

Meeting Minutes
South Dakota Real Estate Commission

November 13, 2019 8:30 a.m. CST

Chairman Ryan Wordeman called the meeting to order at 8:30 a.m. A quorum was participating.

Members Participating: Ryan Wordeman
Ken Cotton
Dave Bonde
Carol Lawhun
Mark Wahlstrom

Others Participating: Melissa Miller, Executive Director, SDREC
Graham Oey, Staff Attorney, South Dakota Department of Labor and Regulation
Tim Bond, Compliance Auditor, SDREC

Wahlstrom made a motion to approve the agenda. Bonde seconded the motion. Wordeman called for a vote. **MOTION PASSED.**

Public Comment – None.

Wahlstrom made motion to approve the September meeting minutes. Lawhun seconded the motion. Wordeman called for a vote. **MOTION PASSED.**

Bonde made motion to approve the October Public Rules Hearing meeting minutes (with changes by adding meeting to the second paragraph after the word “the” and changing call to called in paragraph 7, 9 and 10). Cotton seconded the motion. Wordeman called for a vote. Wahlstrom abstained. **MOTION PASSED.**

Summary of the financials for September and October was presented by Director Miller. Bonde made a motion to acknowledge receipt of financials and to file. Cotton seconded the motion. Wordeman called for a vote. **MOTION PASSED.**

A new application was discussed and reviewed with the following action taken:
Motion by Wahlstrom to deny the application. Bonde seconded the motion. Wordeman called for a vote. **MOTION PASSED.**

Complaint 2019-113

A discussion was held about a future hearing and the complaint was tabled. Attorney, Graham Oey explained to the process and options for the hearing to the commission members. Oey indicated he would coordinate with the Hearing Examiners Office and opposing counsel to set a hearing date.

Complaint 2019-121 / In the Matter of Applause Real Estate/Clapper

Lawhun made a motion to dismiss complaint 2019-121. Wahlstrom seconded the motion. Wordeman called for a vote. **MOTION PASSED.**

Complaint 2020-001 / In the Matter of Sheets

Lawhun recused herself from discussion and voting. Wahlstrom made a motion to approve the consent agreement. Cotton seconded the motion. Wordeman called for a roll call vote.

MOTION PASSED. (Wahlstrom – yea; Bonde – yea; Cotton – yea; Lawhun – recused; Wordeman – yea)

Complaint 2020-002 / In the Matter of Keller Williams Realty Sioux Falls/Jordan

Cotton made a motion to dismiss complaint 2020-002. Lawhun seconded the motion. Wordeman called for a vote. **MOTION PASSED.**

A discussion was held on the Bornitz Petition of Declaratory Ruling. Documents submitted by Bornitz and Oey had been reviewed by the Commission members.

Cotton made a motion to issue a declaratory ruling stating that a license that has been expired for 6 months is unable to be rewed under SDCL 36-21A-66 and former licensee who is subject to SDCL 36-21A-66 must restart the license process including taking education and examination. Bonde seconded the motion. Wordeman called for a roll call vote. **MOTION PASSED.** (Wahlstrom – yea; Bonde – yea; Cotton – yea; Lawhun – yea; Wordeman – yea)

A discussion was held about 2020 meeting dates.

A discussion was held on statue 36-21A-52. We will look to make updates to this statute in 2020 and discuss it with SDAR.

Bonde made a motion to adjourn the meeting at 9:50 a.m. Lawhun seconded the motion. Wordeman called for a vote. **MOTION PASSED.**

Meeting Adjourned.

AGENCY: 10 LABOR & REGULATION
BUDGET UNIT: 1037 REAL ESTATE COMMISSION

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	103700069901	1140000	325,102.91	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	102,104.59	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			427,207.50	DR *	
COMP/BUDG UNIT TOTAL 6503 1037			427,207.50	DR **	
BUDGET UNIT TOTAL 1037			427,207.50	DR ***	

BUDGET UNIT 1037
 CENTER NAME REAL ESTATE COMMISSION
 AVAILABLE FUNDS AS OF: 11/30/2019
 FY YEAR REMAINING: 58.4%
 PAY DAYS REMAINING: 13
 DATE 11/30/2019

COMP	ORIGINAL APPROPRIATION	APPROPRIATION TRANSFERS	YEAR-TO-DATE COMMITMENTS	YEAR-TO-DATE ENCUMBRANCES	YEAR-TO-DATE EXPENDITURES	AVAILABLE APPROPRIATIONS	CASH BALANCE
6503-I	617,541.00	0.00	0.00	19,519.09	176,654.28	421,367.63	427,207.50
BUDGETED TOT	617,541.00	0.00	0.00	19,519.09	176,654.28	421,367.63	
ALL COMP TOT	617,541.00	0.00	0.00	19,519.09	176,654.28	421,367.63	
TOTAL BUDGETED:							

OBJECT OF EXPENDITURE	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	MONTHLY EXPENDITURES	YEAR-TO-DATE APPROPRIATIONS	BUDGET AVAILABLE	PCT AVL
5101 EMPLOYEE SALARIES	290,435.00	0.00	0.00	31,345.57	108,599.85	181,835.15	62.6
5102 EMPLOYEE BENEFITS	91,836.00	0.00	0.00	10,673.70	38,241.53	53,594.47	58.4
5203 TRAVEL	40,407.00	0.00	0.00	547.60	6,057.89	34,349.11	85.0
5204 CONTRACTUAL SVCS	161,248.00	0.00	19,519.09	5,669.78	20,958.34	120,770.57	74.9
5205 SUPPLIES & MATRIS	31,300.00	0.00	0.00	1,248.10	2,796.67	28,503.33	91.1
5207 CAPITAL OUTLAY	2,315.00	0.00	0.00	0.00	0.00	2,315.00	100.0
TOTALS	617,541.00	0.00	19,519.09	49,484.75	176,654.28	421,367.63	68.2

BREAKOUT BY COMPANY:

COMPANY	PROFESSIONAL & LICENSING BOARDS	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	MONTHLY EXPENDITURES	YEAR-TO-DATE APPROPRIATIONS	BUDGET AVAILABLE	PCT AVL
COMPANY 6503-I	PS SUBTOTALS	382,271.00	0.00	0.00	42,019.27	146,841.38	235,429.62	61.6
	OE SUBTOTALS	235,270.00	0.00	19,519.09	7,465.48	29,812.90	185,938.01	79.0
COMPANY 6503-I	TOT	617,541.00	0.00	19,519.09	49,484.75	176,654.28	421,367.63	68.2

COMPANY	EMPLOYEE SALARIES <th>EMPLOYEE BENEFITS <th>TRAVEL <th>CONTRACTUAL SVCS <th>SUPPLIES & MATRIS <th>CAPITAL OUTLAY <th>PS SUBTOTALS <th>OE SUBTOTALS <th>COMPANY 6503-I <th>TOT</th> </th></th></th></th></th></th></th></th>	EMPLOYEE BENEFITS <th>TRAVEL <th>CONTRACTUAL SVCS <th>SUPPLIES & MATRIS <th>CAPITAL OUTLAY <th>PS SUBTOTALS <th>OE SUBTOTALS <th>COMPANY 6503-I <th>TOT</th> </th></th></th></th></th></th></th>	TRAVEL <th>CONTRACTUAL SVCS <th>SUPPLIES & MATRIS <th>CAPITAL OUTLAY <th>PS SUBTOTALS <th>OE SUBTOTALS <th>COMPANY 6503-I <th>TOT</th> </th></th></th></th></th></th>	CONTRACTUAL SVCS <th>SUPPLIES & MATRIS <th>CAPITAL OUTLAY <th>PS SUBTOTALS <th>OE SUBTOTALS <th>COMPANY 6503-I <th>TOT</th> </th></th></th></th></th>	SUPPLIES & MATRIS <th>CAPITAL OUTLAY <th>PS SUBTOTALS <th>OE SUBTOTALS <th>COMPANY 6503-I <th>TOT</th> </th></th></th></th>	CAPITAL OUTLAY <th>PS SUBTOTALS <th>OE SUBTOTALS <th>COMPANY 6503-I <th>TOT</th> </th></th></th>	PS SUBTOTALS <th>OE SUBTOTALS <th>COMPANY 6503-I <th>TOT</th> </th></th>	OE SUBTOTALS <th>COMPANY 6503-I <th>TOT</th> </th>	COMPANY 6503-I <th>TOT</th>	TOT
5101000	290,435.00	91,836.00	40,407.00	161,248.00	31,300.00	2,315.00	382,271.00	235,270.00	617,541.00	617,541.00
5102000	91,836.00	40,407.00	161,248.00	31,300.00	2,315.00		382,271.00	235,270.00	617,541.00	617,541.00
5203000	40,407.00	161,248.00	31,300.00	2,315.00			382,271.00	235,270.00	617,541.00	617,541.00
5204000	161,248.00	31,300.00	2,315.00				382,271.00	235,270.00	617,541.00	617,541.00
5205000	31,300.00						382,271.00	235,270.00	617,541.00	617,541.00
5207000	2,315.00						382,271.00	235,270.00	617,541.00	617,541.00

STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 11/30/2019

AGENCY BUDGET UNIT	10 1037	LABOR & REGULATION REAL ESTATE COMMISSION					
CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE		
COMPANY NO	6503		PROFESSIONAL & LICENSING BOARDS				
COMPANY NAME							
103700069901	6503	4293700	RESIDENT RENTAL AGENTS	420.00	1,740.00		
103700069901	6503	4293702	BROKER	4,050.00	22,725.00		
103700069901	6503	4293703	HOME INSPECTORS	400.00	2,400.00		
103700069901	6503	4293704	PROPERTY MANAGER	900.00	3,330.00		
103700069901	6503	4293705	SALES AGENTS	225.00	2,025.00		
103700069901	6503	4293707	FIRMS	900.00	3,300.00		
103700069901	6503	4293708	CONDOMINIUMS	975.00	1,544.67		
103700069901	6503	4293710	TIMESHARE PROJECTS	1,500.00	2,775.00		
103700069901	6503	4293711	EDUCATIONAL COURSES	450.00	7,360.00		
103700069901	6503	4293712	ADDITIONAL LICENSES	1,715.00	2,105.00		
103700069901	6503	4293713	CHANGE OF ADDRESS	1,125.00	2,865.00		
103700069901	6503	4293714	CERTIFICATES OF LICENSURE	360.00	1,200.00		
103700069901	6503	4293715	LATE RENEWAL FEES	.00	560.00		
103700069901	6503	4293717	RENEWAL RES RENTAL AGENTS	1,200.00	1,500.00		
103700069901	6503	4293718	RENEWAL AUCTIONEER	500.00	2,000.00		
103700069901	6503	4293719	RENEWAL BROKER	45,750.00	80,105.00		
103700069901	6503	4293720	HOME INSPECTION RENEWAL	1,200.00	2,400.00		
103700069901	6503	4293721	RENEWAL PROPERTY MANAGER	3,250.00	5,500.00		
103700069901	6503	4293722	RENEWAL SALES AGENTS	4,375.00	7,125.00		
103700069901	6503	4293723	RENEWAL TIMESHARE AGENTS	500.00	625.00		
103700069901	6503	4293724	RENEWAL FIRMS	9,125.00	22,365.00		
103700069901	6503	4293725	RENEWAL TIMESHARE PROJECT	6,275.00	6,275.00		
103700069901	6503	4293726	RENEWAL ADDITIONAL LICENS	.00	2,100.00		
ACCT:	4293		BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)	85,195.00	183,924.67		*

STATE OF SOUTH DAKOTA
 REVENUE SUMMARY BY BUDGET UNIT
 FOR PERIOD ENDING: 11/30/2019

AGENCY BUDGET CENTER	UNIT	1037	LABOR & REGULATION REAL ESTATE COMMISSION	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE	
ACCT: 42	COMP	6503	ACCOUNT	LICENSES, PERMITS & FEES	85,195.00	183,924.67	**
103700069901		6503		MISC FINES & PENALTIES	500.00	2,221.90	*
ACCT: 4393				PENALTIES (NON-GOVERNMENTAL)	500.00	2,221.90	*
ACCT: 43				FINES, FORFEITS & PENALTIES	500.00	2,221.90	**
103700069901		6503		LICENSE LAW BOOKS SOLD	8.00	8.00	
103700069901		6503		DIRECTORIES/HOME BUYER GU	1,110.00	5,940.00	
ACCT: 4596					1,118.00	5,948.00	*
ACCT: 45				CHARGES FOR SALES & SERVICES	1,118.00	5,948.00	**
103700069901		6503		NONOPERATING REVENUES	.00	7,799.89	*
ACCT: 4920				NONOPERATING REVENUE	.00	7,799.89	*
ACCT: 49				OTHER REVENUE	.00	7,799.89	**
CNTR: 103700069901					86,813.00	199,894.46	***
103700069902		6503		NONOPERATING REVENUES	.00	899.75	
ACCT: 4920				NONOPERATING REVENUE	.00	899.75	*
ACCT: 49				OTHER REVENUE	.00	899.75	**
CNTR: 103700069902					.00	899.75	***
COMP: 6503					86,813.00	200,794.21	****
B UNIT: 1037					86,813.00	200,794.21	*****

Revenue Report Ending 11/30/19

(Additional Report)

Description	Budgeted	Current	Rev. to be Rec	YTD	PCT Rec.
Residential Rental Agents	4,000	420	2,260	1,740	44
Auctioneer	250	0	250	0	
Broker	63,000	4,050	40,275	22,725	360
Home Inspectors	4,000	400	1,600	2,400	60
Property Manager	7,000	900	3,670	3,330	48
Sales Agents	6,000	225	3,975	2,025	34
Timeshare Agents	1,000	0	1,000	0	
Firms	7,000	900	3,700	3,300	47
Condominiums	8,000	975	6,455.33	1,544.67	19
Timeshare Projects	5,000	1,500	2,225	2,775	56
Educational Courses	15,000	450	7,640	7,360	49
Additional Licenses	3,000	1,715	895	2,105	70
Change of Address	8,000	1,125	5,135	2,865	36
Certificate of Licensure	3,000	360	1,800	1,200	40
Late Renewal Fees	11,000	0	10,440	560	05
Renewal Res Rental Agents	6,000	1,200	4,500	1,500	25
Renewal Auctioneer	5,000	500	3,000	2,000	40
Renewal Broker	190,000	45,750	109,895	80,105	42
Home Inspection Renewal	6,000	1,200	3,600	2,400	40
Renewal Property Manager	12,000	3,250	6,500	5,500	46
Renewal Sales Agents	15,000	4,375	7,848	7,125	48
Renewal Timeshare Agents	1,500	500	875	625	42
Renewal Firms	40,000	9,125	17,635	22,365	56
Renewal Timeshare Project	7,000	6,275	725	6,275	90
Renewal Additional Licenses	5,000	0	2,900	2,100	42
Misc. Fines, Penalties and NO Rev	21,000				
Interest Earned		500	10,078.46	10,921.54	52
License Law Books Sold	300	0	300	0	
Directories/Lists Sold	9,000	1,118	3,052	5,948	66
	463,050	86,813	262,255.79	200,794.21	43

STATE OF SOUTH DAKOTA
CASH CENTER BALANCES
AS OF: 12/31/2019

AGENCY: 10 LABOR & REGULATION
BUDGET UNIT: 1037 REAL ESTATE COMMISSION

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	103700069901	1140000	404,797.38	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	102,104.59	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			506,901.97	DR *	
COMP/BUDG UNIT TOTAL 6503 1037			506,901.97	DR **	
BUDGET UNIT TOTAL 1037			506,901.97	DR ***	

CENTER NAME REAL ESTATE COMMISSION

COMP	ORIGINAL APPROPRIATION	APPROPRIATION TRANSFERS	YEAR-TO-DATE COMMITMENTS	YEAR-TO-DATE ENCUMBRANCES	YEAR-TO-DATE EXPENDITURES	AVAILABLE APPROPRIATIONS	CASH BALANCE
6503-I	617,541.00	0.00	0.00	17,315.29	202,716.91	397,508.80	506,901.97
BUDGETED TOT	617,541.00	0.00	0.00	17,315.29	202,716.91	397,508.80	
ALL COMP TOT	617,541.00	0.00	0.00	17,315.29	202,716.91	397,508.80	

TOTAL BUDGETED:

OBJECT OF EXPENDITURE	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	MONTHLY EXPENDITURES	YEAR-TO-DATE	BUDGET AVAILABLE	PCT AVL
5101 EMPLOYEE SALARIES	290,435.00	0.00	0.00	9,517.82	118,117.67	172,317.33	59.3
5102 EMPLOYEE BENEFITS	91,836.00	0.00	0.00	3,419.50	41,661.03	50,174.97	54.6
5203 TRAVEL	40,407.00	0.00	0.00	1,384.75	7,442.64	32,964.36	81.6
5204 CONTRACTUAL SVCS	161,248.00	0.00	17,315.29	6,362.71	27,321.05	116,611.66	72.3
5205 SUPPLIES & MATRLS	31,300.00	0.00	0.00	5,377.85	8,174.52	23,125.48	73.9
5207 CAPITAL OUTLAY	2,315.00	0.00	0.00	0.00	0.00	2,315.00	100.0
TOTALS	617,541.00	0.00	17,315.29	26,062.63	202,716.91	397,508.80	64.4

BREAKOUT BY COMPANY:

COMPANY	PROFESSIONAL & LICENSING BOARDS	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	MONTHLY EXPENDITURES	YEAR-TO-DATE	BUDGET AVAILABLE	PCT AVL
5101000	EMPLOYEE SALARIES	290,435.00	0.00	0.00	9,517.82	118,117.67	172,317.33	59.3
5102000	EMPLOYEE BENEFITS	91,836.00	0.00	0.00	3,419.50	41,661.03	50,174.97	54.6
5203000	TRAVEL	40,407.00	0.00	0.00	1,384.75	7,442.64	32,964.36	81.6
5204000	CONTRACTUAL SVCS	161,248.00	0.00	17,315.29	6,362.71	27,321.05	116,611.66	72.3
5205000	SUPPLIES & MATRLS	31,300.00	0.00	0.00	5,377.85	8,174.52	23,125.48	73.9
5207000	CAPITAL OUTLAY	2,315.00	0.00	0.00	0.00	0.00	2,315.00	100.0
PS SUBTOTALS		382,271.00	0.00	0.00	12,937.32	159,778.70	222,492.30	58.2
OE SUBTOTALS		235,270.00	0.00	17,315.29	13,125.31	42,938.21	175,016.50	74.4
COMPANY 6503-I	TOT	617,541.00	0.00	17,315.29	26,062.63	202,716.91	397,508.80	64.4

AGENCY 10 LABOR & REGULATION
BUDGET UNIT 1037 REAL ESTATE COMMISSION

CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE
COMPANY NO 6503 COMPANY NAME PROFESSIONAL & LICENSING BOARDS					
103700069901	6503	4293700	RESIDENT RENTAL AGENTS	120.00	1,860.00
103700069901	6503	4293702	BROKER	2,250.00	24,975.00
103700069901	6503	4293703	HOME INSPECTORS	200.00	2,600.00
103700069901	6503	4293704	PROPERTY MANAGER	675.00	4,005.00
103700069901	6503	4293705	SALES AGENTS	225.00	2,250.00
103700069901	6503	4293707	FIRMS	600.00	3,900.00
103700069901	6503	4293708	CONDOMINIUMS	342.00	1,886.67
103700069901	6503	4293710	TIMESHARE PROJECTS	.00	2,775.00
103700069901	6503	4293711	EDUCATIONAL COURSES	475.00	7,835.00
103700069901	6503	4293712	ADDITIONAL LICENSES	2,160.00	4,265.00
103700069901	6503	4293713	CHANGE OF ADDRESS	1,200.00	4,065.00
103700069901	6503	4293714	CERTIFICATES OF LICENSURE	60.00	1,260.00
103700069901	6503	4293715	LATE RENEWAL FEES	5,760.00	6,320.00
103700069901	6503	4293717	RENEWAL RES RENTAL AGENTS	1,850.00	3,350.00
103700069901	6503	4293718	RENEWAL AUCTIONEER	1,875.00	3,875.00
103700069901	6503	4293719	RENEWAL BROKER	67,640.00	147,745.00
103700069901	6503	4293720	HOME INSPECTION RENEWAL	1,600.00	4,000.00
103700069901	6503	4293721	RENEWAL PROPERTY MANAGER	4,750.00	10,250.00
103700069901	6503	4293722	RENEWAL SALES AGENTS	4,375.00	11,500.00
103700069901	6503	4293723	RENEWAL TIMESHARE AGENTS	250.00	875.00
103700069901	6503	4293724	RENEWAL FIRMS	10,875.00	33,240.00
103700069901	6503	4293725	RENEWAL TIMESHARE PROJECT	250.00	6,525.00
103700069901	6503	4293726	RENEWAL ADDITIONAL LICENS	.00	2,100.00
ACCT: 4293	BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)			107,532.00	291,456.67

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AGENCY BUDGET CENTER	UNIT	COMP	LABOR & REGULATION REAL ESTATE COMMISSION	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE	
ACCT:	42		LICENSES, PERMITS & FEES			107,532.00	291,456.67	**
	103700069901	6503	4393003	MISC FINES & PENALTIES		.00	2,221.90	*
ACCT:	4393		PENALTIES (NON-GOVERNMENTAL)			.00	2,221.90	*
ACCT:	43		FINES, FORFEITS & PENALTIES			.00	2,221.90	**
	103700069901	6503	4596002	LICENSE LAW BOOKS SOLD		.00	8.00	
	103700069901	6503	4596003	DIRECTORIES/HOME BUYER GU		300.00	6,240.00	*
ACCT:	4596					300.00	6,248.00	*
ACCT:	45		CHARGES FOR SALES & SERVICES			300.00	6,248.00	**
	103700069901	6503	4920045	NONOPERATING REVENUES		.00	7,799.89	*
ACCT:	4920		NONOPERATING REVENUE			.00	7,799.89	*
ACCT:	49		OTHER REVENUE			.00	7,799.89	**
	103700069901					107,832.00	307,726.46	***
	103700069902	6503	4920045	NONOPERATING REVENUES		.00	899.75	
ACCT:	4920		NONOPERATING REVENUE			.00	899.75	*
ACCT:	49		OTHER REVENUE			.00	899.75	**
	103700069902					.00	899.75	***
COMP:	6503					107,832.00	308,626.21	****
B UNIT:	1037					107,832.00	308,626.21	*****

Revenue Report Ending 12/31/19

(Additional Report)

Description	Budgeted	Current	Rev. to be Rec	YTD	PCT Rec.
Residential Rental Agents	4,000	120	2,140	1,860	44
Auctioneer	250	0	250	0	
Broker	63,000	2,250	38,025	24,975	360
Home Inspectors	4,000	200	1,400	2,600	60
Property Manager	7,000	675	2,995	4,005	48
Sales Agents	6,000	225	3,750	2,250	34
Timeshare Agents	1,000	0	1,000	0	
Firms	7,000	600	3,100	3,900	47
Condominiums	8,000	342	6,113.33	1,886.67	19
Timeshare Projects	5,000	0	2,225	2,775	56
Educational Courses	15,000	475	7,165	7,835	49
Additional Licenses	3,000	2,160	(1, 265)	4,265	70
Change of Address	8,000	1,200	3,935	4,065	36
Certificate of Licensure	3,000	60	1,740	1,260	40
Late Renewal Fees	11,000	5,760	4,680	6,320	05
Renewal Res Rental Agents	6,000	1,850	2,650	3,350	25
Renewal Auctioneer	5,000	1,875	1,125	3,875	40
Renewal Broker	190,000	67,640	42,255	147,745	42
Home Inspection Renewal	6,000	1,600	2,000	4,000	40
Renewal Property Manager	12,000	4,750	1,750	10,250	46
Renewal Sales Agents	15,000	4,375	3,500	11,500	48
Renewal Timeshare Agents	1,500	250	635	875	42
Renewal Firms	40,000	10,875	6,760	33,240	56
Renewal Timeshare Project	7,000	250	475	6,525	90
Renewal Additional Licenses	5,000	0	2,900	2,100	42
Misc. Fines, Penalties and NO Rev	21,000				
Interest Earned		0	10,078.46	10,921.54	52
License Law Books Sold	300	0	300	0	
Directories/Lists Sold	9,000	300	2,752	6,248	66
	463,050	107,832	155,697.79 (1,265)	308,626.21	67