



IDFPR

Illinois Department of Financial and Professional Regulation

Division of Real Estate

www.idfpr.com

JB PRITZKER
Governor

MARIO TRETO, JR.
Secretary

LAURIE MURPHY
Director

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

Date: April 13, 2023

Call to Order: 9:34 a.m. –Monica Gutierrez – Chairperson

Location: IDFPR – Division of Real Estate
Remotely via interactive webinar and/or telephonically because the Governor of the State of Illinois has issued a disaster declaration related to public health concerns and an in-person meeting is not practical or prudent because of the disaster described in that declaration, and because the Secretary of the Illinois Department of Financial and Professional Regulation has determined pursuant to the provisions of Section 7 of the Open Meetings Act that an in-person meeting is not practical or prudent because of a disaster

Board Member(s) Present: Valerie Acosta, Loretta Alonzo-Deubel, Joe Castillo, Laura Ellis, Gaspar Flores Jr., Oralia Herrera, Carol Meinhart, Nykea Pippion McGriff, Victoria Sampah, Norm Willoughby

Board Member(s) Absent: Shirin Marvi, Joseph Nery, Michael Oldenettel

Division Staff Present: Adrienne Levatino – Associate General Counsel, Jeremy Reed – Chief of Licensing and Education, Geetu Naik – Chief of Prosecutions, Hector Rodriguez – Chief of Audits and Investigations, Susan Sigourney – Board Liaison, Debra Malinowski – Board Liaison

Guest(s) Present: Larry Toban – Real Estate Institute, Mike Fair – Your House Academy, Rocky Esposito – AHI Real Estate, Kirk Antkiewicz – Chicago Association of Realtors, Sharon Halperin – Oak Park Area Association of Realtors, Melissa Cannata – CE Shop, Wayne Paprocki – Real Estate Instructor, Harriet Kubicz – Mainstreet Organization of Realtors, Kate Sax – Mainstreet Organization of Realtors, Edward Williams – Williams & Nickl

| Topic | Discussion | Action |
|--------------------------|--|--|
| | <p>Chairperson Monica Gutierrez made the following statement at the READ's Board meeting:</p> <p>"This meeting is being conducted by audio or video conference without the physical presence of a quorum of the members because the Governor of the State of Illinois has issued a disaster declaration related to public health concerns and an in-person meeting is not practical or prudent because of the disaster described in that declaration. This meeting is further being conducted by audio or videoconference because the Secretary of the Illinois Department of Financial and Professional Regulation has determined pursuant to the provisions of Section 7 of the Open Meetings Act that an in-person meeting is not practical or prudent because of a disaster."</p> | |
| Call to Order | Chairperson Monica Gutierrez opened the meeting. | The meeting was called to order at 9:34 am. |
| Approval of Open Minutes | The Board reviewed the Open Minutes from the March 9, 2023 Real Estate Administration and Disciplinary Board Meeting. | Motion made by Alonzo-Deubel seconded by Pippion McGriff to approve the Open Minutes from the March 9, 2023 meeting. Motion carried unanimously by roll call vote. |
| Public Comments | There were no public comments | |
| Licensing Report | <p>The Licensing Report for activity conducted in March 2023 was presented and discussed. A copy of the report is attached to and made a part of these minutes.</p> <p>Mr. Reed mentioned that the managing brokers are in the final weeks to renew their managing brokers' licenses through IDFPR's online portal before their license expires on April 30, 2023. As of today, forty-seven percent of the managing brokers have renewed their license. Mr. Reed mentioned that if licensees have any issues renewing their managing broker's license to contact the Department at FPR.RealEstate@illinois.gov.</p> <p>Mr. Reed mentioned that the educational licenses, including schools, courses and instructors, began their renewal cycle in the beginning of April 2023. The Department will be sending the course renewal applications via mail and that application along with payment will have to be mailed back to the Department.</p> | |

| Topic | Discussion | Action |
|-----------------------|---|--------|
| | <p>Real Estate Instructors are eligible to renew their license using IDFPR’s online portal.</p> <p>Mr. Reed mentioned that the Department sent continuing education citations to a group of real estate brokers and real estate residential leasing agents because the Department’s record showed that they were deficient in their continuing education requirements for the 2020 and/or 2022 renewal period. Mr. Reed thanked Nate Chandler and Eva Rubio for conducting and maintaining the continuing education audits.</p> <p>Mr. Reed reported that eighteen percent of first time test-takers passed the national managing brokers’ examination in March. The Department is monitoring and considering ways by which to address the managing broker's pass rate.</p> <p>Mr. Antkiewicz inquired whether the Department plans to conduct a continuing education audit for the 2021 managing broker renewal cycle. Mr. Reed will look into this and report back at a later date.</p> | |
| Education Report | The 2023 Education Report through the month of March was presented and distributed. A copy of the report is attached to and made a part of these minutes. | |
| Complaints Report | The 2023 Complaints Report through the month of March 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 March 2023 was presented and distributed. A copy of the report is attached to and made a part of these minutes. | |
| Investigations Report | <p>The 2023 Investigations Report through the month of March was presented and distributed. A copy of the report is attached to and made a part of these minutes.</p> <p>Mr. Rodriguez mentioned that Robert Wasiak, an investigator for the Real Estate Division, retired on March 31, 2023 and that the Division has hired Brent “Joe” Sidenbender as the new investigator for the Real Estate Division.</p> | |

| Topic | Discussion | Action |
|----------------------------------|--|--|
| Prosecutions Report | The 2023 Prosecutions Report through the month of March was presented and distributed. A copy of the report is attached to and made a part of these minutes. | |
| Real Estate Recovery Fund Report | The Real Estate Recovery Fund Report for the 2023 Fiscal Year through March 2023 was presented and distributed. A copy of the report is attached to and made a part of these minutes. | |
| Formal Hearing Schedule | There are two formal hearings; a one day formal hearing on May 31, 2023, and a three day formal hearing on July 26, 2023, July 27, 2023 and July 28, 2023. | |
| Old Business | There was no old business discussed. | |
| New Business | There was no new business discussed. | |
| Motion to go into Closed Session | Roll Call Vote: Valerie Acosta, yes Loretta Alonzo-Deubel, yes Joe Castillo, yes Laura Ellis, yes Gaspar Flores, yes Oralia Herrera, yes Carol Meinhart, yes Nykea Pippion McGriff, yes Victoria Sampah, yes Norm Willoughby, yes | A motion made by Pippion McGriff 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 9:46 a.m. Motion carried unanimously by roll call vote. |
| Closed Session | The March 9, 2023 closed meeting minutes were reviewed by the Board. The Board reviewed the Consumer Complaints Review and Case File Review Committee's reports for: <u>March 15, 2023</u> 13 Cases Recommended for Closure by Investigations 3 Cases Referred to Prosecutions by Investigations 0 Cases for Closure by Prosecutions 5 Complaints Referred to Investigations 4 Complaints Recommended for Closure | |

| Topic | Discussion | Action |
|---|---|--|
| | <p><u>April 5, 2023</u> 12 Cases Recommended for Closure by Investigations 6 Cases Referred to Prosecutions by Investigations 4 Cases for Closure by Prosecutions 16 Complaints Referred to Investigations 6 Complaints Recommended for Closure</p> <p>The Board deliberated on pending enforcement actions.</p> | |
| <p>Motion to go into Open Session</p> <p>Approval of March 9, 2023 Closed Minutes</p> <p>The Board signed Findings of Facts, Conclusions of Law and</p> | <p>3 Cases were deliberated during Closed Session</p> <p>IDFPR v. Amanda O'Connor Case #2016-01970</p> <p>IDFPR v. Lourdes Monteagudo Case #2022-07654</p> <p>IDFPR v. Temra Gold Case #2022-10883</p> | <p>A motion made by Pippion McGriff seconded by Sampah, to go into Open Session at 10:30 a.m. Motion carried by a unanimous roll call vote.</p> <p>Motion made by Willoughby, seconded Herrera to approve the March 9, 2023 Closed Minutes. Motion carried by a unanimous roll call vote.</p> <p>The Board accepts the Administrative Law Judge's recommendation that no discipline be imposed against the license of Amanda O'Connor.</p> <p>The Board recommends an indefinite suspension for a minimum period of 1 year, and imposition of a \$1,000 fine upon the license of Lourdes Monteagudo.</p> <p>The Board recommends an indefinite suspension for a minimum period of 1 year, and imposition of a \$1,000 fine upon the license of Temra Gold.</p> <p>IDFPR v. Amanda O'Connor Case #2016-01970 IDFPR v. Lourdes Monteagudo</p> |

| Topic | Discussion | Action |
|---|---|---|
| Recommendations to the Director | | <p>Case #2022-07654 IDFPR v. Temra Gold Case #2022-10883</p> <p>Motion made by Alonzo-Deubel seconded by Acosta to ratify the actions of Consumer Complaint Review (CCR) and Case File Review Committee (CRC) and to approve the Board's recommendations, including authoring the Department to affix Nykea Pippion McGriff electronic signature on the Orders presented in Closed Session; the Board did not signed the order for case 2018-11278 Carol Meinhart recused herself from consent orders in case 2023-07194. Motion carried by roll call vote.</p> |
| Orders | <p>7 Consent and Non-Disciplinary Orders were reviewed and discussed in Closed Session.</p> <p>The Board received a report that reflected that there were 6 final actions by the Director on Consent Orders previously signed by the Board. 2019-04327 Mary Davis / McDavis Properties 2019-04327 Julia Traenkenschuh / Livewell Properties Management 2019-04327 Carol Rapp 2020-06703 Ruby Clavelle 2021-02145 Aleksandr Nepomnyashchiy / Real Estate Connexion 2022-04408 Tom Townsend/ Townsend Realty & Management</p> | <p>The Board signed 6 Consent and Non-Disciplinary Orders.</p> <p>Motion made by Willoughby, seconded by Meinhart that the March 9, 2023 READ closed minutes remain closed. Motion carried by a unanimous roll call vote.</p> |
| March 9, 2023 Closed Minutes remain closed. Recommendations | | |
| Adjournment | The next meeting is scheduled for May 18, 2023. | There being no further business to discuss motion made by Alonzo- |

| Topic | Discussion | Action |
|-------|------------|---|
| | | Deubel, seconded by Pippion McGriff to adjourn at 10:36 a.m. Motion carried by a unanimous roll call vote. |

**LICENSE REPORT
CALENDAR YEAR 2023
MARCH**

| Prefix | PROFESSION | SPONSOR CHG. | INITIAL LIC. | RENEWALS | ACTIVE |
|--------|--------------------------------|--------------|--------------|--------------|---------------|
| 471 | RE Managing Broker | 108 | 42 | 2,663 | 15,564 |
| 473 | Residential Leasing Agent | 58 | 83 | 18 | 2,833 |
| 475 | Real Estate Broker | 1035 | 529 | 92 | 56,478 |
| 477 | RE Branch Office | 10 | 15 | 7 | 1,165 |
| 478 | Real Estate Broker Corporation | 6 | 11 | 39 | 3,080 |
| 479 | Real Estate Broker Partnership | 0 | 0 | 1 | 25 |
| 481 | RE Limited Liability Firm | 6 | 17 | 42 | 2,167 |
| 495 | RE Virtual Office | 0 | 3 | 0 | 23 |
| 515 | RE Education Provider | 0 | 0 | 1 | 68 |
| 512 | RE Pre-Lic Instructor | 0 | 1 | 0 | 279 |
| 513 | RE Pre-Lic Course | 0 | 1 | 0 | 503 |
| 563 | RE CE Instructor | 0 | 2 | 0 | 181 |
| 564 | Real Estate CE Course | 1 | 1 | 0 | 643 |
| | TOTAL | 1,224 | 705 | 2,863 | 82,339 |

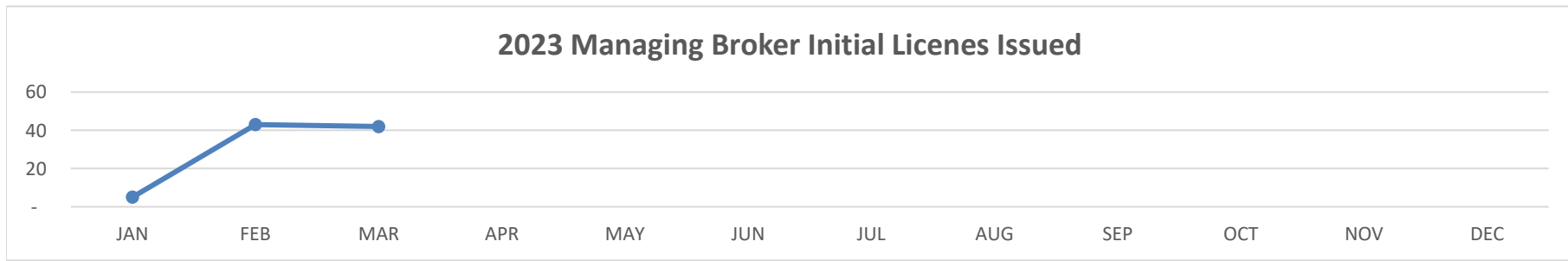
MANAGING BROKER 2023

| | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|--------------------------|---------------|---------------|---------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| INITIAL LIC. | 5 | 43 | 42 | | | | | | | | | |
| RENEWALS | 4 | 3,046 | 2,663 | | | | | | | | | |
| SPONSOR CHG. | 119 | 131 | 108 | | | | | | | | | |
| 2023 TOTAL ACTIVE | 15,498 | 15,525 | 15,564 | | | | | | | | | |

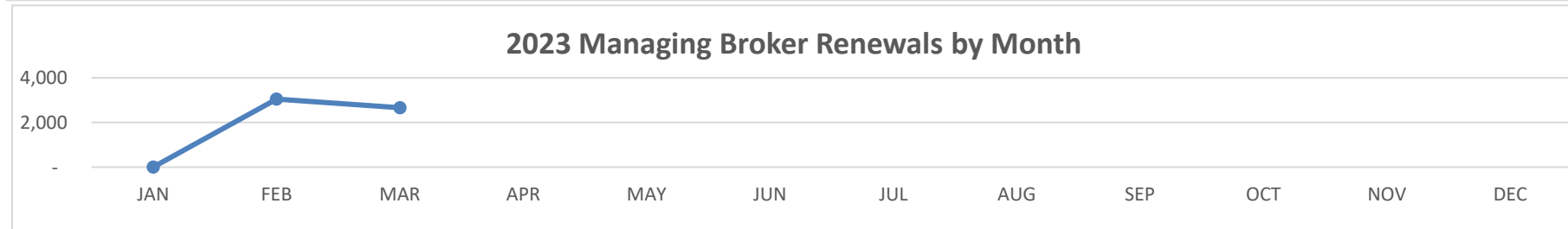
MANAGING BROKER 2022

| | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| INITIAL LIC. | 28 | 34 | 46 | 33 | 27 | 25 | 20 | 22 | 13 | 17 | 11 | 16 |
| RENEWALS | 30 | 19 | 17 | 20 | 12 | 8 | 4 | 7 | 7 | 29 | 5 | 6 |
| SPONSOR CHG. | 93 | 73 | 94 | 20 | 55 | 65 | 48 | 72 | 80 | 121 | 87 | 91 |
| 2022 TOTAL ACTIVE | 15,353 | 15,390 | 15,460 | 15,528 | 15,567 | 15,596 | 15,620 | 15,638 | 15,654 | 15,663 | 15,463 | 15,470 |

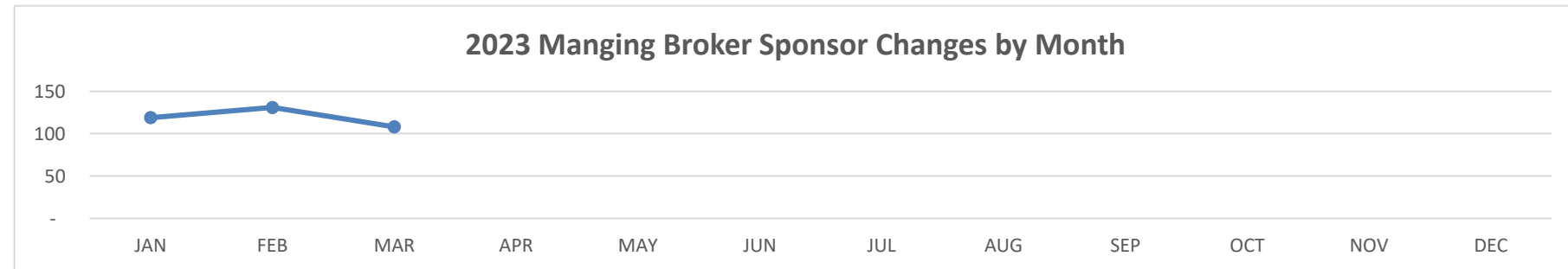
2023 Managing Broker Initial Licenes Issued



2023 Managing Broker Renewals by Month



2023 Manging Broker Sponsor Changes by Month



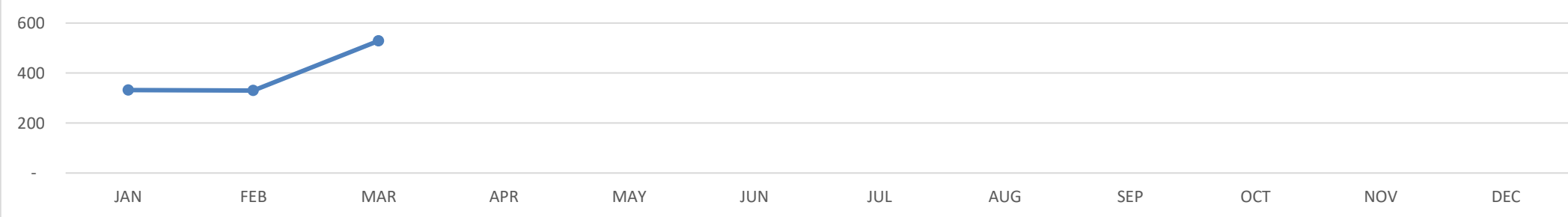
BROKER 2023

| | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|--------------------------|--------|--------|--------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| INITIAL LIC. | 332 | 330 | 529 | | | | | | | | | |
| RENEWALS | 63 | 94 | 92 | | | | | | | | | |
| SPONSOR CHG. | 1,093 | 1,083 | 1,035 | | | | | | | | | |
| 2023 TOTAL ACTIVE | 55,551 | 55,885 | 56,478 | | | | | | | | | |

BROKER 2022

| | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|--------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| INITIAL LIC. | 429 | 532 | 594 | 494 | 432 | 498 | 416 | 494 | 314 | 291 | 314 | 367 |
| RENEWALS | 22 | 7,797 | 8,430 | 25,952 | 5,302 | 707 | 328 | 186 | 98 | 105 | 72 | 103 |
| SPONSOR CHG. | 833 | 639 | 768 | 770 | 588 | 648 | 497 | 593 | 759 | 799 | 693 | 814 |
| 2022 TOTAL ACTIVE | 62,790 | 63,276 | 63,855 | 64,397 | 64,852 | 61,597 | 62,333 | 62,802 | 63,202 | 63,516 | 54,688 | 55,205 |

2023 Initial Broker Licenses Issued by Month



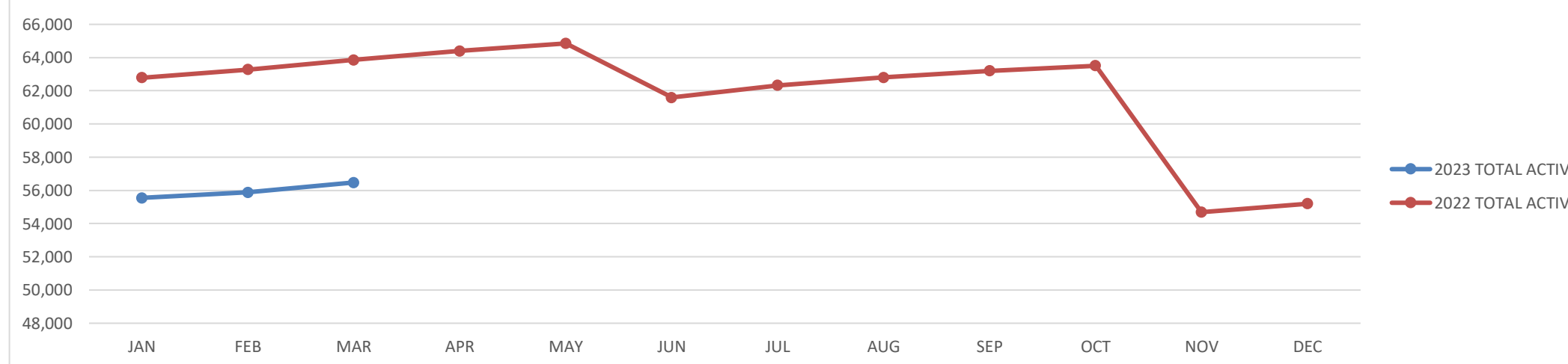
2023 Broker Renewals by Month



2023 Broker Sponsor Changes by Month



2023 v. 2022 Active Brokers by Month



RESIDENTIAL LEASING AGENT 2023

| | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|-------------------|-------|-------|-------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| INITIAL LIC. | 46 | 54 | 83 | | | | | | | | | |
| RENEWALS | 24 | 15 | 18 | | | | | | | | | |
| SPONSOR CHG. | 32 | 36 | 58 | | | | | | | | | |
| 2023 TOTAL ACTIVE | 2,686 | 2,744 | 2,833 | | | | | | | | | |

RESIDENTIAL LEASING AGENT 2022

| | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|-------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| INITIAL LIC. | 68 | 62 | 72 | 14 | 73 | 86 | 47 | 52 | 58 | 49 | 54 | 36 |
| RENEWALS | 3 | 7 | 6 | 213 | 227 | 406 | 963 | 255 | 39 | 31 | 19 | 13 |
| SPONSOR CHG. | 46 | 39 | 48 | 29 | 38 | 37 | 37 | 28 | 43 | 28 | 31 | 41 |
| 2022 TOTAL ACTIVE | 4,314 | 4,361 | 4,419 | 4,432 | 4,509 | 4,594 | 4,615 | 4,662 | 2,436 | 2,510 | 2,576 | 2,640 |

2023 Residential Leasing Agent Initial Licenses Issued by Month



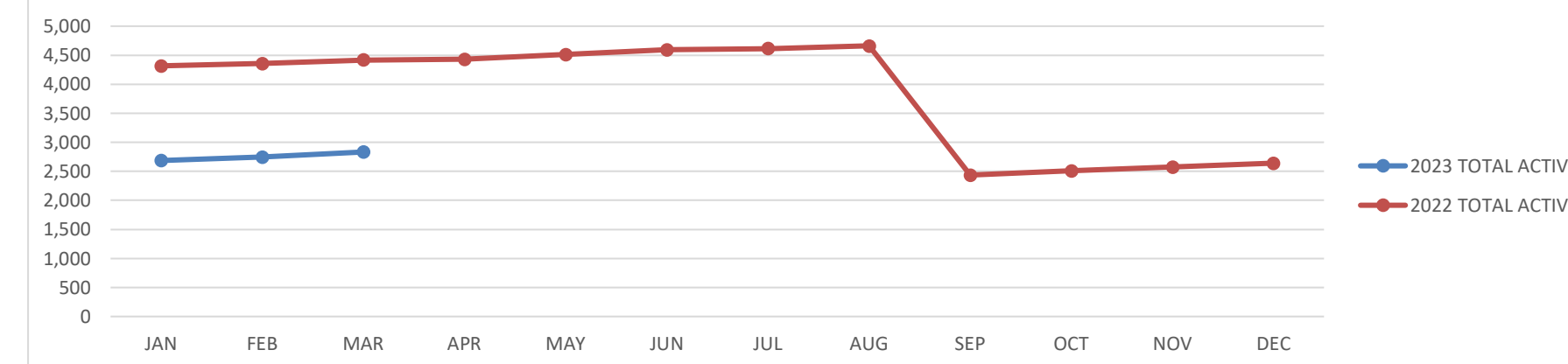
2023 Residential Leasing Agent Renewals by Month



2023 Residential Leasing Agent Sponsor Changes by Month



2023 v. 2022 Residential Leasing Agent Active License Count



as of...

2/28/2023

3/31/2023

| License prefix | License Type | Active Licenses | Active Licenses |
|----------------|----------------------------|-----------------|-----------------|
| 440 | Licensed Auctioneer | 287 | 232 |
| 441 | Licensed Auctioneer | 794 | 609 |
| 444 | Licensed Auction Firm | 200 | 160 |
| 445 | Licensed Auction CE School | 6 | 6 |
| 446 | Licensed Auction CE Course | 46 | 46 |
| Totals | | 1,333 | 1,053 |

| License prefix | License Type | Active Licenses | Active Licenses |
|----------------|---|-----------------|-----------------|
| 553 | Certified General Real Estate Appraiser | 1,422 | 1,424 |
| 555 | Licensed Appraiser Education Provider | 20 | 20 |
| 556 | Certified Residential Real Estate Appraiser | 1,854 | 1,854 |
| 557 | Associate Real Estate Trainee Appraiser | 463 | 465 |
| 558 | Appraisal Management Company | 131 | 132 |
| 572 | Temporary Practice Real Estate Appraiser | 37 | 42 |
| 573 | Licensed Appraiser Pre-Lic Course | 115 | 117 |
| 575 | Licensed Appraiser CE Course | 432 | 442 |
| Totals | | 4,474 | 4,496 |

| License prefix | License Type | Active Licenses | Active Licenses |
|----------------|--|-----------------|-----------------|
| 261 | LICENSED COMMUNITY ASSOCIATION MANAGER | 1,950 | 1,983 |
| Totals | | 1,950 | 1,983 |

| License prefix | License Type | Active Licenses | Active Licenses |
|----------------|--|-----------------|-----------------|
| 450 | Licensed Home Inspector | 1,549 | 1,576 |
| 451 | Licensed Home Inspector Entity | 166 | 170 |
| 452 | Licensed Home Inspector Education Provider | 24 | 24 |
| 453 | Licensed Home Inspector Pre-License Course | 24 | 24 |
| 454 | Licensed Home Inspector CE Course | 133 | 133 |
| Totals | | 1,896 | 1,927 |

| | | |
|-----------------------|--------------|--------------|
| Total Licenses | 9,653 | 9,459 |
|-----------------------|--------------|--------------|

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% | | | | | | | | | |
| | First Time Takers | 37 | 32 | 40 | | | | | | | | | |
| | Repeat | 28% | 23% | 27% | | | | | | | | | |
| | Repeat Takers | 47 | 40 | 56 | | | | | | | | | |
| 2023 Managing Broker State | First Time | 82% | 79% | 68% | | | | | | | | | |
| | First Time Takers | 22 | 19 | 25 | | | | | | | | | |
| | Repeat | 50% | 64% | 70% | | | | | | | | | |
| | Repeat Takers | 6 | 11 | 10 | | | | | | | | | |
| Managing Broker Reciprocity Exam | First Time | 57% | 100% | 94% | | | | | | | | | |
| | First Time Takers | 7 | 3 | 16 | | | | | | | | | |
| | Repeat | 0% | 0% | 50% | | | | | | | | | |
| | Repeat Takers | 0 | 0 | 2 | | | | | | | | | |

| | | | | | | | | | | | | | |
|-----------------------------------|-------------------|-----|-----|-----|--|--|--|--|--|--|--|--|--|
| 2023 Broker National | First Time | 47% | 40% | 44% | | | | | | | | | |
| | First Time Takers | 522 | 502 | 581 | | | | | | | | | |
| | Repeat | 32% | 29% | 33% | | | | | | | | | |
| | Repeat Takers | 388 | 491 | 580 | | | | | | | | | |
| 2023 Broker State | First Time | 60% | 55% | 57% | | | | | | | | | |
| | First Time Takers | 361 | 351 | 426 | | | | | | | | | |
| | Repeat | 47% | 43% | 47% | | | | | | | | | |
| | Repeat Takers | 223 | 271 | 285 | | | | | | | | | |
| Broker Reciprocity Exam | First Time | 81% | 74% | 63% | | | | | | | | | |
| | First Time Takers | 31 | 27 | 41 | | | | | | | | | |
| | Repeat | 19% | 38% | 50% | | | | | | | | | |
| | Repeat Takers | 16 | 8 | 10 | | | | | | | | | |

| | | | | | | | | | | | | | |
|----------------------------------|-------------------|-----|-----|-----|--|--|--|--|--|--|--|--|--|
| Leasing Agent National | First Time | 48% | 58% | 50% | | | | | | | | | |
| | First Time Takers | 60 | 76 | 102 | | | | | | | | | |
| | Repeat | 26% | 60% | 47% | | | | | | | | | |
| | Repeat Takers | 61 | 55 | 62 | | | | | | | | | |

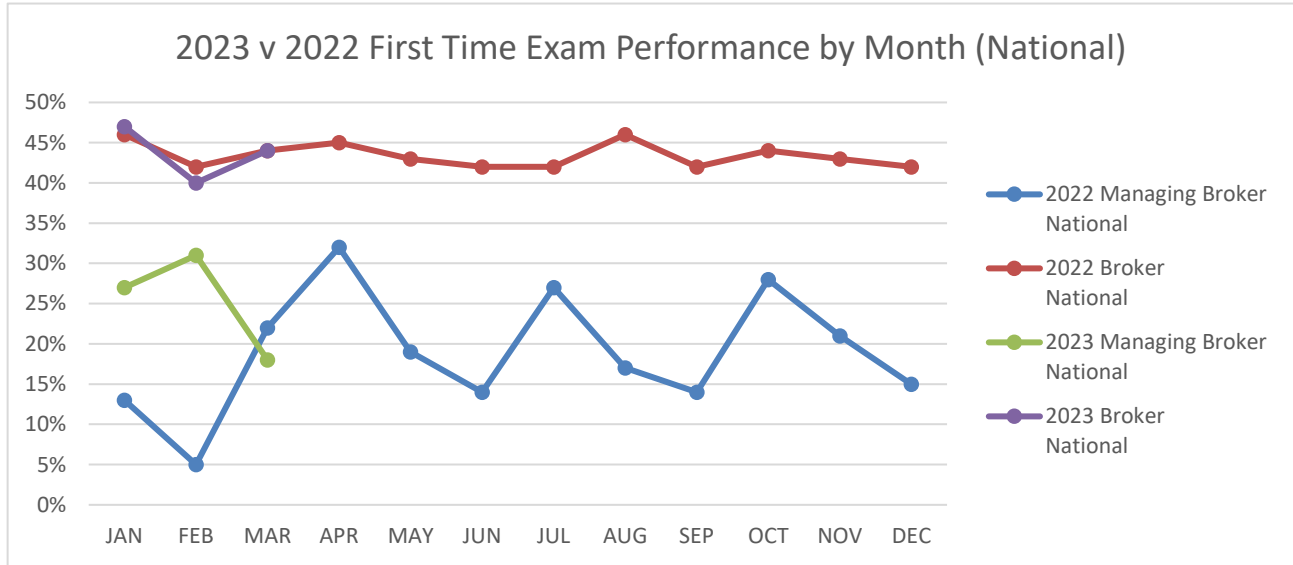
| | | | | | | | | | | | | | |
|-----------------------------------|-------------------|-----|------|-----|--|--|--|--|--|--|--|--|--|
| RE Instructors National | First Time | 40% | 25% | 29% | | | | | | | | | |
| | First Time Takers | 5 | 4 | 7 | | | | | | | | | |
| | Repeat | 50% | 50% | 33% | | | |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

2022 Real Estate Examination Pass Rates - Pass Rate

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|--|--------------------------|------|------|------|------|------|------|------|------|------|-----|------|-----|
| 2022 Managing Broker National | First Time | 13% | 5% | 22% | 32% | 19% | 14% | 27% | 17% | 14% | 28% | 21% | 15% |
| | Repeat | 26% | 33% | 28% | 22% | 23% | 18% | 19% | 41% | 22% | 22% | 37% | 22% |
| | Total Test Takers | 88 | 86 | 121 | 136 | 50 | 59 | 70 | 67 | 65 | 71 | 64 | 72 |
| 2022 Managing Broker State | First Time | 86% | 69% | 76% | 88% | 93% | 79% | 71% | 74% | 88% | 91% | 76% | 86% |
| | Repeat | 80% | 67% | 89% | 67% | 100% | 50% | 60% | 33% | 100% | 17% | 60% | 50% |
| | Total Test Takers | 47 | 45 | 73 | 73 | 29 | 30 | 32 | 39 | 31 | 37 | 33 | 29 |
| Managing Broker Reciprocity Exam | First Time | 60% | 82% | 50% | 100% | 0% | 67% | 100% | 0% | 50% | 67% | 100% | 83% |
| | Repeat | 0% | 100% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% | 0% |
| | Total Test Takers | 5 | 12 | 8 | 5 | 4 | 4 | 2 | 2 | 5 | 7 | 6 | 6 |
| 2022 Broker National | First Time | 46% | 42% | 44% | 45% | 43% | 42% | 42% | 46% | 42% | 44% | 43% | 42% |
| | Repeat | 35% | 44% | 33% | 29% | 33% | 29% | 30% | 26% | 26% | 30% | 34% | 33% |
| | Total Test Takers | 1026 | 1127 | 1386 | 1357 | 1186 | 1106 | 1058 | 1069 | 989 | 900 | 889 | 963 |

| | | | | | | | | | | | | | |
|-------------------------|-------------------|-----|-----|------|------|-----|-----|-----|-----|-----|-----|-----|-----|
| Broker State | First Time | 52% | 55% | 59% | 59% | 57% | 54% | 56% | 59% | 50% | 61% | 56% | 57% |
| | Repeat | 47% | 44% | 48% | 45% | 41% | 40% | 43% | 41% | 38% | 39% | 47% | 41% |
| | Total Test Takers | 853 | 962 | 1156 | 1126 | 988 | 946 | 876 | 897 | 860 | 747 | 750 | 829 |
| Broker Reciprocity Exam | First Time | 38% | 58% | 64% | 64% | 66% | 75% | 38% | 67% | 85% | 68% | 63% | 57% |
| | Repeat | 13% | 44% | 33% | 50% | 30% | 25% | 50% | 50% | 50% | 50% | 45% | 43% |
| | Total Test Takers | 65 | 69 | 85 | 90 | 72 | 48 | 31 | 59 | 32 | 27 | 35 | 42 |

| | | | | | | | | | | | | | |
|------------------------|-------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Leasing Agent National | First Time | 52% | 58% | 47% | 42% | 48% | 45% | 42% | 41% | 56% | 49% | 53% | 47% |
| | Repeat | 44% | 56% | 48% | 34% | 45% | 50% | 35% | 56% | 51% | 35% | 40% | 50% |
| | Total Test Takers | 140 | 131 | 134 | 121 | 125 | 116 | 132 | 142 | 144 | 148 | 132 | 130 |



| 2023 | (512) Pre-License Instructors Licensed | (513) Pre-License Courses Licensed | (563) CE Instructors Licensed | (564) CE Courses Licensed | (515) Education Providers Licensed | Total # of Licenses Issued | # in Process |
|----------------------------------|---|---|--|--|---|---|-------------------------|
| January | 3 | 0 | 2 | 6 | 0 | 11 | 21 |
| February | 0 | 0 | 0 | 1 | 0 | 1 | 9 |
| March | 1 | 1 | 0 | 1 | 0 | 3 | 9 |
| April | | | | | | 0 | |
| May | | | | | | 0 | |
| June | | | | | | 0 | |
| July | | | | | | 0 | |
| August | | | | | | 0 | |
| September | | | | | | 0 | |
| October | | | | | | 0 | |
| November | | | | | | 0 | |
| December | | | | | | 0 | |
| YTD Total | 4 | 1 | 2 | 8 | 0 | 15 | |
| | | | | | | | |
| Total Active Licenses | 279 | 503 | 181 | 644 | 68 | Diane Green Nate Chandler | |

March 2023
Complaint Report

| Column1 | New RE Complaints | New RE Complaints Assigned To Investigations | Complaints Closed At Intake Review | RE Matters Closed At CCR |
|-----------|-------------------|--|------------------------------------|--------------------------|
| January | 42 | 24 | 13 | 5 |
| February | 31 | 19 | 9 | 3 |
| March | 43 | 22 | 9 | 12 |
| April | | | | |
| May | | | | |
| June | | | | |
| July | | | | |
| August | | | | |
| September | | | | |
| October | | | | |
| November | | | | |
| December | | | | |
| Total | 116 | 65 | 31 | 20 |
| | | | | |

MONTHLY EXAMINATIONS REPORT
READ Board – April 13, 2023

Licenses that have not yet had an examination in the Chicago Area region are continuing to be assigned to the non-Chicago Area Region examiners. In the effort to accelerate the number of examinations to be conducted, *Brokerage Verification Reports* are being mailed to these licensees. This report allows the examiner to assess the level of activity of the licensee then complete the examination process by mail or schedule an on-site review. From the total number of initial examinations closed in March, 48 files were in this region.

INITIAL EXAMINATIONS COMPLETED

RESOLUTION TYPE: BROKERAGE VERIFICATION REPORT – NOT PRACTICING
TOTAL COMPLETED: 22

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: 9

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: 2

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.

INCORRECT SPONSORSHIP - EXAM CONDUCTED ON OTHER LICENSE
TOTAL COMPLETED: 0

This category is comprised of licensees not requiring a complete examination. This includes licensees with incorrect sponsorship.

RESOLUTION TYPE: REFERRED TO SUPERVISOR
TOTAL CLOSED: 2

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

RESOLUTION TYPE: SUPERVISOR REFERRAL TO PROSECUTION

TOTAL CLOSED: 2

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 March.

RESOLUTION TYPE: IN COMPLIANCE

TOTAL COMPLETED: 14

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 March:

RESOLUTION TYPE: ISSUES RESOLVED

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: 2

