idfpr.illinois.gov

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: September 12, 2024

Call to Order: 9:45 a.m. –Lorretta Alonzo-Deubel – Vice 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: Loretta Alonzo-Deubel, Gaspar Flores Jr., Alberta Johnson, David Levin,

Shirin Marvi, Michael Oldenettel, Victoria Sampah, Norman

Willoughby, Theodore Yi

Board Member(s) Absent: Valerie Acosta, Joe Castillo, Carol Meinhart, Oralia Herrera, Nykea

Pippion McGriff

Division Staff Present: Laurie Murphy – Director of the Division of Real Estate, Jeremy Reed –

Deputy Director of the Division of Real Estate, Adrienne Levatino – Associate General Counsel, Nathaniel Chandler – Chief of Licensing and Education, Hector Rodriguez – Chief of Investigations, Merle Shearer – Chief of Prosecutions, Jenni Scheck- Staff Attorney, Daniel Kazlauski – Staff Attorney, Stephen Kehoe- Staff Attorney, Jennifer Rossiter Moreno

- Operations Manager, Debra Malinowski - Board Liaison, Susan

Sigourney - Board Liaison

Guest(s) Present: Mike Fair – Your House Academy, Rocky Esposito – AHI Real Estate,

Melissa Cannata – CE Shop, Carrie Elliott – Illinois Realtors Licensing & Training, Marilyn Glazer – Colibri RE Express, Derek Abbott, Cleo Aquino – SPIRE Real Estate Education, Larry Toban – Real Estate Institute, Wayne Paprocki – RE Instructor, Alyce Fisher – Instructor

| Topic | Discussion | Action |
|--------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------|
| Call to Order | Vice Chairperson Loretta Alonzo-Deubel opened the meeting. | The meeting was called to order at |
| | Laurie Murphy, Director of the Division of Real Estate, informed the Board that Monica Gutierrez is no longer with the Department. | 9:45 am. |
| | Director Murphy also reported that there will no longer be a Recovery Fund report in the Board report. Director Murphy explained that changes were made to the Real Estate License Act of 2000 that were approved by the Governor, and signed on August 8, 2024, which will help the Division's overall budgeting. Director Murphy further explained that funds will be deposited into the Real Estate License Administration Fund and the Recovery Fund will maintain a minimum balance of \$1,000,000 for restitution. | |
| Approval of Open Minutes | The Board reviewed the Open Minutes from the August 8, 2024, Real Estate Administration and Disciplinary Board meeting. | Motion made by Yi, seconded by Levin to approve the Open Minutes from the August 8, 2024, meeting. Motion carried unanimously. |
| Public Comments | Members of the public introduced themselves. There were no public comments. | |
| Licensing Report | The 2024 Licensing Report for activity conducted in August was presented and distributed. A copy of the report is attached to and made a part of these minutes. | |
| | Nathaniel Chandler reported that the residential leasing agent license online renewal was closed last week; however, the online paper renewal is still available on our website with an ePay option for submitting the renewal payment. | |
| | Nathaniel Chandler also informed the Board that the real estate entity renewal, which includes corporations, partnerships, limited liability companies, virtual offices, and branch offices, is ongoing at this time with about 30% of entity licenses have renewed. Nathaniel Chandler informed the Board that the renewal deadline is October 31, 2024. | |
| | Nathaniel Chandler explained the email notifications of pending | |

| Торіс | Discussion | Action |
|-------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------|
| 10010 | transfer requests is working once again, which means designated managing brokers and agents are receiving email notifications when an agent requests to transfer to another firm or receives an invite from a sponsoring broker to join a firm, etc. | |
| Education Report | The 2024 Education Report through the month of August was presented and distributed. A copy of the report is attached to and made a part of these minutes. | |
| Complaints Report | The 2024 Complaints Report through the month of August 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 August 2024 was presented and distributed. A copy of the report is attached to and made a part of these minutes. | |
| Investigations Report | The 2024 Investigations Report through the month of August was presented and distributed. A copy of the report is attached to and made a part of these minutes. Alberta Johnson asked if cases are referred to other agencies if the complaint appears to come within another jurisdiction; Hector Rodriguez explained that we can refer a complainant to another appropriate agency. | |
| | Shirin Marvi asked how many Investigators the Division has on staff at this time. Hector Rodriguez explained that the Division of Real Estate has seven investigators: two in Springfield, four in Chicago, and one in Des Plaines. | |
| Prosecutions Report | The 2024 Prosecutions Report through the month of August was presented and distributed. A copy of the report is attached to and made a part of these minutes. | |
| Formal Hearing Schedule | There are no Formal Hearings Scheduled at this time. | |
| Old Business | There was no Old Business discussed. | |
| New Business | Debra Malinowski informed the Board that the proposed 2025 schedule for Board meetings, CCR and CRC dates, and informal conference have been uploaded to SharePoint in the New Business folder and asked the Board to review this schedule prior to the next READ Board meeting. | |

| Topic | Discussion | Action |
|-------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Motion to go into Closed Session | Roll Call Vote: Loretta Alonzo-Deubel, yes Gaspar Flores Jr., yes Alberta Johnson, yes David Levin, yes Shirin Marvi, yes Michael Oldenettel, yes Victoria Sampah, yes Norman Willoughby, yes Theodore Yi, yes | A motion made by Marvi, seconded by Willoughby 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 10:05 a.m. Motion carried unanimously by roll call vote. |
| Closed Session | The August 8, 2024, closed session minutes were reviewed by the Board. The Board reviewed the Consumer Complaints Review and Case File Review Committees' reports for: August 14, 2024 O Cases Recommended for Closure by Investigations Cases Referred to Prosecutions by Investigations Case for Closure by Prosecutions Complaints Referred to Investigations. Complaint Recommended for Closure September 4, 2024 O Cases Recommended for Closure September 4, 2024 Cases Referred to Prosecutions by Investigations Cases Referred to Prosecutions Cases for Closure by Prosecutions Cases for Closure by Prosecutions Cases for Closure by Prosecutions Complaints Referred to Investigations. Complaint Recommended for Closure The Board deliberated on pending enforcement actions. | Joe Castillo recused himself from Case#2024-6872. |
| Motion to go into Open Session | | A motion made by Flores Jr., seconded by Yi to go into Open Session at 11:03 a.m. Motion carried unanimously. |

| Topic | Discussion | Action |
|--------------------------------------------|----------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Approval of August 8, 2024, Closed Minutes | | Motion made by Flores Jr., seconded by Levin to approve the August 8, 2024, Closed Minutes. Motion carried unanimously. |
| Ratify Actions Taken in Closed Session | | Motion made by Flores Jr., seconded by Johnson 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. Joe Castillo recused himself from Case#2024-6872. Motion carried unanimously. |
| Recommendations | There were two Cases for deliberation. | |
| | IDFPR v. Osama Osman Case#2024-00519 | The Board recommends indefinite suspension with a minimum of 6 months and a \$2,500 fine be imposed upon the license of Osama Osman. |
| | IDFPR v. Cheryl Ruzich Case#2020-00500 | The Board recommends |

| | Discussion | Action |
|--------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Topic The Board signed two Findings of Facts, Conclusions of Law, and Recommendations to the Director | | revocation with a \$2,500 fine be imposed on the license of Cheryl Ruzich. IDFPR v. Osama Osman Case#2024-00519 IDFPR v. Cheryl Ruzich Case#2020-00500 |
| Orders | 3 Consent Orders and 1 Non-Disciplinary Order were reviewed and discussed in Closed Session. | The Board signed 1 Non-Disciplinary Order. The Board did not sign three Consent Orders. |
| | The Board received a report reflecting that there were 7 final actions by the Director on Consent Orders previously signed by the Board. 2013-05364 Chris Womack 2021-02149 Amanda Zachman/MV Realty of Illinois LLC 2021-02244 St. Louis Real Estate Advisors 2024-00226 Shanee Easter 2024-05287 Lonnie Thomas/Throop Street Capital 2024-05338 Thabit Saleem 2024-06249 Randolph Alcorn | |
| August 8, 2024, Closed Minutes remain closed. | | Motion made by Marvi, seconded by Flores Jr. that the minutes of the closed session of the August 8, 2024, READ Board remain closed. Motion carried unanimously. |

| Topic | Discussion | Action |
|-------------|-----------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------|
| Adjournment | The next meeting is scheduled for October 10, 2024. | There being no further business to conduct, a motion was made by Marvi, seconded by Flores Jr., to adjourn at 11:06 a.m. Motion carried unanimously. |

| | | | ENSE REPORT | | | |
|-----|--------------------------------|--------------|----------------|----------|--------|--|
| | | CALE | NDAR YEAR 2024 | 4 | | |
| | | | AUGUST | | | |
| | | | | | | |
| | PROFESSION | SPONSOR CHG. | INITIAL LIC. | RENEWALS | ACTIVE | |
| 471 | RE Managing Broker | 91 | 21 | 14 | 14,814 | |
| 473 | Residential Leasing Agent | 42 | 67 | 133 | 3,856 | |
| 475 | Real Estate Broker | 687 | 302 | 196 | 53,426 | |
| 477 | RE Branch Office | 7 | 14 | 410 | 1,261 | |
| 478 | Real Estate Broker Corporation | 5 | 6 | 877 | 3,134 | |
| 479 | Real Estate Broker Partnership | 1 | 0 | 7 | 24 | |
| | RE Limited Liability Firm | 7 | 13 | 616 | 2,414 | |
| 495 | RE Virtual Office | 0 | 7 | 17 | 86 | |
| 515 | RE Education Provider | 0 | 0 | 0 | 70 | |
| 512 | RE Pre-Lic Instructor | 0 | 2 | 0 | 283 | |
| 513 | RE Pre-Lic Course | 0 | 0 | 0 | 483 | |
| 563 | RE CE Instructor | 0 | 0 | 0 | 151 | |
| 564 | Real Estate CE Course | 0 | 10 | 0 | 652 | |
| | TOTAL | 840 | 442 | 2,270 | 80,654 | |
| | | | | | | |
| | | | | | | |
| | | | | | | |

MANAGING BROKER 2024

| | JAN | 440 | MAR | APR | MAY | JUN | JUL | AUG | SER . | /o ^{ct} | MOA | SEC | $\overline{/}$ |
|-------------------|--------|--------|--------|--------|--------|--------|--------|--------|-------|------------------|-----|-----|----------------|
| INITIAL LIC. | 54 | 39 | 41 | 98 | 24 | 37 | 33 | 21 | | | | | 1 |
| RENEWALS | 18 | 20 | 22 | 43 | 37 | 19 | 14 | 14 | | | | | 1 |
| SPONSOR CHG. | 76 | 81 | 70 | 85 | 82 | 65 | 68 | 91 | | | | | 1 |
| 2024 TOTAL ACTIVE | 14,383 | 14,442 | 14,510 | 14,636 | 14,689 | 14,749 | 14,779 | 14,814 | | | | | |

MANAGING BROKER 2023

| | JAN | 440 | MAR | APR | WAY | JUN | JUL | MIC | SER | oc ¹ | MOA | DEC | $\overline{/}$ |
|-------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-----------------|--------|--------|----------------|
| 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 | |







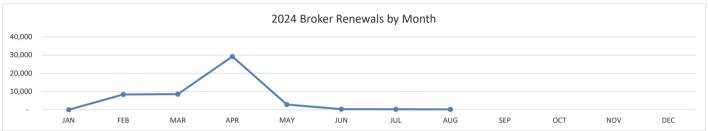
BROKER 2024

| | JAN | / ¿Ø | MAR | pg ^R | MAY | JUP | Jul- | Mic | J gg | oct | /, | ⁴⁰⁴ / | Str. |
|-------------------|--------|--------|--------|-----------------|--------|--------|--------|--------|------|-----|----|------------------|------|
| INITIAL LIC. | 345 | 349 | 366 | 375 | 408 | 401 | 298 | 302 | | | | | |
| RENEWALS | 38 | 8,404 | 8,586 | 29,260 | 2,877 | 362 | 288 | 196 | | | | | |
| SPONSOR CHG. | 945 | 766 | 892 | 881 | 616 | 498 | 617 | 688 | | | | | |
| 2024 TOTAL ACTIVE | 59,948 | 60,258 | 60,624 | 61,019 | 61,396 | 52,395 | 52,892 | 53,426 | | | | | |

BROKER 2023

| | JAN | / 4 th | MAP | R.P.P. | MAY | JUP | JUL | AUG | ets. | / o ^c r | h04 | \\ \delta_{E_C} \/ |
|-------------------|--------|-------------------|--------|--------|--------|--------|--------|--------|--------|--------------------|--------|--------------------|
| 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 | 55,55° | 55,885 | 56,478 | 56,866 | 57,311 | 57,725 | 57,999 | 58,383 | 58,682 | 59,061 | 59,344 | 59,595 |









RESIDENTIAL LEASING AGENT 2024

| | JAŽ | | MAR | p.gr | na ^r | JUH | Jul. | , puc | , st | / oct | / _{MON} | / SEC | $\overline{/}$ |
|-------------------|-------|-------|-------|-------|-----------------|-------|-------|-------|------|-------|------------------|-------|----------------|
| INITIAL LIC. | 59 | 55 | 59 | 28 | 101 | 58 | 60 | 67 | | | | | 1 |
| RENEWALS | 4 | 13 | 2 | 12 | 494 | 489 | 1230 | 133 | | | | | 1 |
| SPONSOR CHG. | 25 | 32 | 52 | 40 | 32 | 40 | 69 | 42 | | | | | 1 |
| 2024 TOTAL ACTIVE | 3,425 | 3,483 | 3,531 | 3,593 | 3,672 | 3,727 | 3,786 | 3,855 | | | | | |

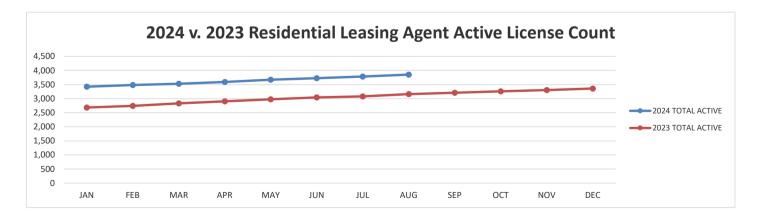
RESIDENTIAL LEASING AGENT 2023

| | JAŽ | | MAR | REP | MAT | JUP | Jil. | / NIC | g ^Q | / oct | MO4 | SEC. |
|-------------------|-------|-------|-------|-------|-------|-------|-------|-------|----------------|-------|-------|-------|
| 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 |









| | as of | 7/31/2024 | 8/31/2024 |
|----------------|---------------------------------------------|--------------------|--------------------|
| License prefix | License Type | Active | Active |
| 440 | Licensed Auctioneer | Licenses | Licenses |
| 441 | Licensed Auctioneer | 237 | 237 |
| 444 | Licensed Auctioneer Licensed Auction Firm | 733 | |
| | | 193 | 195 |
| 445 | Licensed Auction CE School | 6 | 6 |
| 446 | Licensed Auction CE Course | 43 | 43 |
| | Totals | 1,212 | 1,219 |
| | | Active | Active |
| License prefix | License Type | Licenses | Licenses |
| 553 | Certified General Real Estate | | |
| | Appraiser | 1,383 | 1,386 |
| 555 | Licensed Appraiser Education | | |
| 550 | Provider | 17 | 17 |
| 556 | Certified Residential Real Estate Appraiser | 1,709 | 1,711 |
| 557 | Associate Real Estate Trainee | | |
| | Appraiser | 348 | 349 |
| 558 | Appraisal Management Company | 135 | 136 |
| 572 | Temporary Practice Real Estate Appraiser | 29 | 35 |
| 573 | Licensed Appraiser Pre-Lic Course | 101 | 101 |
| 575 | Licensed Appraiser CE Course | 384 | 390 |
| | Totals | 4,106 | 4,125 |
| | | | |
| License prefix | License Type | Active | Active |
| · | • • | Licenses | Licenses |
| 261 | LICENSED COMMUNITY | 4.020 | 4.052 |
| 204 | ASSOCIATION MANAGER Community Association | 1,930 | 1,952 |
| 291 | Managment Firm | 470 | 472 |
| 292 | _ | 170 | |
| | CAM CE Course | 2 | 2 |
| 293 | CAM CE Course | 6 | 6 |
| | Totals | 2,108 | 2,132 |
| | | Actions | Action |
| License prefix | License Type | Active Licenses | Active Licenses |
| 450 | Licensed Home Inspector | 1,804 | |
| 451 | Licensed Home Inspector Entity | 193 | |
| 452 | Licensed Home Inspector Education | | 192 |
| 432 | Provider | 24 | 24 |
| 453 | Licensed Home Inspector Pre- | | |
| | License Course | 25 | 25 |
| 454 | Licensed Home Inspector CE | | |
| | Course | 145 | 145 |

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Totals

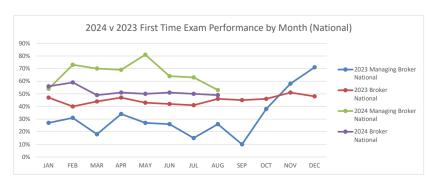
2,191

2,199

| ı | | | | | | | | | | | | |
|----------------------|-------------------|------|------|------|------|------|-------|-------------------|-----|------|----------|----------------------------------------|
| | | JA. | | | | 2/NA | 1/3/2 | */ ₃ 1 | | 5/ j | <u> </u> | \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ \\ |
| 2024 | First Time | 54% | 73% | 70% | 69% | 81% | 64% | 63% | 53% | | | |
| Managing | First Time Takers | 19 | 32 | 33 | 35 | 26 | 21 | 12 | 10 | | | |
| Broker | Repeat | 58% | 57% | 71% | 42% | 59% | 53% | 44% | 45% | | | |
| National | Repeat Takers | 19 | 21 | 40 | 14 | 16 | 8 | 7 | 5 | | | |
| 2024 | First Time | 88% | 81% | 79% | 77% | 67% | 81% | 76% | 85% | | | |
| Managing | First Time Takers | 21 | 22 | 19 | 23 | 6 | 26 | 16 | 17 | | | |
| Broker | Repeat | 100% | 100% | 64% | 71% | 92% | 80% | 100% | 67% | | | |
| State | Repeat Takers | 4 | 8 | 9 | 10 | 11 | 8 | 3 | 2 | | | |
| Managing | First Time | 67% | 100% | 42% | 83% | 100% | 75% | 100% | 25% | | | |
| Broker | First Time Takers | 4 | 4 | 5 | 10 | 7 | 3 | 7 | 1 | | | |
| Reciprocity | Repeat | 100% | 0% | 50% | 100% | 0% | 100% | 0% | 0% | | | |
| Exam | Repeat Takers | 2 | 0 | 1 | 1 | 0 | 1 | 0 | 0 | | | |
| • | | | | | | | • | | • | | | |
| | First Time | 56% | 59% | 49% | 51% | 50% | 51% | 50% | 49% | | | |
| 2024 Broker | First Time Takers | 224 | 244 | 239 | 253 | 237 | 214 | 176 | 186 | | | |
| National | Repeat | 40% | 34% | 32% | 33% | 33% | 32% | 34% | 30% | | | |
| | Repeat Takers | 143 | 118 | 153 | 145 | 157 | 132 | 117 | 102 | | | |
| 2024 Broker State | First Time | 61% | 60% | 57% | 59% | 53% | 58% | 50% | 54% | | | |
| | First Time Takers | 159 | 184 | 189 | 203 | 163 | 242 | 217 | 233 | | | |
| | Repeat | 48% | 50% | 55% | 45% | 50% | 40% | 47% | 43% | | | |
| | Repeat Takers | 110 | 117 | 152 | 110 | 143 | 134 | 87 | 95 | | | |
| Broker | First Time | 83% | 76% | 74% | 69% | 64% | 53% | 72% | 60% | | | |
| Reciprocity | First Time Takers | 25 | 25 | 23 | 27 | 18 | 20 | 23 | 12 | | | |
| Exam | Repeat | 57% | 67% | 83% | 57% | 50% | 44% | 63% | 45% | | | |
| LXaIII | Repeat Takers | 4 | 4 | 5 | 4 | 5 | 4 | 5 | 5 | | | |
| | | | | | | | | | | | | |
| | First Time | 62% | 52% | 54% | 52% | 52% | 49% | 42% | 47% | | | |
| Leasing Agent | First Time Takers | 40 | 46 | 37 | 47 | 46 | 35 | 35 | 41 | | | |
| National | Repeat | 42% | 60% | 52% | 46% | 43% | 29% | 36% | 44% | | | |
| | Repeat Takers | 21 | 38 | 23 | 26 | 32 | 21 | 33 | 32 | | | |
| | | | | | | | | | | | | |
| | First Time | 67% | 0% | 67% | 100% | | 0% | 0% | 0% | | | |
| RE Instructors | First Time Takers | 2 | 0 | 2 | 3 | 4 | 0 | 0 | 0 | | | |
| National | Repeat | 0% | 100% | 67% | 0% | 100% | 100% | 100% | 0% | | | |
| HutiOliai | Repeat Takers | 0 | 1 | 2 | 0 | 1 | 1 | 1 | 0 | | | |
| | First Time | 100% | 0% | 100% | 100% | 100% | 100% | 0% | 0% | | | |
| RE Instructors | First Time Takers | 1 | 0 | 1 | 2 | 2 | 1 | 0 | 0 | | | |
| State | Repeat | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | | | |
| | Repeat Takers | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | | |

2023 Real Estate Examination Pass Rates

| | | Ja. | | NI O | \$ \ \$ | MA | 1/37 | 1/ ₂ / _{3/1} | / pull | 3/4 | Z/ 6 | | 1/4 |
|-------------------------|-------------------|-----|------|------|---------|------|------------|----------------------------------|--------|-------------------------|------|------|--------------------|
| 2023 | First Time | 27% | 31% | 18% | 34% | 27% | <u>26%</u> | 15% | 26% | / ල [×] 10% | 38% | 58% | <u>/ ◇ </u> 71% |
| Managing | First Time Takers | 37 | 32 | 40 | 35 | 43 | 31 | 27 | 34 | 29 | 26 | 25 | 34 |
| Broker | Repeat | 28% | 23% | 27% | 26% | 33% | 35% | 33% | 23% | 31% | 54% | 50% | 35% |
| National | Repeat Takers | 47 | 40 | 56 | 46 | 43 | 52 | 36 | 52 | 48 | 46 | 30 | 34 |
| 2023 | First Time | 82% | 79% | 68% | 85% | 86% | 85% | 76% | 74% | 75% | 86% | 73% | 86% |
| Managing | First Time Takers | 22 | 19 | 25 | 20 | 22 | 13 | 17 | 19 | 16 | 14 | 11 | 22 |
| Broker | Repeat | 50% | 64% | 70% | 100% | 100% | 90% | 80% | 82% | 50% | 55% | 86% | 71% |
| State | Repeat Takers | 6 | 11 | 10 | 6 | 2 | 10 | 5 | 11 | 4 | 11 | 7 | 7170 |
| Managing | First Time | 57% | 100% | 94% | 55% | 83% | 100% | 70% | 57% | 75% | 100% | 100% | 25% |
| Broker | First Time Takers | 7 | 3 | 16 | 11 | 6 | 3 | 10 | 7 | 8 | 2 | 2 | 4 |
| Reciprocity | Repeat | 0% | 0% | 50% | 0% | 50% | 0% | 100% | 50% | 100% | 0% | 50% | 0% |
| Exam | Repeat Takers | 076 | 0 | 2 | 2 | 2 | 078 | 1 | 2 | 1 | 0 | 2 | 2 |
| LAGIII | repeat rakers | U | U | | 2 | | U | | 2 | ' | U | 2 | |
| | First Time | 47% | 40% | 44% | 47% | 43% | 42% | 41% | 46% | 45% | 46% | 51% | 48% |
| 2023 Broker | First Time Takers | 522 | 502 | 581 | 573 | 582 | 524 | 464 | 486 | 430 | 413 | 383 | 398 |
| National | 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 | 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 |
| State | 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 | 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 |
| Reciprocity Exam | Repeat | 19% | 38% | 50% | 75% | 80% | 44% | 50% | 50% | 63% | 47% | 42% | 67% |
| Exam | Repeat Takers | 16 | 8 | 10 | 16 | 5 | 9 | 8 | 14 | 8 | 15 | 12 | 3 |
| | | | | | | | | | | | | | |
| | First Time | 48% | 58% | 50% | 56% | 56% | 65% | 49% | 50% | 47% | 53% | 50% | 62% |
| Leasing Agent | First Time Takers | 60 | 76 | 102 | 78 | 73 | 94 | 72 | 74 | 59 | 64 | 74 | 60 |
| National | 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 |
| | | | | | | | | | | | | | |
| | First Time | 40% | 25% | 29% | 100% | 33% | 0% | 25% | 100% | 40% | 60% | 50% | 0% |
| RE Instructors National | 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 | 11 |
| | First Time | 67% | 75% | 83% | 100% | 0% | 100% | 100% | 100% | 67% | 80% | 100% | 0% |
| RE Instructors | First Time Takers | 3 | 4 | 6 | 1 | 2 | 1 | 3 | 1 | 3 | 5 | 3 | 0 |
| State | 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 |



DRE Education's Pipeline

| 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 | 12 | 0 | 18 | |
| May | | | 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 | |
| October | | | | | | 0 | |
| November | | | | | | 0 | |
| December | | | | | | 0 | |
| YTD Total | 23 | 24 | 15 | 68 | 4 | 134 | |
| | | | | | | | |
| Total Active Licenses | 283 | 483 | 151 | 652 | 70 | Nate Cl | handl |

August 2024 Complaint Report

| | | N. 050 II. | | , |
|-----------|-------------------|----------------------------------------------|---------------------------------------|-----------------------------|
| 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 | | | | |
| October | | | | |
| November | | | | |
| December | | | | |
| Total | 389 | 167 | 164 | 58 |
| | | | | |

DRE EXAMINATION UNIT STATISTICAL REPORT FOR THE MONTH OF AUGUST 2024

AS PREPARED FOR READ BOARD SEPTEMBER 12, 2024

Licensees 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 AUGUST was 15 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: 9

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: 3

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: 1

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: 1

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: 22
RESOLUTION TYPE: ACKNOWLEDGEMENT PAGE ONLY TOTAL COMPLETED: 0

EXAMINATIONS REFERRED TO SUPERVISOR – CLOSED

Licensees 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 |

August 2024
Investigations Report

| Column1 | Pending/Op en RE Cases | pending CRC/ READ Approval | RE Cases 2 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 | 640 | 10 | 27 | 67 | 76 | 68 | 228 | 174 | 25 | 3 | 10 |
| February | 651 | 22 | 30 | 67 | 78 | 65 | 212 | 199 | 22 | 1 | 10 |
| March | 660 | 17 | 39 | 68 | 80 | 51 | 228 | 194 | 37 | 13 | 15 |
| April | 666 | 20 | 40 | 66 | 84 | 45 | 232 | 199 | 27 | 10 | 11 |
| May | 664 | 28 | 59 | 62 | 77 | 43 | 229 | 194 | 22 | 17 | 7 |
| June | 647 | 11 | 16 | 76 | 77 | 47 | 198 | 233 | 12 | 12 | 17 |
| July | 656 | 2 | 23 | 68 | 77 | 52 | 205 | 231 | 21 | 3 | 9 |
| August | 665 | 19 | 15 | 55 | 98 | 48 | 207 | 242 | 19 | 1 | 9 |
| September | | | | | | | | | | | |
| October | | | | | | | | | | | |
| November | | | | | | | | | | | |
| December | | | | | | | | | | | |
| Total | | | | | | | | | 185 | 60 | 88 |
| | | | | | | | | | | | |

August 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 | over 24 | New RE Cases Rec'd | | Informal Conferences held | Formal Hearings held | RE Cases Closed | CLOSED: Admin | _ | | Consent | 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 | | | | | | | | | | | | 0 | | | | | | | |
| October | | | | | | | | | | | | 0 | | | | | | | |
| November | | | | | | | | | | | | 0 | | | | | | | |
| December | | | | | | | | | | | | 0 | | | | | | | |
| Total | | | | | | | | 165 | 39 | 6 | 1 | 162 | 30 | 7 | 14 | 47 | 17 | 46 | 1 |
| | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | 0 | | | | | | | |