

**Meeting Minutes**  
**South Dakota Real Estate Commission**

Via Zoom

or Call + 1 253 215 8782 Meeting ID: 956 6082 3468 Passcode: 195890

March 10, 2021 9:30 a.m. CST

Chairman Carol Lawhun called the meeting to order at 9:30 a.m. A quorum was participating.

**Members Present:** Dave Bonde  
Carol Lawhun  
Mark Wahlstrom  
Ryan Wordeman  
Ken Cotton (joined at 9:41 a.m.)

**Others Present:** Melissa Miller, Executive Director, SDREC  
Graham Oey, Staff Attorney, SD Department of Labor and  
Regulation and Tim Bond, Compliance Officer, SDREC

Wordeman made a motion to approve the agenda. Bonde seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Wahlstrom – yea; Lawhun – yea).

Public Comment – No comments were made from the public.

Wahlstrom made motion to approve the January 6, 2021 meeting minutes with adding that they allowed Melissa Miller, Executive Director to sign for the Chair after complaint 2021-001. Wordeman seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Wahlstrom – yea; Lawhun – yea).

Summary of the financials for December, January and February was presented by Director Miller. Wordeman made a motion to acknowledge receipt of the December, January, and February financials and to file. Cotton seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Bonde – yea; Wordeman – yea; Wahlstrom – yea; Lawhun – yea).

Cotton joined the meeting at 9:41 a.m.

Wordeman made a motion to approve Consent Agreements (Citation Program) and to allow the Melissa Miller, Executive Director to sign for the Chair. Bonde seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Cotton – yea; Bonde – yea; Wordeman – yea; Wahlstrom – yea; Lawhun – yea).

**Complaint 2021-005**

Cotton made motion to approve Complaint 2021-005 and allow Melissa Miller, Executive Director to sign for the Chair. Bonde seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Cotton – yea; Bonde – yea; Wordeman – yea; Wahlstrom – yea; Lawhun – yea).

**Complaint 2021-006**

Bonde made motion to accept dismissal Complaint 2021-006. Wordeman seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Cotton – yea; Bonde – yea; Wordeman – yea; Wahlstrom – yea; Lawhun – yea).

#### **Complaint 2021-009**

Bonde made motion to accept dismissal Complaint 2021-009. Cotton seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Cotton – yea; Bonde – yea; Wordeman – yea; Wahlstrom – yea; Lawhun – yea).

A discussion was held about a document Oey prepared to assist brokers who perform Broker Price Opinions, Comparative Market Analyses, Evaluations, and Appraisals. Miller will email the document to Commissioners for their approval before sending the document to licensees and adding it to the website.

A short discussion was held on electronic notary. Commission members Wordeman and Lawhun will participate in a work group on remote notary.

Oey and Miller gave updates on the following legislative bills.

**HB 1014** An Act to establish uniform complaint and declaratory ruling procedures for agencies regulating certain professions and occupations.

**HB 1002** An act to revise certain provisions regarding fingerprint-based background checks for the Real Estate Commission and the appraiser certification program.

**HB 1234** An act to make certain revisions to the seller's property condition disclosure statement.

#### **Other Business:**

Miller informed the Commissioner that Oey and SDREC staff will be working to update several forms.

Next Meeting is May 12, 2021.

Bonde made a motion to adjourn the meeting at 10:13 a.m. Cotton seconded the motion. A roll call vote was taken. **MOTION PASSED.** (Cotton – yea; Bonde – yea; Wordeman – yea; Wahlstrom – yea; Lawhun – yea).

Meeting Adjourned.

STATE OF SOUTH DAKOTA  
CASH CENTER BALANCES  
AS OF: 03/31/2021

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

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	103700069901	1140000	458,106.85	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	102,444.92	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			560,551.77	DR *	
COMP/BUDG UNIT TOTAL 6503 1037			560,551.77	DR **	
BUDGET UNIT TOTAL 1037			560,551.77	DR ***	

BUDGET UNIT 1037

CENTER NAME REAL ESTATE COMMISSION - INFO

COMP	ORIGINAL APPROPRIATION	APPROPRIATION TRANSFERS	YEAR-TO-DATE COMMITMENTS	YEAR-TO-DATE ENCUMBRANCES	YEAR-TO-DATE EXPENDITURES	AVAILABLE APPROPRIATIONS	CASH BALANCE
6503-I	628,198.00	0.00	0.00	11,801.62	284,146.69	332,249.69	560,551.77
BUDGETED TOT	628,198.00	0.00	0.00	11,801.62	284,146.69	332,249.69	
ALL COMP TOT	628,198.00	0.00	0.00	11,801.62	284,146.69	332,249.69	

TOTAL BUDGETED:

OBJECT OF EXPENDITURE	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	EXPENDITURES MONTHLY	EXPENDITURES YEAR-TO-DATE	BUDGET AVAILABLE	PCT AVL
5101 EMPLOYEE SALARIES	296,336.00	0.00	0.00	16,849.29	174,131.95	122,204.05	41.2
5102 EMPLOYEE BENEFITS	96,133.00	0.00	0.00	5,924.89	60,798.15	35,334.85	36.8
5203 TRAVEL	40,407.00	0.00	0.00	131.84	760.83	39,646.17	98.1
5204 CONTRACTUAL SVCS	161,707.00	0.00	11,801.62	6,065.68	40,367.77	109,537.61	67.7
5205 SUPPLIES & MATRLS	31,300.00	0.00	0.00	818.39	6,074.02	25,225.98	80.6
5207 CAPITAL OUTLAY	2,315.00	0.00	0.00	0.00	2,013.97	301.03	13.0
TOTALS	628,198.00	0.00	11,801.62	29,790.09	284,146.69	332,249.69	52.9

BREAKOUT BY COMPANY:

COMPANY 6503-I PROFESSIONAL & LICENSING BOARDS

OBJECT OF EXPENDITURE	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	EXPENDITURES MONTHLY	EXPENDITURES YEAR-TO-DATE	BUDGET AVAILABLE	PCT AVL
5101000 EMPLOYEE SALARIES	296,336.00	0.00	0.00	16,849.29	174,131.95	122,204.05	41.2
5102000 EMPLOYEE BENEFITS	96,133.00	0.00	0.00	5,924.89	60,798.15	35,334.85	36.8
5203000 TRAVEL	40,407.00	0.00	0.00	131.84	760.83	39,646.17	98.1
5204000 CONTRACTUAL SVCS	161,707.00	0.00	11,801.62	6,065.68	40,367.77	109,537.61	67.7
5205000 SUPPLIES & MATRLS	31,300.00	0.00	0.00	818.39	6,074.02	25,225.98	80.6
5207000 CAPITAL OUTLAY	2,315.00	0.00	0.00	0.00	2,013.97	301.03	13.0
PS SUBTOTALS	392,469.00	0.00	0.00	22,774.18	234,930.10	157,538.90	40.1
OE SUBTOTALS	235,729.00	0.00	11,801.62	7,015.91	49,216.59	174,710.79	74.1
COMPANY 6503-I TOT	628,198.00	0.00	11,801.62	29,790.09	284,146.69	332,249.69	52.9

STATE OF SOUTH DAKOTA  
REVENUE SUMMARY BY BUDGET UNIT  
FOR PERIOD ENDING: 03/31/2021

AGENCY	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE
BUDGET UNIT 1037	10	LABOR & REGULATION REAL ESTATE COMMISSION - INFO			
CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE
COMPANY NO	6503				
COMPANY NAME	PROFESSIONAL & LICENSING BOARDS				
103700069901	6503	4293700	RESIDENT RENTAL AGENTS	420.00	2,295.00
103700069901	6503	4293702	BROKER	9,225.00	63,375.00
103700069901	6503	4293703	HOME INSPECTORS	600.00	4,425.00
103700069901	6503	4293704	PROPERTY MANAGER	675.00	4,050.00
103700069901	6503	4293705	SALES AGENTS	675.00	2,025.00
103700069901	6503	4293707	FIRMS	1,200.00	10,935.00
103700069901	6503	4293708	CONDOMINIUMS	418.00	15,477.33
103700069901	6503	4293710	TIMESHARE PROJECTS	426.00	1,426.00
103700069901	6503	4293711	EDUCATIONAL COURSES	2,825.00	12,925.00
103700069901	6503	4293712	ADDITIONAL LICENSES	210.00	1,260.00
103700069901	6503	4293713	CHANGE OF ADDRESS	570.00	5,700.00
103700069901	6503	4293714	CERTIFICATES OF LICENSURE	90.00	2,375.00
103700069901	6503	4293715	LATE RENEWAL FEES	320.00	14,510.00
103700069901	6503	4293717	RENEWAL RES RENTAL AGENTS	.00	2,900.00
103700069901	6503	4293718	RENEWAL AUCTIONEER	.00	2,375.00
103700069901	6503	4293719	RENEWAL BROKER	375.00	169,375.00
103700069901	6503	4293720	HOME INSPECTION RENEWAL	100.00	4,800.00
103700069901	6503	4293721	RENEWAL PROPERTY MANAGER	.00	10,375.00
103700069901	6503	4293722	RENEWAL SALES AGENTS	.00	11,750.00
103700069901	6503	4293723	RENEWAL TIMESHARE AGENTS	.00	125.00
103700069901	6503	4293724	RENEWAL FIRMS	125.00	33,085.00
103700069901	6503	4293725	RENEWAL TIMESHARE PROJECT	250.00	7,000.00
103700069901	6503	4293726	RENEWAL ADDITIONAL LICENS	.00	2,880.00
ACCT: 4293		BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)		18,504.00	385,443.33 *

STATE OF SOUTH DAKOTA  
 REVENUE SUMMARY BY BUDGET UNIT  
 FOR PERIOD ENDING: 03/31/2021

AGENCY 10 LABOR & REGULATION  
 BUDGET UNIT 1037 REAL ESTATE COMMISSION - INFO

CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE
ACCT: 42		LICENSES, PERMITS & FEES		18,504.00	385,443.33 **
103700069901	6503	4393003	MISC FINES & PENALTIES	1,350.00	9,637.12
ACCT: 4393		PENALTIES (NON-GOVERNMENTAL)		1,350.00	9,637.12 *
ACCT: 43		FINES, FORFEITS & PENALTIES		1,350.00	9,637.12 **
103700069901	6503	4596002	LICENSE LAW BOOKS SOLD	256.00	1,924.00
103700069901	6503	4596003	DIRECTORIES/HOME BUYER GU	1,090.00	7,620.00
ACCT: 4596				1,346.00	9,544.00 *
ACCT: 45		CHARGES FOR SALES & SERVICES		1,346.00	9,544.00 **
103700069901	6503	4910000	OPERATING TRANSFERS IN	.00	2,104.59
ACCT: 4910		OPERATING TRANSFERS IN		.00	2,104.59 *
103700069901	6503	4920045	NONOPERATING REVENUES	.00	8,187.25
ACCT: 4920		NONOPERATING REVENUE		.00	8,187.25 *
ACCT: 49		OTHER REVENUE		.00	10,291.84 **
CNTR: 103700069901				21,200.00	414,916.29 ***
103700069902	6503	4920045	NONOPERATING REVENUES	.00	2,444.92
ACCT: 4920		NONOPERATING REVENUE		.00	2,444.92 *
ACCT: 49		OTHER REVENUE		.00	2,444.92 **
CNTR: 103700069902				.00	2,444.92 ***
COMP: 6503				21,200.00	417,361.21 ****
B UNIT: 1037				21,200.00	417,361.21 *****

**Revenue Report Ending 03/31/21**

(Additional Report)

<b>Description</b>	<b>Budgeted</b>	<b>Current</b>	<b>Rev. to be Rec</b>	<b>YTD</b>	<b>PCT Rec.</b>
Residential Rental Agents	3,000	420	705	2,295	76
Broker	54,000	9,225	(9,375)	63,375	117
Home Inspectors	4,000	600	(425)	4,425	110
Property Manager	6,000	675	1,950	4,050	67
Sales Agents	4,000	675	1,975	2,025	50
Timeshare Agents	1,000	0	1,000	0	
Firms	7,000	1,200	(3,935)	10,935	156
Condominiums	6,000	418	(9,477.33)	15,477.33	257
Timeshare Projects	4,000	426	2,574	1,426	35
Educational Courses	14,000	2,825	1,075	12,925	92
Additional Licenses	4,000	210	2,740	1,260	31
Change of Address	7,000	570	1,300	5,700	81
Certificate of Licensure	2,500	90	125	2,375	95
Late Renewal Fees	12,000	320	(2,510)	14,510	120
Renewal Res Rental Agents	4,000	0	1,100	2,900	72
Renewal Auctioneer	3,000	0	625	2,375	79
Renewal Broker	180,000	375	10,625	169,375	94
Home Inspection Renewal	7,000	100	2,200	4,800	68
Renewal Property Manager	12,000	0	1,625	10,375	86
Renewal Sales Agents	14,000	0	2,250	11,750	84
Renewal Timeshare Agents	1,000	0	875	125	12
Renewal Firms	37,000	125	3,915	33,085	89
Renewal Timeshare Project	6,500	250	(500)	7,000	107
Renewal Additional Licenses	2,000	0	(880)	2,880	144
Misc. Fines, Penalties and NO Rev	18,000	1,350	(4,373.88)	22,373.88	124
Interest Earned					
License Law Books Sold	900	256	(1,024)	1,924	213
Directories/Lists Sold	9,000	1,090	1,380	7,620	84
	422,900	21,200	38,039 (32,500.21)	417,361.21	98

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

COMPANY	CENTER	ACCOUNT	BALANCE	DR/CR	CENTER DESCRIPTION
6503	103700069901	1140000	426,082.77	DR	REAL ESTATE COMMISSION
6503	103700069902	1140000	102,444.92	DR	REAL ESTATE COMM RECOVERY FUND
COMPANY/SOURCE TOTAL 6503 699			528,527.69	DR *	
COMP/BUDG UNIT TOTAL 6503 1037			528,527.69	DR **	
BUDGET UNIT TOTAL 1037			528,527.69	DR ***	



BUDGET UNIT 1037

PAY DAYS REMAINING: 3

DATE 05/01/2021

CENTER NAME REAL ESTATE COMMISSION - INFO

COMP	ORIGINAL APPROPRIATION	APPROPRIATION TRANSFERS	YEAR-TO-DATE COMMITMENTS	YEAR-TO-DATE ENCUMBRANCES	YEAR-TO-DATE EXPENDITURES	AVAILABLE APPROPRIATIONS	CASH BALANCE
6503-I	628,198.00	0.00	0.00	10,521.08	329,200.45	288,476.47	528,527.69
BUDGETED TOT	628,198.00	0.00	0.00	10,521.08	329,200.45	288,476.47	
ALL COMP TOT	628,198.00	0.00	0.00	10,521.08	329,200.45	288,476.47	

TOTAL BUDGETED:

OBJECT OF EXPENDITURE	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	MONTHLY EXPENDITURES	YEAR-TO-DATE EXPENDITURES	BUDGET AVAILABLE	PCT AVL
5101 EMPLOYEE SALARIES	296,336.00	0.00	0.00	30,689.98	204,821.93	91,514.07	30.9
5102 EMPLOYEE BENEFITS	96,133.00	0.00	0.00	10,508.15	71,306.30	24,826.70	25.8
5203 TRAVEL	40,407.00	0.00	0.00	5.04	765.87	39,641.13	98.1
5204 CONTRACTUAL SVCS	161,707.00	0.00	10,521.08	3,410.08	43,777.85	107,408.07	66.4
5205 SUPPLIES & MATRLS	31,300.00	0.00	0.00	160.51	6,234.53	25,065.47	80.1
5207 CAPITAL OUTLAY	2,315.00	0.00	0.00	280.00	2,293.97	21.03	0.9
TOTALS	628,198.00	0.00	10,521.08	45,053.76	329,200.45	288,476.47	45.9

BREAKOUT BY COMPANY:

COMPANY 6503-I PROFESSIONAL & LICENSING BOARDS

OBJECT OF EXPENDITURE	AMOUNT BUDGETED	COMMITMENTS YEAR-TO-DATE	ENCUMBRANCES YEAR-TO-DATE	MONTHLY EXPENDITURES	YEAR-TO-DATE EXPENDITURES	BUDGET AVAILABLE	PCT AVL
5101000 EMPLOYEE SALARIES	296,336.00	0.00	0.00	30,689.98	204,821.93	91,514.07	30.9
5102000 EMPLOYEE BENEFITS	96,133.00	0.00	0.00	10,508.15	71,306.30	24,826.70	25.8
5203000 TRAVEL	40,407.00	0.00	0.00	5.04	765.87	39,641.13	98.1
5204000 CONTRACTUAL SVCS	161,707.00	0.00	10,521.08	3,410.08	43,777.85	107,408.07	66.4
5205000 SUPPLIES & MATRLS	31,300.00	0.00	0.00	160.51	6,234.53	25,065.47	80.1
5207000 CAPITAL OUTLAY	2,315.00	0.00	0.00	280.00	2,293.97	21.03	0.9
PS SUBTOTALS	392,469.00	0.00	0.00	41,198.13	276,128.23	116,340.77	29.6
OE SUBTOTALS	235,729.00	0.00	10,521.08	3,855.63	53,072.22	172,135.70	73.0
COMPANY 6503-I TOT	628,198.00	0.00	10,521.08	45,053.76	329,200.45	288,476.47	45.9

STATE OF SOUTH DAKOTA  
REVENUE SUMMARY BY BUDGET UNIT  
FOR PERIOD ENDING: 04/30/2021

AGENCY BUDGET UNIT	10 1037	LABOR & REGULATION REAL ESTATE COMMISSION - INFO	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE
COMPANY NO		6503	4293700		RESIDENT RENTAL AGENTS	420.00	2,715.00
COMPANY NAME		PROFESSIONAL & LICENSING BOARDS			BROKER	7,650.00	71,025.00
103700069901	6503	4293702			HOME INSPECTORS	200.00	4,625.00
103700069901	6503	4293703			PROPERTY MANAGER	1,575.00	5,625.00
103700069901	6503	4293704			SALES AGENTS	675.00	2,700.00
103700069901	6503	4293705			FIRMS	800.00	11,735.00
103700069901	6503	4293707			CONDOMINIUMS	.00	15,477.33
103700069901	6503	4293708			TIMESHARE PROJECTS	.00	1,426.00
103700069901	6503	4293710			EDUCATIONAL COURSES	565.00	13,490.00
103700069901	6503	4293711			ADDITIONAL LICENSES	450.00	1,710.00
103700069901	6503	4293712			CHANGE OF ADDRESS	400.00	6,100.00
103700069901	6503	4293713			CERTIFICATES OF LICENSURE	180.00	2,555.00
103700069901	6503	4293714			LATE RENEWAL FEES	240.00	14,750.00
103700069901	6503	4293715			RENEWAL RES RENTAL AGENTS	.00	2,900.00
103700069901	6503	4293717			RENEWAL AUCTIONEER	.00	2,375.00
103700069901	6503	4293718			RENEWAL BROKER	375.00	169,750.00
103700069901	6503	4293719			HOME INSPECTION RENEWAL	.00	4,800.00
103700069901	6503	4293720			RENEWAL PROPERTY MANAGER	.00	10,375.00
103700069901	6503	4293721			RENEWAL SALES AGENTS	.00	11,750.00
103700069901	6503	4293722			RENEWAL TIMESHARE AGENTS	.00	125.00
103700069901	6503	4293723			RENEWAL FIRMS	.00	33,085.00
103700069901	6503	4293724			RENEWAL TIMESHARE PROJECT	.00	7,000.00
103700069901	6503	4293725			RENEWAL ADDITIONAL LICENS	.00	2,880.00
103700069901	6503	4293726			BUSINESS & OCCUP LICENSING (NON-GOVERNMENTAL)	13,530.00	398,973.33
ACCT:	4293						*

STATE OF SOUTH DAKOTA  
REVENUE SUMMARY BY BUDGET UNIT  
FOR PERIOD ENDING: 04/30/2021

AGENCY 10 LABOR & REGULATION  
BUDGET UNIT 1037 REAL ESTATE COMMISSION - INFO

CENTER	COMP	ACCOUNT	DESCRIPTION	CURRENT MONTH	YEAR-TO-DATE	
ACCT:	42	LICENSES, PERMITS & FEES		13,530.00	398,973.33	**
103700069901	6503	4393003	MISC FINES & PENALTIES	121.78	9,758.90	
ACCT:	4393	PENALTIES (NON-GOVERNMENTAL)		121.78	9,758.90	*
ACCT:	43	FINES, FORFEITS & PENALTIES		121.78	9,758.90	**
103700069901	6503	4596002	LICENSE LAW BOOKS SOLD	8.00	1,932.00	
103700069901	6503	4596003	DIRECTORIES/HOME BUYER GU	520.00	8,140.00	
ACCT:	4596			528.00	10,072.00	*
ACCT:	45	CHARGES FOR SALES & SERVICES		528.00	10,072.00	**
103700069901	6503	4910000	OPERATING TRANSFERS IN	.00	2,104.59	
ACCT:	4910	OPERATING TRANSFERS IN		.00	2,104.59	*
103700069901	6503	4920045	NONOPERATING REVENUES	.00	8,187.25	
ACCT:	4920	NONOPERATING REVENUE		.00	8,187.25	*
ACCT:	49	OTHER REVENUE		.00	10,291.84	**
CNTR:	103700069901			14,179.78	429,096.07	***
103700069902	6503	4920045	NONOPERATING REVENUES	.00	2,444.92	
ACCT:	4920	NONOPERATING REVENUE		.00	2,444.92	*
ACCT:	49	OTHER REVENUE		.00	2,444.92	**
CNTR:	103700069902			.00	2,444.92	***
COMP:	6503			14,179.78	431,540.99	****
B UNIT:	1037			14,179.78	431,540.99	*****

**Revenue Report Ending 04/30/21**

(Additional Report)

<b>Description</b>	<b>Budgeted</b>	<b>Current</b>	<b>Rev. to be Rec</b>	<b>YTD</b>	<b>PCT Rec.</b>
Residential Rental Agents	3,000	420	285	2,715	90
Broker	54,000	7,650	(17,025)	71,025	131
Home Inspectors	4,000	200	(625)	4,625	115
Property Manager	6,000	1,575	375	5,625	93
Sales Agents	4,000	675	1,300	2,700	67
Timeshare Agents	1,000	0	1,000	0	
Firms	7,000	800	(4,735)	11,735	167
Condominiums	6,000	0	(9,477.33)	15,477.33	257
Timeshare Projects	4,000	0	2,574	1,426	35
Educational Courses	14,000	565	510	13,490	96
Additional Licenses	4,000	450	2,290	1,710	42
Change of Address	7,000	400	900	6,100	87
Certificate of Licensure	2,500	180	(55)	2,555	102
Late Renewal Fees	12,000	240	(2,750)	14,750	122
Renewal Res Rental Agents	4,000	0	1,100	2,900	72
Renewal Auctioneer	3,000	0	625	2,375	79
Renewal Broker	180,000	375	10,250	169,750	94
Home Inspection Renewal	7,000	0	2,200	4,800	68
Renewal Property Manager	12,000	0	1,625	10,375	86
Renewal Sales Agents	14,000	0	2,250	11,750	84
Renewal Timeshare Agents	1,000	0	875	125	12
Renewal Firms	37,000	0	3,915	33,085	89
Renewal Timeshare Project	6,500	0	(500)	7,000	107
Renewal Additional Licenses	2,000	0	(880)	2,880	144
Misc. Fines, Penalties and NO Rev	18,000	121.78	(4,495.66)	22,495.66	124
Interest Earned					
License Law Books Sold	900	8	(1,032)	1,932	213
Directories/Lists Sold	9,000	520	860	8,140	90
	422,900	14,179.78	32,934 (41,574.99)	431,540.99 (8,640.99)	102