

TEXAS REAL ESTATE COMMISSION

October 2022 Staff Reports


Last 12 Months Calls Presented vs. Hold Time


## Last 12 Months Emails Processed and \% Completed within 1 Business Day



Fiscal Year Comparison

## Ave. Calls Presented/Month vs. Ave. Hold Time/Month



Education \& Examinations Division - EE1 Report
TREC Qualifying Education Provider and Course Applications

| FY2023 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep-22 | Oct-22 | Nov-22 | Dec-22 | Jan-23 | Feb-23 | Mar-23 | Apr-23 | May-23 | Jun-23 | Jul-23 | Aug-23 | YTD |
| Applications Received |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Providers |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Initial Provider | 1 | 1 |  |  |  |  |  |  |  |  |  |  | 2 |
| 4-year Renewal Provider | 0 | 5 |  |  |  |  |  |  |  |  |  |  | 5 |
| Annual Fee for Provider | 6 | 10 |  |  |  |  |  |  |  |  |  |  | 16 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Courses | 26 | 45 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |  |
| Initial | 15 | 7 |  |  |  |  |  |  |  |  |  |  | 22 |
| Renewal | 11 | 38 |  |  |  |  |  |  |  |  |  |  | 49 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Inspector Courses | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Initial | 0 | 0 |  |  |  |  |  |  |  |  |  |  | 0 |
| Renewal | 0 | 0 |  |  |  |  |  |  |  |  |  |  | 0 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Applications Received | 33 | 61 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 94 |


|  | Sep-22 | Oct-22 | Nov-22 | Dec-22 | Jan-23 | Feb-23 | Mar-23 | Apr-23 | May-23 | Jun-23 | Jul-23 | Aug-23 | YTD |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Application Approved |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Providers |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Initial Provider | 0 | 1 |  |  |  |  |  |  |  |  |  |  | 1 |
| 4-year Renewal Provider | 0 | 0 |  |  |  |  |  |  |  |  |  |  | 0 |
| Annual Fee for Provider | 5 | 5 |  |  |  |  |  |  |  |  |  |  | 10 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate Courses | 34 | 29 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 63 |
| Initial | 15 | 6 |  |  |  |  |  |  |  |  |  |  | 21 |
| Renewal | 19 | 23 |  |  |  |  |  |  |  |  |  |  | 42 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Inspector Courses | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Initial | 0 | 0 |  |  |  |  |  |  |  |  |  |  | 0 |
| Renewal | 0 | 0 |  |  |  |  |  |  |  |  |  |  | 0 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Applications Approved | 39 | 35 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 74 |

Education \& Examinations Division - EE2 Report
TREC Continuing Education Provider and Course Applications

| FY2023 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep-22 | Oct-22 | Nov-22 | Dec-22 | Jan-23 | Feb-23 | Mar-23 | Apr-23 | May-23 | Jun-23 | Jul-23 | Aug-23 | YTD |
| Applications Received |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Providers | 22 | 18 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 40 |
| Initial Provider | 9 | 11 |  |  |  |  |  |  |  |  |  |  | 20 |
| Renewal Provider | 13 | 7 |  |  |  |  |  |  |  |  |  |  | 20 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate CE Courses | 154 | 205 |  |  |  |  |  |  |  |  |  |  | 359 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Inspector CE (ICE) Courses | 8 | 24 |  |  |  |  |  |  |  |  |  |  | 32 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Applications Received | 184 | 247 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 431 |


|  | Sep-22 | Oct-22 | Nov-22 | Dec-22 | Jan-23 | Feb-23 | Mar-23 | Apr-23 | May-23 | Jun-23 | Jul-23 | Aug-23 | YTD |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Applications Approved |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Providers | 20 | 12 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 32 |
| Initial Provider | 6 | 8 |  |  |  |  |  |  |  |  |  |  | 14 |
| Renewal Provider | 14 | 4 |  |  |  |  |  |  |  |  |  |  | 18 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Real Estate CE Courses | 190 | 104 |  |  |  |  |  |  |  |  |  |  | 294 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Inspector CE (ICE) Courses | 27 | 12 |  |  |  |  |  |  |  |  |  |  | 39 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Applications Approved | 237 | 128 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 365 |

Education \& Examinations Division
TREC Applications Approved 13-Month Comparison

| TREC Applications Approved 13-Month Comparison |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Oct-21 | Nov-21 | Dec-21 | Jan-22 | Feb-22 | Mar-22 | Apr-22 | May-22 | Jun-22 | Jul-22 | Aug-22 | Sep-22 | Oct-22 |
| Qualifying Provider | 2 | 1 | 0 | 4 | 0 | 2 | 0 | 0 | 2 | 0 | 0 | 0 | 1 |
| Qualifying Real Estate Courses | 8 | 1 | 36 | 11 | 20 | 7 | 6 | 34 | 37 | 19 | 19 | 34 | 29 |
| Qualifying Inspector Courses | 4 | 0 | 4 | 6 | 11 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| All Qualifying Applications | 14 | 2 | 40 | 21 | 31 | 9 | 6 | 34 | 39 | 19 | 19 | 34 | 30 |


| Continuing Education Provider | 20 | 17 | 19 | 23 | 13 | 32 | 17 | 18 | 27 | 26 | 33 | 20 | 12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Continuing Real Estate Courses | 111 | 183 | 236 | 220 | 292 | 265 | 197 | 140 | 225 | 174 | 233 | 190 | 104 |
| Continuing Education Inspector Courses | 14 | 14 | 11 | 8 | 4 | 4 | 22 | 43 | 4 | 12 | 26 | 27 | 12 |
| All Continuing Education Applications | 145 | 214 | 266 | 251 | 309 | 301 | 236 | 201 | 256 | 212 | 292 | 237 | 128 |
| All Applications Approved | 159 | 216 | 306 | 272 | 340 | 310 | 242 | 235 | 295 | 231 | 311 | 271 | 158 |



Education \& Examinations Division
TREC Total Applications Approved - Fiscal Year





Education \& Examinations Division


## Licensing Applications Received





Year-to-Date Comparison - Easement or Right-of-Way (ERW)


## Licensing Renewal Activity




License Holder Counts

Total License Holders and Registrants
13-Month Comparison


License Holder Counts
13-Month Comparisons by License Type


## Licensing Application Processing Time

| Average Number of Calendar Days to Process a License Application 13-Month Comparison - Goal: 14 days |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Oct 21 | Nov 21 | Dec 21 | Jan 22 | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | Aug 22 | Sep 22 | Oct 22 |
| Broker Business Entity | 4.12 | 5.23 | 6.83 | 4.76 | 13.47 | 4.76 | 4.41 | 4.22 | 4.72 | 5.21 | 5.79 | 7.72 | 7.53 |
| Broker Individual | 8.03 | 9.51 | 9.68 | 7.74 | 8.45 | 8.39 | 8.83 | 9.83 | 11.38 | 8.53 | 8.55 | 7.43 | 7.58 |
| Sales Agent | 4.55 | 5.49 | 4.38 | 5.73 | 4.09 | 5.36 | 3.40 | 3.61 | 3.71 | 3.67 | 3.54 | 3.78 | 3.74 |
| Professional Inspector | 10.91 | 14.5 | 2.49 | 7.38 | 8.45 | 6.42 | 6.17 | 4.45 | 4.27 | 4.34 | 4.78 | 5.73 | 7.83 |
| Real Estate Inspector | 5.54 | 6.94 | n/a | 4.45 | 4.45 | 3.49 | 8.00 | 8.40 | 15.94 | 1.38 | 4.56 | 4.33 | 7.64 |
| Apprentice Inspector | 17.33 | 7.00 | 4.65 | 5.41 | 5.41 | 2.00 | 4.56 | 2.64 | 4.02 | n/a | 3.00 | 3.50 | 6.43 |
| Easement or Right-of-Way Business Entity | 7.34 | n/a | n/a | 4.35 | 16.60 | 1.32 | 3.35 | 1.43 | 4.47 | n/a | 1.4 | n/a | 1.35 |
| Easement or Right-of-Way Individual | 4.18 | 5.48 | 5.58 | 3.59 | 3.65 | 3.73 | 3.25 | 1.89 | 1.76 | 1.90 | 1.66 | 3.31 | 2.59 |

Applications Received Per Month

|  | Oct 21 | Nov 21 | Dec 21 | Jan 22 | Feb 22 | Mar 22 | Apr 22 | May 22 | Jun 22 | Jul 22 | Aug 22 | Sep 22 | Oct 22 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Broker Business Entity | 126 | 149 | 173 | 175 | 148 | 178 | 146 | 152 | 149 | 183 | 141 | 120 | 146 |
| Broker Individual | 175 | 208 | 204 | 242 | 215 | 194 | 213 | 182 | 196 | 115 | 237 | 230 | 210 |
| Sales Agent | 3,044 | 2,966 | 2,780 | 3,660 | 3,221 | 3,840 | 3,475 | 3,423 | 3,322 | 3,225 | 3,442 | 2,961 | 2,649 |
| Professional Inspector | 50 | 66 | 66 | 72 | 47 | 81 | 65 | 68 | 63 | 61 | 63 | 47 | 38 |
| Real Estate Inspector | 1 | 3 | 4 | 2 | 1 | 3 | 2 | 4 | 1 | 0 | 2 | 4 | 0 |
| Apprentice Inspector | 19 | 9 | 7 | 8 | 0 | 9 | 13 | 8 | 4 | 2 | 5 | 2 | 3 |
| Easement or Right-of-Way Business Entity | 2 | 1 | 1 | 2 | 3 | 0 | 4 | 1 | 3 | 0 | 1 | 2 | 2 |
| Easement or Right-of-Way Individual | 30 | 27 | 17 | 29 | 34 | 34 | 40 | 39 | 34 | 25 | 45 | 67 | 91 |

## TREC Enforcement Division: E1 Report

| Case Status |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FY 2023 |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Sep 22 | Oct 22 | Nov 22 | Dec 22 | Jan 23 | Feb 23 | Mar 23 | Apr 23 | May 23 | Jun 23 | Jul 23 | Aug 23 | YTD |
| Received During Month | 566 | 529 |  |  |  |  |  |  |  |  |  |  | 1095 |
| Broker/Sales | 167 | 146 |  |  |  |  |  |  |  |  |  |  | 313 |
| Inspector | 7 | 5 |  |  |  |  |  |  |  |  |  |  | 12 |
| Timeshare | 1 | 0 |  |  |  |  |  |  |  |  |  |  | 1 |
| Unlicensed Activity | 8 | 4 |  |  |  |  |  |  |  |  |  |  | 12 |
| No Jurisdiction | 16 | 27 |  |  |  |  |  |  |  |  |  |  | 43 |
| Application Investigation | 214 | 196 |  |  |  |  |  |  |  |  |  |  | 410 |
| Fitness Inquiry | 152 | 150 |  |  |  |  |  |  |  |  |  |  | 302 |
| Other | 1 | 1 |  |  |  |  |  |  |  |  |  |  | 2 |
|  | Sep 22 | Oct 22 | Nov 22 | Dec 22 | Jan 23 | Feb 23 | Mar 23 | Apr 23 | May 23 | Jun 23 | Jul 23 | Aug 23 | YTD |
| Closed During Month | 554 | 543 |  |  |  |  |  |  |  |  |  |  | 1097 |
| Complaint Withdrawn | 6 | 3 |  |  |  |  |  |  |  |  |  |  | 9 |
| Cease \& Desist Issued | 1 | 1 |  |  |  |  |  |  |  |  |  |  | 2 |
| Disciplinary Action | 45 | 45 |  |  |  |  |  |  |  |  |  |  | 90 |
| Failure to Go Forward | 33 | 35 |  |  |  |  |  |  |  |  |  |  | 68 |
| Insufficient Evidence | 40 | 51 |  |  |  |  |  |  |  |  |  |  | 91 |
| Matter Settled | 17 | 19 |  |  |  |  |  |  |  |  |  |  | 36 |
| No Jurisdiction | 44 | 61 |  |  |  |  |  |  |  |  |  |  | 105 |
| No Violation | 4 | 10 |  |  |  |  |  |  |  |  |  |  | 14 |
| Application Investigation | 198 | 178 |  |  |  |  |  |  |  |  |  |  | 376 |
| Fitness Inquiries | 124 | 102 |  |  |  |  |  |  |  |  |  |  | 226 |
| Other | 12 | 11 |  |  |  |  |  |  |  |  |  |  | 23 |
| Open at Beginning of Month |  | 1069 |  |  |  |  |  |  |  |  |  |  |  |
| Received During Month |  | 529 |  |  |  |  |  |  |  |  |  |  |  |
| Closed During Month |  | 543 |  |  |  |  |  |  |  |  |  |  |  |
| Open at End of Month |  | 1055 |  |  |  |  |  |  |  |  |  |  |  |
| Received During Fiscal Year |  | 1095 |  |  |  |  |  |  |  |  |  |  |  |
| Closed During Fiscal Year |  | 1097 |  |  |  |  |  |  |  |  |  |  |  |
| TREC Enforcement D |  |  |  |  |  | ase Sta | us Rep | ort |  |  |  | E1 R | ort |

TREC Enforcement Division: E2 Report Open Case Aging Report
as of 10/31/2022


TREC Enforcement Division
Open Case Aging
E2 Report

## Complaint Subject Categories for October 2021 through October 2022

## 2133 Total Allegations

Administrative 2.91 \% (62)
Advertising 5.25 \% (112)
Breach of Fiduciary Duties 17.02 \% (363)
Leasing/Property Management - Misappropriation 1.17 \% (25)
Leasing/Property Management - Other 6.94 \% (148)

Broker Supervision 10.78 \% (230)
License Holder Acting as Principal 2.20 \% (47)

Failure to Disclose 6.24 \% (133)
Licensure Issues 13.74 \% (293)
Sales Misappropriation 0.75 \% (16)
Improper Contract/Seller Disclosure form usage 2.77 \% (59)
Intermediary/IABS 3.23 \% (69)
Sales Other 23.07 \% (492)
Unlicensed Activity 3.94 \% (84)

| Complaint Subject Categories by Month |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Subject Matter Categories | Oct-21 | Nov-21 | Dec-21 | Jan-22 | Feb-22 | Mar-22 | Apr-22 | May-22 | Jun-22 | Jul-22 | Aug-22 | Sep-22 | Oct-22 | Total | YTD |
| Administrative <br> Bad check, contact information, uncooperative, etc. | 11 | 3 | 1 | 1 | 9 | 1 | 2 | 7 | 8 | 8 | 6 | 1 | 4 | 62 | 2.91\% |
| Advertising Includes misleading \& dba | 3 | 8 | 6 | 17 | 13 | 8 | 6 | 5 | 4 | 7 | 18 | 8 | 9 | 112 | 5.25\% |
| Breach of Fiduciary Duty Including false promise | 20 | 17 | 27 | 23 | 30 | 32 | 34 | 26 | 26 | 25 | 36 | 37 | 30 | 363 | 17.02\% |
| Broker Supervision | 22 | 13 | 9 | 19 | 23 | 16 | 27 | 15 | 17 | 15 | 16 | 22 | 16 | 230 | 10.78\% |
| Failure to Disclose | 4 | 9 | 5 | 15 | 15 | 11 | 8 | 14 | 13 | 6 | 8 | 12 | 13 | 133 | 6.24\% |
| Improper contract/Seller Disclosure form usage Including false promise | 1 | 1 | 5 | 12 | 11 | 4 | 2 | 11 | 4 | 2 | 3 | 3 | 0 | 59 | 2.77\% |
| Intermediary/IABS | 8 | 3 | 1 | 7 | 9 | 6 | 6 | 8 | 5 | 3 | 7 | 6 | 0 | 69 | 3.23\% |
| Leasing/Property Management Misappropriation | 0 | 4 | 1 | 0 | 8 | 5 | 0 | 0 | 2 | 0 | 1 | 0 | 4 | 25 | 1.17\% |
| Leasing/Property Management - Other Includes negligence, referral, etc. | 6 | 11 | 8 | 11 | 19 | 11 | 19 | 19 | 13 | 7 | 13 | 7 | 4 | 148 | 6.94\% |
| License Holder Acting as Principal | 5 | 2 | 3 | 7 | 9 | 3 | 1 | 0 | 2 | 5 | 6 | 2 | 2 | 47 | 2.20\% |
| Licensure Issues Criminal background check, denials, probationary license, etc. | 15 | 23 | 20 | 21 | 16 | 23 | 28 | 27 | 27 | 20 | 21 | 31 | 21 | 293 | 13.74\% |
| Sales Misappropriation Other than Leasing/Property Management Misappropriation | 2 | 1 | 2 | 2 | 3 | 1 | 0 | 1 | 1 | 1 | 0 | 0 | 2 | 16 | 0.75\% |
| Sales Other Includes negligence, rebate, referral, earnest money, etc. (other than Leasing/Property Management - Other) | 43 | 33 | 34 | 38 | 44 | 35 | 38 | 37 | 33 | 38 | 58 | 25 | 36 | 492 | 23.07\% |
| Unlicensed Activity | 10 | 5 | 3 | 11 | 9 | 8 | 7 | 8 | 4 | 7 | 5 | 3 | 4 | 84 | 3.94\% |
| Total | 150 | 133 | 125 | 184 | 218 | 164 | 178 | 178 | 159 | 144 | 198 | 157 | 145 | 2133 |  |

Information \& Technology Division

## Electronic Information Outlet Statistics

## October 2022

| Website | Current Month | FYTD Total |  |  | $\begin{gathered} \text { Prior FYTD } \\ \text { Total } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total Pages Viewed | 1,696,611 |  | 3,512,004 |  | 3,819,162 |
| Total Monthly Sessions | 480,894 |  | 991,228 |  | 1,089,275 |
| Online Transactions | Total | Online | Online Percent | FYTD Online Percent | $\begin{array}{c\|} \hline \text { Prior FYTD } \\ \text { Percent } \\ \hline \end{array}$ |
| Applications | 2107 | 1803 | 85.6\% | 83.6\% | 82.1\% |
| Broker Application | 136 | 110 | 80.9\% | 77.4\% | 80.0\% |
| Sales Agent Application | 1958 | 1681 | 85.9\% | 84.0\% | 82.1\% |
| Corporate Broker Application | 13 | 12 | 92.3\% | 88.5\% | 90.6\% |
| Renewals | 7263 | 7116 | 98.0\% | 98.0\% | 98.1\% |
| Broker Renewals | 1380 | 1340 | 97.1\% | 97.6\% | 96.7\% |
| Sales Agent Renewal | 5529 | 5439 | 98.4\% | 98.2\% | 98.5\% |
| Corporate Broker Renewals | 119 | 115 | 96.6\% | 95.8\% | 96.7\% |
| Professional Inspector Renewals | 172 | 161 | 93.6\% | 96.3\% | 98.2\% |
| Real Estate Inspector Renewals | 2 | 2 | 100.0\% | 75.0\% | 100.0\% |
| Apprentice Inspector Renewals | 5 | 5 | 100.0\% | 100.0\% | 100.0\% |
| Easement ROW Business Renewals | 4 | 3 | 75.0\% | 83.3\% | 66.7\% |
| Easement ROW Individual Renewals | 52 | 51 | 98.1\% | 95.0\% | 96.8\% |
| Information \& Technology | Electronic Infor | Outlet St |  |  | I1 Report |

Information \& Technology Division

## Electronic Information Outlet Statistics

October 2022

| Applications | Oct ' 21 | Nov '21 | Dec '21 | Jan '22 | Feb '22 | Mar '22 | Apr '22 | May '22 | Jun '22 | Jul '22 | Aug '22 | Sep '22 | Oct '22 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Broker Application | 75.8\% | 81.6\% | 87.2\% | 82.2\% | 74.0\% | 71.2\% | 99.6\% | 80.5\% | 98.0\% | 80.6\% | 98.9\% | 73.6\% | 80.9\% |
| Sales Agent Application | 81.6\% | 82.0\% | 83.7\% | 82.5\% | 78.4\% | 81.4\% | 98.7\% | 96.7\% | 96.9\% | 81.8\% | 98.0\% | 82.2\% | 85.9\% |
| Broker Organization Applications | 72.6\% | 69.4\% | 80.7\% | 92.4\% | 50.2\% | 76.2\% | 85.2\% | 79.2\% | 90.0\% | 78.9\% | 72.2\% | 84.6\% | 92.3\% |
| Total Utilization - Applications | 80.7\% | 81.4\% | 83.8\% | 83.3\% | 74.6\% | 80.7\% | 98.8\% | 96.4\% | 97.0\% | 81.6\% | 98.0\% | 81.7\% | 85.6\% |



| Renewals | Oct '21 | Nov '21 | Dec '21 | Jan '22 | Feb '22 | Mar '22 | Apr '22 | May '22 | Jun '22 | Jul '22 | Aug '22 | Sep '22 | Oct '22 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Broker Renewals | 97.5\% | 96.8\% | 96.9\% | 98.0\% | 97.7\% | 96.9\% | 97.3\% | 97.6\% | 97.1\% | 97.3\% | 96.3\% | 98.1\% | 97.1\% |
| Sales Agent Renewal | 98.7\% | 98.6\% | 99.2\% | 99.1\% | 98.3\% | 98.1\% | 98.6\% | 98.5\% | 98.0\% | 98.8\% | 98.0\% | 98.0\% | 98.4\% |
| Broker Organization Renewal | 97.2\% | 96.8\% | 96.7\% | 96.6\% | 96.2\% | 95.9\% | 97.9\% | 97.5\% | 97.6\% | 98.6\% | 96.2\% | 94.9\% | 96.6\% |
| Professional Inspector Renewals | 99.1\% | 97.1\% | 95.8\% | 99.0\% | 89.4\% | 97.0\% | 95.1\% | 95.5\% | 95.0\% | 95.6\% | 95.9\% | 99.4\% | 93.6\% |
| Real Estate Inspector Renewals | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 66.7\% | 85.7\% | N/A | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 50.0\% | 100.0\% |
| Apprentice Inspector Renewals | 100.0\% | N/A | 100.0\% | 100.0\% | 100.0\% | 0.0\% | 100.0\% | 100.0\% | N/A | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| Easement ROW Business Renewals | 100.0\% | N/A | 100.0\% | 66.7\% | 0.0\% | 100.0\% | 100.0\% | 100.0\% | 100.0\% | 66.7\% | N/A | 100.0\% | 75.0\% |
| Easement ROW Individual Renewals | 96.3\% | 100.0\% | 88.0\% | 97.1\% | 97.2\% | 95.9\% | 100.0\% | 86.4\% | 97.7\% | 95.5\% | 94.7\% | 89.3\% | 98.1\% |
| otal Utilization - Renewals | 98.3\% | 98.1\% | 98.4\% | 98.7\% | 97.9\% | 97.6\% | 98.3\% | 98.1\% | 97.7\% | 98.4\% | 97.5\% | 98.0\% | 98.0 |



| Financial Services Division |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| TREC Budget Status Report |  |  |  |  |  |
| October 2022 - Fiscal Year 2023 |  |  |  |  |  |
| Expenditure Category | Beginning Balance FY2023 | Expenditures | $\begin{aligned} & \text { Remaining } \\ & \text { Balance } \\ & \hline \end{aligned}$ | Budget \% <br> Remaining | $\begin{gathered} 10 / 12=83.33 \% \\ \text { Comments } \\ \hline \end{gathered}$ |
| Actual Beginning Balance | 22,639,108 |  | 22,639,108 |  | Actual Beginning balance includes TTSTC balances as of 8/31/2022 |
| Operating Reserves | $(9,768,368)$ |  | $(9,768,368)$ |  |  |
| Available balance within Texas Treasury Safekeeping Trust | 12,870,740 |  | 12,870,740 |  | excess remaining available TTSTC balance considered to balance FY23 budget |
|  |  |  |  |  |  |
| Salaries \& Wages | 10,471,030 | 1,497,495 | 8,973,535 | 85.7\% |  |
| Other Personnel Costs | 3,928,045 | 497,251 | 3,430,794 | 87.3\% |  |
| Professional Fees \& Services | 3,932,470 | 34,536 | 3,897,934 | 99.1\% | Versa replacement not expended as of report date |
| Consumables | 9,500 | 883 | 8,617 | 90.7\% |  |
| Utilities | 9,356 | 458 | 8,898 | 95.1\% |  |
| Travel | 63,000 | 4,142 | 58,858 | 93.4\% |  |
| Rent - Building | 180,950 | 173,356 | 7,594 | 4.2\% | Remaining office lease expense due March 1 |
| Rent - Machines - Other | 75,000 | 2,513 | 72,487 | 96.6\% |  |
| Other Operating Expenses | 592,274 | 94,950 | 497,324 | 84.0\% | Annual Software Maintenance Agreement for Versa Licensing System Software for the period of $9 / 1 / 21$ thru $8 / 31 / 22$ |
| Subtotal -Operations Expenditures | 19,261,625 | 2,305,583 | 16,956,042 | 88.0\% |  |
| DPS Criminal History Background Checks | 20,000 | 0 | 20,000 | 100.0\% | DPS actual expense exceeded budgeted amount. |
| Statewide Cost Allocation Plan (SWCAP) | 255,110 | 0 | 255,110 | 100.0\% | SWCAP actual expense exceeded budgeted amount. |
| Contribution to General Revenue | 727,500 | 60,625 | 666,875 | 91.7\% |  |
| Subtotal - Nonoperational Expenditures | 1,002,610 | 60,625 | 941,985 | 94.0\% |  |
| Total Expenditures | \$20,264,235 | \$2,366,208 | \$17,898,027 | 88.3\% |  |
|  |  |  |  |  |  |
| Revenue | FY2023 Approved Revenue | Revenue Collected | Revenue Remaining to be $\qquad$ | Revenue \% Remaining to be Collected | Comments |
| License Fees | \$13,097,810 | 2,118,394 | \$10,979,416 | 83.8\% |  |
| Education Fees | \$427,285 | 70,448 | \$356,837 | 83.5\% |  |
| Examination Fees | \$540,620 | 89,477 | \$451,143 | 83.4\% |  |
| Other Miscellaneous Revenue | \$294,217 | 46,517 | \$247,700 | 84.2\% | YTD interest earned and Public Info fees |
| Total Revenue | \$14,359,932 | \$2,324,837 | \$12,035,095 | 83.8\% |  |
| Revenue Over/(Under) Expenditures \& Transfers | \$6,966,437 | $(\$ 41,371)$ | \$7,007,809 | 100.6\% |  |

## Financial Services Division

## Texas Real Estate Commission Operating Account No. 3055 Investments <br> Holdings Report

October 2022


|  | Monthly Activity |  |
| :---: | :---: | :---: |
| Beginning <br> Balance | Current <br> Month | Cumulative <br> Totals |

## Beginning Cash Available Balance

$\$ \quad 6,396,887.48$

## Current Month Receipts

| \$ | $1,228,688.45$ |
| :--- | ---: |
| \$ | $(1,691,968.51)$ |

Total Cash
Investment Ending Market Value
\$ 5,933,607.42
Total Account Balance
15,602,543,58
21,536,151.00
Operating Reserve
Ending Balance Available for Operations
$\$ \quad 11,767,783.00$

Investment Compliance: These investments have been made in compliance with the Commission's Investment Policy.

Panada N Milliamx
Ranada Williams, Investment Officer

Yhelusx pherta
Melissa Huerta, Alternate Investment Officer


Kemya Dean, Alternate Investment Officer

Financial Services Division

## Real Estate Recovery Trust Account No. 3058 Investments

Current Securities
October 2022


Investment Position: The Fund is capable of meeting all known obligations
Investment Compliance: The Investment Policy of the Commission has been followed.


Texas Sc Code, Sec 1101.603(e): On a determination by the commission at any time that the balance in the trust account is less than $\$ 1$ million, each license holder at the next license renewal must pay, in addition to the renewal fee, a fee that is equal to the lesser of $\$ 10$ or a pro rata share of the amount necessary to obtain a balance in the trust account of $\$ 1.7$ million

Financial Services Division
Real Estate Recovery Trust Account No. 3058 Investments
Payments and Repayments
October 2022

| Month-Year | Payment <br> Total | Repayment <br> Total | Admin Penalties <br> Total | Admin <br> Costs | Payments <br> FY2022-To-Date |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Claims FY 2023 |  |  |  |  |  |$|$


| $\begin{array}{l}\text { Potential Payments* } \\ \text { Next } 3 \text { Months }\end{array}$ | 557,934.34 |
| :--- | ---: |


| Payment History <br> Fiscal Year of Payments |  |  |
| :---: | :---: | ---: |
| Total Payments |  |  |
| thru 2012 | 694 | $12,735,255.60$ |
| 2013 | 18 | $904,295.08$ |
| 2014 | 13 | $297,028.02$ |
| 2015 | 15 | $490,540.91$ |
| 2016 | 20 | $636,691.80$ |
| 2017 | 14 | $319,142.23$ |
| 2018 | 7 | $193,671.65$ |
| 2019 | 22 | $458,766.76$ |
| 2020 | 7 | $223,285.53$ |
| 2021 | 11 | $374,581.34$ |
| 2022 | 1 | $149,888.34$ |
| Total | $\mathbf{8 2 2}$ | $\mathbf{\$ 1 6 , 7 8 3 , 1 4 7 . 2 6}$ |


*Potential Payments: Payments could be made in the time periods indicated. Several time/work variables can affect the actual payment dates.

Financial Services Division
October 2022



Investment Position: The Fund is capable of meeting all known obligations.
Investment Compliance: The Investment Policy of the Commission has been followed.

* Per Occupation Code, Sec. 1102.353(d) If the balance in the fund on December 31 of a year is more than $\$ 600,000$, the commission shall transfer the amount in excess of $\$ 600,000$ to the credit of the general revenue fund.

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\underset{\text { Panada williams, Investment officer }}{\text { Ra na }}
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Ypelessx recite
Melissa Huerta, Alternate Investment Officer


