | 50% | 0% |
| | First Time Takers | 5 | 4 | 7 | 1 | 3 | 2 | 8 | 1 | 5 | 5 | 3 | 0 |
| | Repeat | 50% | 50% | 33% | 60% | 100% | 0% | 29% | 0% | 33% | 33% | 60% | 100% |
| | Repeat Takers | 5 | 2 | 9 | 5 | 1 | 0 | 7 | 3 | 3 | 9 | 5 | 1 |
| RE Instructors State | First Time | 67% | 75% | 83% | 100% | 0% | 100% | 100% | 100% | 67% | 80% | 100% | 0% |
| | First Time Takers | 3 | 4 | 6 | 1 | 2 | 1 | 3 | 1 | 3 | 5 | 3 | 0 |
| | Repeat | 0% | 100% | 0% | 0% | 0% | 50% | 0% | 50% | 0% | 33% | 0% | 0% |
| | Repeat Takers | 0 | 1 | 0 | 0 | 0 | 2 | 0 | 2 | 0 | 3 | 2 | 0 |

2024 v 2023 First Time Exam Performance by Month (National)



Division of Real Estate

| 2024 | (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 |
|----------------------------------|---|---|--|--|---|---|
| January | 4 | 2 | 9 | 8 | 0 | 23 |
| February | 2 | 5 | 3 | 5 | 0 | 15 |
| March | 1 | 9 | 1 | 17 | 2 | 30 |
| April | 4 | 1 | 1 | 12 | 0 | 18 |
| May | 7 | 0 | 1 | 9 | 1 | 18 |
| June | 3 | 7 | 0 | 3 | 1 | 14 |
| July | 2 | 0 | 0 | 4 | 0 | 6 |
| August | 0 | 0 | 0 | 10 | 0 | 10 |
| September | 0 | 7 | 1 | 4 | 1 | 13 |
| October | 2 | 1 | 2 | 17 | 0 | 22 |
| November | 1 | 1 | 1 | 23 | 1 | 27 |
| December | | | | | | 0 |
| YTD Total | 26 | 33 | 19 | 112 | 6 | 196 |
| | | | | | | |
| Total Active Licenses | 286 | 492 | 155 | 701 | 72 | Nate Chandler |

November 2024
Complaint Report

| Column1 | New RE Complaints | New RE Complaints Assigned To Investigations | Complaints Closed At Intake Review | RE Matters Closed At CCR |
|-----------|-------------------|--|------------------------------------|--------------------------|
| January | 38 | 11 | 18 | 9 |
| February | 65 | 32 | 27 | 6 |
| March | 57 | 33 | 21 | 3 |
| April | 49 | 18 | 17 | 14 |
| May | 43 | 16 | 23 | 4 |
| June | 42 | 19 | 14 | 9 |
| July | 49 | 17 | 25 | 7 |
| August | 46 | 21 | 19 | 6 |
| September | 29 | 14 | 8 | 7 |
| October | 49 | 19 | 25 | 5 |
| November | 46 | 20 | 18 | 8 |
| December | | | | |
| Total | 513 | 220 | 215 | 78 |
| | | | | |

**DRE EXAMINATION UNIT
STATISTICAL REPORT FOR THE MONTH OF NOVEMBER 2024**

**AS PREPARED FOR READ BOARD
DECEMBER 2024**

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 emailed to these licensees. The *BVR* report allows the examiner to assess the level of activity of the licensee then complete the examination process by email or schedule an on-site examination. Examiners are also completing onsite examinations in their region as well as working off-site examinations in the Chicago Region.

The total number of initial examinations closed in NOVEMBER was 6 files.

INITIAL EXAMINATIONS COMPLETED

RESOLUTION TYPE: BROKERAGE VERIFICATION REPORT – NOT PRACTICING

TOTAL COMPLETED: 1

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: 2

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: 3

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: 0

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 December:

| | | |
|---|-------------------------|-----------|
| RESOLUTION TYPE: IN COMPLIANCE | TOTAL COMPLETED: | 14 |
| RESOLUTION TYPE: ACKNOWLEDGEMENT PAGE ONLY | TOTAL COMPLETED: | 0 |

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: | 0 |
| RESOLUTION TYPE: REFERRED TO SUPERVISOR | TOTAL COMPLETED: | 0 |
| RESOLUTION TYPE: DISCIPLINARY ACTION ON LICENSE | TOTAL COMPLETED: | 0 |
| RESOLUTION TYPE: MISCELLANEOUS | TOTAL COMPLETED: | 0 |
| RESOLUTION TYPE: Returned to Examiner w/ Instruction | TOTAL COMPLETED: | 0 |
| RESOLUTION TYPE: Referred to Prosecutions | TOTAL COMPLETED: | 0 |

November 2024
Prosecutions Report

| Column1 | Pending/Open RE Cases | RE cases 2 months or less | RE Cases over 3 months | RE Cases over 6 months | RE Cases Over 9 months | RE Cases Over 12 months | RE Cases over 24 months | New RE Cases Rec'd | Complaints filed | Informal Conferences held | Formal Hearings held | RE Cases Closed | CLOSED: Admin | CLOSED: Admin Warning Letter | Closed: Order | Closed: Consent Order | CLOSED: Non-Disc Order | CLOSED: Income Tax | Motion of Rehearing Filed |
|-----------|-----------------------|---------------------------|------------------------|------------------------|------------------------|-------------------------|-------------------------|--------------------|------------------|---------------------------|----------------------|-----------------|---------------|------------------------------|---------------|-----------------------|------------------------|--------------------|---------------------------|
| January | 84 | 24 | 19 | 21 | 8 | 8 | 4 | 15 | 12 | 0 | 0 | 16 | 2 | 4 | 2 | 3 | 1 | 3 | 1 |
| February | 80 | 24 | 18 | 12 | 14 | 8 | 4 | 15 | 2 | 0 | 1 | 19 | 5 | 0 | 3 | 6 | 1 | 4 | 0 |
| March | 78 | 35 | 14 | 9 | 10 | 7 | 3 | 25 | 9 | 2 | 0 | 27 | 9 | 0 | 0 | 15 | 0 | 3 | 0 |
| April | 83 | 45 | 12 | 9 | 6 | 9 | 2 | 24 | 3 | 1 | 0 | 19 | 4 | 0 | 1 | 4 | 4 | 6 | 0 |
| May | 85 | 59 | 5 | 6 | 6 | 7 | 2 | 27 | 3 | 2 | 0 | 25 | 3 | 0 | 2 | 8 | 3 | 9 | 0 |
| June | 102 | 52 | 29 | 7 | 2 | 10 | 2 | 31 | 3 | 0 | 0 | 14 | 3 | 1 | 2 | 3 | 2 | 3 | 0 |
| July | 97 | 36 | 42 | 4 | 3 | 9 | 3 | 14 | 5 | 1 | 0 | 19 | 1 | 2 | 3 | 1 | 2 | 10 | 0 |
| August | 88 | 23 | 39 | 13 | 1 | 9 | 3 | 14 | 2 | 0 | 0 | 23 | 3 | 0 | 1 | 7 | 4 | 8 | 0 |
| September | 104 | 60 | 22 | 10 | 1 | 8 | 3 | 59 | 5 | 0 | 0 | 43 | 31 | 0 | 1 | 0 | 1 | 10 | 0 |
| October | 95 | 53 | 17 | 12 | 2 | 9 | 2 | 17 | 3 | 4 | 0 | 26 | 10 | 1 | 0 | 1 | 1 | 13 | 0 |
| November | 112 | 49 | 35 | 16 | 2 | 9 | 1 | 43 | 1 | 3 | 1 | 26 | 3 | 0 | 3 | 5 | 0 | 15 | 0 |
| December | | | | | | | | | | | | 0 | | | | | | | |
| Total | | | | | | | | 284 | 48 | 13 | 2 | 257 | 74 | 8 | 18 | 53 | 19 | 84 | 1 |
| | | | | | | | | | | | | 0 | | | | | | | |